



AOPA 3rd Quarter 2017 Staff Report

To: AOPA Membership
From: Thomas F. Fise, Executive Director
Date: October 5, 2017

Subject: AOPA hosted its 2nd World Congress, in conjunction with our Centennial Celebration, to record attendance. Among the top notch education were presentations on two of AOPA's key research initiatives– the RAND Value Simulation Study on advanced transfemoral prosthetics, and the Dobson DaVanzo cost effectiveness study that updated the previous Mobility Saves study proving that timely prosthetic and orthotic care is cost-effective. A group of stakeholders convened a preliminary meeting during the AOPA World Congress in Las Vegas to discuss the development of the Orthotics 2020 project. The health care debate has continued, but the latest “repeal and replace” efforts have failed, leaving the Affordable Care Act in place for now.

AOPA World Congress and 100th Anniversary Celebration: An event to remember

AOPA's Centennial Celebration and World Congress in Las Vegas set a new record with over 2,500 attendees! Exhibitors and attendees came from 41 countries, making it a truly global event. AOPA is donating \$5 of each registration to Hurricane relief, and is still accepting donations. Checks can be mailed to AOPA, 330 John Carlyle St, Ste 200, Alexandria, VA 22314. The exhibit hall opened with a performance from the Las Vegas production La Reve- the Dream, with an impressive dancer doing backflips on a prosthetic leg.

The morning opening session presented Saeed Zahedi, PhD with the Lifetime Achievement award and 4 notable inventors were honored for their contribution to O&P: Van Phillips (Flex-Foot); Marty Carlson, CPO(E), FAAOP (Tamarack Flexure Joint); M.E. “Bill” Miller, CO (The Boston Brace System); and Kelly James, P.Eng. (C-Leg).

The educational line-up was described as our “best ever,” with presentations on Exoskeletons, Osseointegration, Gait Salvage, CMT, and all the latest clinical research. Business managers learned about documentation, heard from the DME MACs, watched demos of the AOPA Co-OP, and more, while pedorthic and technical education covered the latest topics.

As part of the Prosthetics 2020 research initiative, findings from the RAND study “Economic Value of Advanced Transfemoral Prosthetics” were presented – that microprocessor knees (MPKs) provided economic benefits and quality of life improvement over non-MPKs. The study is now available on RAND's website at bit.ly/randstudy. Al Dobson, PhD presented the updated Dobson DaVanzo cost-effectiveness study using the 2011-14 Medicare data, which found that O&P care is still cost-effective, similar to the 2007-10 results.

Attendees enjoyed the Walk through Time showcase in the Exhibit Hall, with artifacts and photos spanning O&P history. The Party with a Purpose fundraiser for AOPA's government relations efforts brought in over \$50,000, at an exclusive party at the 1923 Bourbon Bar Speakeasy. AOPA continued with tradition of hosting a student Lunch and Learn, a Women in O&P gathering, and facilitating Alumni meetups for 3 schools. See all the photos on AOPA's Flickr page (accessed from AOPAnet.org homepage) and search #AOPA2017 on Twitter.

2018 AOPA National Assembly

Join us September 26-29, 2018 for the 2018 National Assembly in Vancouver, BC, Canada. Vancouver is easy to explore during your time at the downtown Vancouver Convention Centre as there are many top attractions nearby:

- Capilano Suspension Bridge
- Vancouver Aquarium
- Forbidden Vancouver Walking Tours
- Stanley Park Horse-Drawn Tours
- Harbour Cruises & Events
- Flyover Canada
- Vancouver Lookout
- Dr. Sun Yat-Sen Classical Chinese Garden
- Vancouver Art Gallery
- Science World
- Grouse Mountain

For information about exhibiting, contact Kelly O'Neill at koneill@aopanet.org.

Government Affairs and Legislative Round Up

PDAC Coding Redetermination for A5513

On July 13, 2017, the DME MACs published a joint publication that addressed the proper use of HCPCS code A5513, which is used to describe molded to patient model diabetic shoe inserts. The joint publication indicated that in order to meet the requirements of the HCPCS code descriptor, diabetic inserts billed using A5513 must be molded over an actual model of the patient's foot. The publication further clarified that the use of generic, electronic or "virtual" models where custom fabrication occurs without creation of a physical model of the patient's foot does not meet the code descriptor, and diabetic inserts fabricated this way cannot be billed as A5513. AOPA has also initiated communications with Rep. Wenstrup (R-OH) who has reinforced requests to CMS for change in the A5513 descriptor as well as discussion of ways in which current HCPCS coding often operate to impede technological advances.

On August 10, 2017, the Pricing, Data Analysis, and Coding Contractor (PDAC) announced that based on the previously published coding clarification, it would initiate a Coding Redetermination Project for diabetic inserts described by A5513. As part of this project, all previous A5513 PDAC coding verifications will be end dated effective May 31, 2018. Manufacturers and central fabrication facilities who wish to have their products PDAC verified for A5513 will need to submit a new application to the PDAC. This applies to both new products as well as existing products that were previously verified by the PDAC. The PDAC has indicated that applications should be submitted well in advance of the May 31, 2018 end date in order to allow adequate time for the PDAC to complete its review.

The PDAC notice stated that products that are currently PDAC verified for A5513 may continue to be billed using A5513 until the May 31, 2018 end date. Medicare claims for diabetic inserts described by A5513 with a date of service on or after June 1, 2018 will require a new PDAC coding verification using the requirements outlined in the July 13, 2017 coding clarification.

As a reminder, AOPA members who are fabricating diabetic inserts described by A5513 for use by their own patients are not required to obtain PDAC verification but must meet the requirements of the code descriptor which includes the creation of a positive model of the patient's foot.

On Friday, September 29, 2017, AOPA and the American Podiatric Medical Association (APMA) sent a joint letter to CMS Administrator Seema Verma expressing their concern about the recent DME MAC coding clarification for HCPCS code A5513. The AOPA/APMA letter expresses the concern that the overly strict interpretation of the descriptor language for A5513 limits the use of advanced technologies such as direct milling and 3-D printing to produce diabetic inserts that may result in a more intimate fit for the patient, possibly leading to better outcomes. The letter also states that the relatively small annual Medicare expenditure for custom diabetic inserts, when compared to the overall Medicare expenditure for the treatment of diabetes mellitus, is so minimal, that it seems unlikely that “splitting hairs” over such a minor issue will result in any real savings to the Medicare program but will have a negative impact on patient outcomes.

The joint letter suggests that CMS can solve the issue by either instructing the DME MACs and PDAC to be less restrictive in their interpretation of the code language for A5513 or by asking the CMS HCPCS panel to consider a verbiage change that would allow providers to bill custom diabetic inserts as A5513 without the requirement that the inserts be molded to a physical model of the patient’s foot.

CMS Announces Revised Audit Program

On August 14, 2017, The Centers for Medicare and Medicaid Services (CMS) announced the expansion of a pilot program aimed at narrowing the focus of pre-payment audits performed by Medicare Administrative Contractors (MACs). The pilot program, known as Target, Probe, and Educate (TPE) has been expanded from one MAC to four and will be implemented nationwide later in 2017. Two of the MACs selected for the pilot expansion include the Jurisdiction B and Jurisdiction D DME MACs, which implemented the program in July of 2017.

The purpose of the TPE program, as stated by CMS, is to focus on specific suppliers within a benefit category selected for review that have historically high claim error rates or higher than normal utilization patterns. The TPE program will consist of up to 3 rounds of pre-payment review and supplier specific education based on the results of the review. Suppliers selected for the TPE program will receive a notification letter followed by a sample of 20 to 40 claims that have been selected for audit. Once the supplier submits the requested documentation, the audit will take place and an error rate will be established. The supplier will then have a dedicated education session with the medical review staff to discuss strategies to improve their claim submission process. If the supplier’s success rate is not adequate, up to 2 additional rounds of audit and education will take place. If, during any of the three rounds of the TPE process, the supplier’s success rate is deemed adequate, the supplier will be removed from the TPE program for up to one year. While the TPE program is currently being run as a pilot program in the Jurisdiction B and D DME MACs, CMS has announced that it intends to implement the TPE program across all MACs later in 2017.

CMS Withdraws BIPA 427 Proposed Rule

On October 3, 2017, the Centers for Medicare and Medicaid Services announced that it has withdrawn the proposed rule that represented the first step in creating regulations that would implement the qualified provider provisions for prostheses and custom fabricated orthoses legislated in section 427 of the Benefits Improvement and Protection Act of 2000 (BIPA). The notice of withdrawal will be officially published in the October 4, 2017 *Federal Register*.

According to the notice published by CMS the proposed rule is being withdrawn due to “the cost and time burdens that the proposed rule would create for many providers and suppliers, particularly the cost and burden for those providers and suppliers that are small businesses, and the complexity of the issues raised in

the detailed public comments.” CMS indicated that they received over 5,000 public comments regarding the proposed rule.

AOPA is disappointed that CMS decided to withdraw the proposed rule that would finally create regulations to implement a law that was passed more than 17 years ago. The withdrawal of the proposed rule once again exposes the Medicare population to no regulation regarding what qualifications are required to provide custom orthotic and prosthetic services. While the proposed rule was far from perfect, as AOPA expressed in its public comments that were submitted to CMS, AOPA believed that issues that were of significant concern to several provider groups, who viewed the proposed rule as a threat to their ability to continue to provide services within their scope of practice, could have been addressed through changes to the final rule rather than through the complete withdrawal of the proposed rule.

The combination of the recent administration change, including the new administration’s philosophy to reduce overall regulatory burden on businesses, the significant opposition from several high profile provider groups, and the restrictive language that would significantly limit certain providers from continuing to provide custom orthoses and prostheses appear to have led directly to the demise and subsequent withdrawal of the proposed rule. AOPA will continue to make every effort to ensure that all recipients of O&P care receive that care from folks who have been properly educated and trained in the fabrication, fit, and delivery of orthotic and prosthetic devices.

RAC Audit Update

The national DMEPOS, Home Health, and Hospice RAC contractor (Performant), was authorized by CMS to begin its audit activity and began auditing claims in March.

Currently the following O&P items/services are listed under the “approved issues on the Performant website and are eligible to be audited:

Complex Review of Spinal Orthoses: L0452, L0480, L0482, L0484, L0486, L0629, L0632, L0634, L0636, L0638, L0640, A9270

Complex Review of Ankle Foot Orthoses/Knee Ankle Foot Orthoses: L1900, L1904, L1907, L1920, L1940, L1945, L1950, L1960, L1970, L1980, L1990, L2106, L2108, L4631, L2000, L2005, L2010, L2020, L2030, L2034, L2036, L2037, L2038, L2126, L2128

Medicare O&P Improvements Act 2017

The Senate and House versions of the Medicare O&P Improvement Act of 2017 (S. 1191 and H.R. 2599) contain similar language and have the purpose of accomplishing the following main objectives:

- Set payments based on provider/supplier qualifications and complexity of care
- Designate organizations for accreditation of O&P
- Separate O&P from DME
- Orthotist’s/Prosthetist’s notes will be considered part of the medical record
- Clarify the term “minimal self-adjustment” for off-the-shelf orthotics

Currently the following members of Congress have sponsored/co-sponsored the Medicare O&P Improvement Act:

Sen. Cassidy (R-LA)

Rep. Thompson (R-PA)

Sen. Duckworth (D-IL)

Rep. Michael Kelly (R-PA)

Sen. Grassley (R-IA)

Sen. Warner (D-VA)

Rep. Thompson (D-CA)

If you have not already done so, be sure to contact your Senators and Representative(s) and ask them to support the Medicare O&P Improvement Act of 2017 (S.1191 and H.R. 2599). You may do this easily by visiting AOPAVotes.org.

Medicare Part B Improvement Act of 2017

On July 25, 2017, the full House of Representatives acted by consent on suspension to adopt H.R. 3178, a bill to cut red tape and make some non-controversial changes to the Medicare program. Included in this bill was a single provision on O&P, to recognize the orthotist-prosthetist's notes as part of the medical record in Medicare Medical Necessity Determinations. Here is the specific text:

1 SEC. 103. ORTHOTIST'S AND PROSTHETIST'S CLINICAL NOTES AS PART OF THE PATIENT'S MEDICAL RECORD.

Section 1834(h) of the Social Security Act (42 U.S.C. 1395m(h)) is amended by adding at the end the following new paragraph:

”(5) DOCUMENTATION CREATED BY ORTHOTISTS AND PROSTHETISTS.- For purposes of determining the reasonableness and medical necessity of orthotics and prosthetics, documentation created by an orthotist or prosthetist shall be considered part of the individual's medical record to support documentation created by eligible professionals described in section 1848(k)(3)(B).”

AOPA wants to recognize and thank Reps. Mike Bishop (R-MI and a Ways & Means member), Glenn Thompson (R-PA) who advanced the similar provision as part of the broader Medicare O&P Improvement Act, H.R. 2599, and Mike Thompson (D-CA and a Ways & Means Committee Member), and both House Ways & Means Committee Chairman Kevin Brady (R-TX) and Richard Neal (D-MA and the Ranking Minority Member of the Ways & Means Committee), for their strong support which resulted in this important action. Now it is on to the Senate, where S. 1191, the Grassley-Warner bill, supported by Senators Cassidy (R-LA) and Duckworth (D-IL) will hopefully move forward similarly to favorable action.

Mastering Medicare Webinars

The AOPA Mastering Medicare Webinar series continues to be a useful resource for AOPA members and others in the O&P community. The webinars are scheduled for 1:00 PM eastern time on the second Wednesday of each month. The webinars are \$99 each for members and \$199 for non-members. Members can sign up for the remaining 2017 webinars for only \$495 and get one free. Sign up at www.AOPAnet.org. The webinars are a great way to boost employee morale (by providing monthly staff education event), provide needed education and earn CE Credits. The remaining 2017 webinar series schedule is listed below:

October 11 - AFO/KAFO Policy

November 8 -Gift Giving: Show Your Thanks & Remain Compliant

November 9- "Three Amigos" of a Compliance Program— Compliance Officer, Legal, and Human Resources—Can Work Together to Support and Advance an Effective Compliance Program (FREE as part of Health Compliance & Ethics Week)

November 10- Teaching Professionalism and Ethics during Residency (FREE as part of Health Compliance & Ethics Week)

December 13 - New Codes & Other Updates for 2018

All past webinars are available for purchase as a recording:

January 11- O&P Clinical Documentation: Who Needs to Document and What You Need to Document

February 8 - LSO/TLSO Policy

March 8 - Marketing Your Business

April 12 - Grassroots Advocacy

May 10- Modifiers: What do they mean and when to use them
 June 14- Internal Audits: The Why and the How of Conducting Self-Audits
 July 12 - Know Your Resources: Where to Look to Find the Answers
 August 9 - What the Medicare Audit Data Tells Us & How to Avoid Common Errors
 September 13 - ABC Inspections & Accreditation

AOPA Coding & Billing Seminar

AOPA experts provide the most up-to-date information to help O&P Practitioners and office billing staff learn how to code complex devices, including repairs and adjustments, through interactive discussions with AOPA experts, your colleagues, and much more. Meant for both practitioners and office staff, this two-day event will feature breakout sessions for these two groups, to ensure concentration on material appropriate to each group. The registration rate is \$525 per attendee for members and \$725 for non-members. For additional attendees from the same office, a discount is offered: \$475 for members and \$675 for non-members.

The first three seminars of the year in Nashville, TN; Denver, CO and Pittsburgh, PA were well attended and well received. The final seminar of 2017 will be held in Phoenix, AZ on November 6-7th. Learn more at bit.ly/2017billing.

O&P PAC and Capitol Connection Update

The O&P PAC Update provides information on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&P PAC has supported. The O&P PAC, between June 20, 2017 and September 20, 2017, received contributions from the following AOPA member(s):

Jeffrey Alaimo, CP	A.J. Filippis, CPO	Sam Liang
Lisa Arbogast	K. Michael Fillauer, CPO	Anita Liberman-Lamphear, MA
Vinit Asar	Thomas Fise, JD	Jeff Lutz, CPO
Gerald Bernar, Jr., CP, LP	Esperanza Friedman, CO	Elizabeth Mansfield
Devon Bernard	Arlene Gillis, CP, FAAOP	Brad Mattear, LO, CPA
David Boone, BSPO, MPH, PhD	Elizabeth Ginzel, CPO, LPO	Yelena Mazur
Frank Bostock, CO	Ryan Gleeson	Dave McGill
Jim Campbell, Phd, CO, FAAOP	Eddy Gosschalk, CPO	Martin McNab, CPO
Erin Cammaratta	Elizabeth Hammer, BOCO, CFO	Joe McTernan
Tina Carlson, CMP	Michael Hamontree	Andrew Meyers, CPO
William Carver, BOCP	Steven Herrera, CPO	Wendy Miller, BOCO, CDME
Rod Cheney, CPO	Denise Hoffman	Catherine Mize, CPO
Doyle Collier, CP	Michele Hogan	Aaron Moles, CPO
Jeff Collins, CPA	Ralph Hooper, CPO	Jonathan Naft, CPO
Robert Compton, CPed	Jack Jones, Jr., BOCO, CO	Chris Nolan
Kenneth Cornell, CO	Jim Kaiser, CP	Kelly O'Neill, CEM
Don DeBolt	John Kenney, CPO, FAAOP	Michael Oros, CPO, FAAOP
Edward De La Torre	Curt Kowalczyk, CO	Curt Patton, CP
Joseph DeLorenzo, CP	Alfred Kritter, CPO, FAAOP	Don Pierson, Co, CPed
Thomas DiBello, CO, LO, FAAOP	Teri Kuffel, Esq.	Walter Racette, CPO(E)
Mitchell Dobson, CPO, FAAOP	Robert Leimkuehler, CPO	Ricardo Ramos, CP, CPed, LP
Traci Dralle	William Leimkuehler, CPO	Jack Richmond, CPOA
Ted Drygas, CPO	Betty Leppin	Rick Riley
	Eileen Levis	Dewain Ritchie

John Roberts, CPO
Duane Romo, CPO
Bradley Ruhl
Ivan Sabel
Scott Sabolich, CP
Scott Schneider
Dale Sheen, CO
David Sisson, CP
Mark Smith, CP

Chris Snell, BOCO
Ronald Snell, CP
William Snell, CPO
Jack Steele, CO
Matt Swiggum
Bernie Veldman, CO
Frank Vero, CPO
James Weber, MBA
Jay Wendt, MBA

Jeff Wensman, CPO
Eddie White, CP
Ashlie White
Shane Wurdeman, PhD, CP,
FAAOP, MSPO
Pam Young
James Young, Jr., CP, LP,
FAAOP

The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House, Senate and other officials to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

The O&P PAC has recently supported the following members of Congress:

Sen. Carper (D-DE)	Rep. Ruppertsberger (D-MD)
Sen. Cassidy (R-LA)	Rep. Thompson (R-PA)
Rep. Mast (R-FL)	Rep. Wenstrup (R-OH)
Rep. Neal (D-MA)	

If you have not already done so, please consider becoming part of the O&P PAC by reviewing and signing an AOPA O&P PAC authorization form. The work accomplished by the O&P PAC cannot be completed without your help. Learn more at bit.ly/oandppac.

Capitol Connection is a fund established by AOPA to supplement and aid its government relations program and to cover any costs or expenditures that may not be covered by the general government relations budget. Typically, funds from Capitol Connection help finance studies which support AOPA's legislative and regulatory positions. The funds are also used to create and distribute educational materials, and to help cover costs related to hosting the annual AOPA Policy Forum and maintain the AOPAVotes.org website.

Capitol Connection would like to thank the following individuals for their recent contributions:

Andrew Brewer, MSME	Jillian Kern
Derek Clark, BOCO, CPed	Robin Merriam, CPO
Heather Cross, Cfo	Jeff Sanders
Olafur Gylfason	Ralph Strano, CPO, LPO
Joseph Infantolino, CPO, BOCPO	Gary Trexler, CO
David Johnson, CO	Jennifer Ward, CPed

During the 2017 AOPA World Congress, the O&P PAC and Capitol Connections were able to raise over \$66,000 via special events such as the inaugural Party with a Purpose; which brought in over \$50,000.

These lists cover the period from June 20, 2017 through September 20, 2017. If we missed your name please accept our apologies, and any contributions made or received after September 20, 2017 will be published in the next quarterly staff report.

Research and Projects

AOPA Co-OP, the Compendium of O&P

The AOPA Co-OP, a reimbursement, coding and policy resource, now has 220 active users. This new, member-only online resource serves as a collection of concise, but detailed information with links to supporting documentation about the topics most important to our members. The platform's key subject areas include Medicare, Medicaid, VA, DOD, Commercial Payors, Data/Evidence, Compliance, State Matters, Good Practices and Trending Topics. The crowdsourcing component of this project allows AOPA to garner the vast knowledge and experience of the membership body, vet that information and provide updates to the Co-OP on a regular basis.

Members can find more information and sign up at www.AOPAnet.org/co-op

Prosthetics 2020

The first major project from Prosthetics 2020, the RAND Study, was published at RAND.org on September 5, 2017. RAND Corporation has completed a comprehensive, independent, validated study to establish the value proposition for prosthetic services to amputees, which focuses on advanced prosthetics and includes K2/K3 comparisons. Extensive support from experts on both the AOPA Prosthetics 2020 Medical Advisory Board and the Technical Advisory Committee for the RAND Study contributed to RAND's larger research initiative. AOPA also enlisted Dobson- DaVanzo to expand their level of effort in regards to RAND's analytic and data needs. A final report on advanced transfemoral prosthetics has been published on the RAND website and is awaiting publication in the *Journal of NeuroEngineering and Rehabilitation*.

The AOPA Prosthetics 2020 Medical Advisory Board will meet November 14-15 at the AOPA Headquarters in Alexandria, Virginia. This meeting will include a face-to-face joint meeting with the DME MAC/PDAC Medical Directors. The MAB, includes Dr. Michael Jaff, D.O., President of Newton-Wellesley Hospital, Kenton Kaufman, PhD, Biomechanics, Mayo Clinic, Col. (ret) Paul F. Pasquina, MD, PM&R, Walter Reed and Doug Smith, MD, Orthopedics, University of Washington.

The Prosthetics 2020 Medical Advisory Board exists to ensure clinical efficacy and provide the necessary clinical knowledge to oversee research development and communicate the findings to patients, providers and payers, including CMS.

AOPA will continue its commitment to Prosthetics 2020 to ensure that prosthetics are properly positioned for the future value-driven healthcare economy with four key goals – (1) improve the future reimbursement landscape for lower extremity prosthetics; (2) match appropriate technology to patient needs instead of payer forced lowest cost technology to all patients; (3) define new patient segments benefitting from LEP technology; and (4) separate the O&P profession from DME in the minds of payers.

Orthotics 2020

A group of stakeholders convened a preliminary meeting during the AOPA World Congress in Las Vegas to discuss the development of the Orthotics 2020 project. AOPA has initiated a process to secure critical appraisals of the available scientific literature with respect to the five topics: (i) osteoarthritis; (ii) stroke; (iii) scoliosis; (iv) traumatic spinal injuries; and (v) plagiocephaly. AOPA is excited to transition Orthotics 2020 into a vital enterprise to *protect* the orthotic services, upon which patients depend, from attack by payers, and to *begin populating a stronger research basis around issues on the value of the orthotic services* we offer to patients.

Other Research Updates

In 2015, AOPA awarded a grant for a systematic review on partial foot amputation to Michael Dillon, PhD of La Trobe University. Earlier this year, an article from this research was published in Biomed Central as an open access article (subscription is not required): "Outcomes of dysvascular partial foot amputation and

how these compare to transtibial amputation: a systematic review for the development of shared decision-making resources”. This month, a new article has been published in Archives of Physical Medicine and Rehabilitation, and is available as open access with no login required to view it. Read the article: “While Mortality Rates Differ After Dysvascular Partial Foot and Transtibial Amputation, Should They Influence the Choice of Amputation Level?” Read about all of AOPA’s research efforts and see the full reports at www.aopanel.org/resources/research.

Communications and Membership

2018 AOPA Leadership Conference

AOPA has announced that the 2018 AOPA Leadership Conference will take place at the Breakers, Palm Beach, FL, January 5-7, 2018. Attendance is limited to Owners, CEOs, COOs or other senior leadership of AOPA member companies. The event will begin with an evening reception on Friday, January 5. Saturday will include a full day of VIP level education, discussion and networking. The event will end mid-day on Sunday, January 7. Invitations were sent to all senior level AOPA members employees, as listed in each company’s AOPA record.

Healthcare Compliance and Ethics Week—November 5-11, 2017

AOPA is partnering with the Health Care Compliance Association (HCCA) to observe Corporate Compliance and Ethics Week November 5 to 11, 2017, an event observed and promoted by hundreds of organizations around the country.

The event seeks to elevate awareness of the benefits of formal written policies and procedures to make sure all employees understand the law and the consequences of violating it, knowing what to do when a compliance issue arises and cultivating a culture of compliance and ethical conduct within your O&P facility.

Your company can participate in the observance. A week-long focus on compliance and ethics will give you an opportunity to introduce and reinforce the compliance and the ethics standards your employees are expected to meet. Participation can also contribute to positive perceptions from the broader community about your facility’s commitment to ethical business practices.

AOPA will make available tools to assist in your participation. You can use the press release template AOPA has developed to let your community know of your organization’s commitment. Posters and giveaways are available to keep your staff engaged. If you don’t have a compliance officer on staff, this is the opportunity to assign that responsibility. There will be a daily “Compliance Message” you can forward to all employees during HCEW. You can sign up employees for one or all of the online seminars that will be offered during that week:

- Gift Giving: Show Your Thanks & Remain Compliant, scheduled for Wednesday, November 8.
- Compliance and Ethics Association’s hosted webinar on Thursday, November 9 (Free).
- Teaching Professionalism and Ethics during Residency, on Friday, November 10 (Free).

There will also be a “compliance question of the day” which your employees can answer to be included in daily prize drawings. For more tools to celebrate the week go to bit.ly/aopaethics to download white papers, cartoons, videos and other tools you can use within your company to promote compliance and ethics.

Nearly all of the materials are made available on a complimentary basis so it is a wonderful cost effective opportunity to instill a sense of a commitment to a value system documented by your written compliance and ethics program that is a win/win for your company and for your patients.

Mobility Saves Updates

Mobility Saves continues to grow on social media, with over 17,900 likes on Facebook (“like” us at www.facebook.com/mobilitysaves), over 2500 Twitter Followers (www.twitter.com/MobilitySaves), and over 150 connections on LinkedIn (www.linkedin.com/company/mobility-saves).

MobilitySaves.org has been redesigned to include a new homepage slider, with new video content, and new navigation. The Mobility Saves committee, led by AOPA Board member Traci Dralle, worked on the redesign plan to incorporate the growing focus on the triple aim of healthcare, quality care, healthy lives and cost savings. Over the coming months, results from the RAND study: *Economic Value of Advanced Transfemoral Prosthetics* and a second round of Dobson DaVanzo data analysis will be shared on the new website. MobilitySaves.org continues to be a tool to communicate to patients, practitioners, and payers that research on orthotic and prosthetic services affirms that mobility saves.

O&P Almanac

September’s issue was co-mailed with *inMotion*, the Amputee Coalition’s bi-monthly publication to the *O&P Almanac* subscribers. The issue was also distributed at the AOPA World Congress, in attendee meeting bags, at the *O&P Almanac* table AOPA booth, and in the morning general session. The September World Congress issue was on Special Solutions for uncommon problems. In previous issues, this quarter: June’s focused on Upper-Limb Devices and Myo-electric technologies; July featured Osseointegration; and August’s issue was on AOPA’s Centennial and history.

AOPA 365

If you haven’t already, download AOPA’s app, “AOPA 365”. Beyond the Assembly, this app is also your source to read the *O&P Almanac*, review membership benefits, get current with Hot Issues, see how Mobility Saves, shop in the AOPA Bookstore, access the AOPA Membership Directory, and connect with AOPA through social media. Search “AOPA 365” in the App store or Google Play today!

Online AOPAversity Learning Center

Need CE Credits? The brochure included is a reminder that AOPAversity offers top quality video recordings for members to purchase at discounted prices. Want to get a refresher on the most up to date clinical practices for you and your staff? Wanted to attend the World Congress but had to miss out? Need to get your continuing education units in before the year’s end? Visit bit.ly/aopaversity to create an account today!

Membership Update

Although building membership is a year-round activity, AOPA conducted its targeted annual member recruitment drive this quarter. Following are new AOPA members joining July 1, 2017 to September 30, 2017.

AOPA welcomes the following new patient care facility members in the third quarter of 2017: **Kinetic Orthotics & Prosthetics** of Gastonia, NC; **Arizona Desert Orthopaedic Center, Inc** of Peoria, AZ; **ABI P&O, Inc** of San Diego, CA; **Limbionics of Raleigh Inc** of Raleigh, NC; **Alliance Orthotics & Prosthetics, LLC** of Gainesville, TX; **Reliable Prosthetics & Orthotics** of New Bern, NC; **Youngstown Orthopaedic Associates** of Canfield, OH; **Capstone Orthopedic** of Castro Valley, CA; **Reseda Prosthetics, Inc** of Northridge, CA; **Ropp Orthopedic Clinic** of Commerce, MI; **Nevada Orthotics & Prosthetics** of North Las Vegas, NV; **Cotton Orthotic & Prosthetic Associates** of Overland Park, KS; **Inmotion Prosthetics & Orthotics, LLC** of San Antonio, TX; **Macy O&P, LLC** in East Lyme CT, **Foot Care Store** in Wellington, FL; **Maughan Prosthetic & Orthotic, Inc** of Silverdale, WA. The new International member this quarter was **Ergoresearch, LTD** of Laval, Quebec, Canada.

2017 Operating Performance and Compensation Survey Reports Released

Eighty-eight patient care facilities representing 350 full-time facilities and 77 part-time facilities, participated in AOPA's 2017 Operating Performance Survey. Members are encouraged to participate in these benchmarking surveys (FREE) to assist in developing specific strategies to gauge and improve the financial health of their O&P business. The survey also helps AOPA develop a more accurate picture of the financial trends in the O&P industry.

Published copies of the final 2017 report are now available at <https://www.aopanetonline.org/store>.

2017 Operating Performance Report: Member: Electronic Version \$185, Nonmember: \$325.

2017 Compensation & Benefits Report: Member: \$185, Nonmember \$325.

Mark your calendars for May 2018: When you participate in the Operating Performance survey, you receive the final published report (and a customized report for your facility) for FREE. Watch for announcements in the AOPA's online bi-weekly newsletter *SmartBrief*.

Who's Who Directory

To celebrate our association's centennial AOPA published the *100th Anniversary Commemorative Who's Who Membership Directory*, featuring our leaders, milestones, accomplishments, and a membership listing. Each member facility received a copy of the directory in June. Also this quarter, the Directory was shared with case managers in the Case Manager Certification (CCMC) newsletter. The CCMC has 40,000+ members who could view a description and link to AOPA's downloadable directory in their bi-weekly online newsletters for 7 weeks. Additional copies may be purchased online in AOPA's bookstore.

AOPA Polo Shirts – Now for Sale

Celebrate AOPA's Centennial with us by ordering AOPA polo shirts for your office! The shirts are black with a white AOPA logo. Moisture wick, 100% polyester. Rib knit collar, hemmed sleeves and side vents. The polos are unisex but the sizes are men's M-2XXL. \$25 plus shipping. Order in the bookstore at www.aopanetonline.org/store.

AOPA's New Apparel Program

AOPA is partnering with Encompass Group, a leading provider of health care apparel to offer members special prices on customized polos, scrub tops and lab coats. Customized embroidery is available. For more information on products and available colors, go to www.iconscrubs.com. Enter access code: ICON-AOPA. Then enter your AOPA member id, and create your user profile.

And Finally...It's Membership Renewal Season for 2018

It's membership renewal season for 2018. AOPA's Board members, volunteer leaders and staff are committed to helping you solve today's challenges and safeguarding your future through research and advocacy. We hope you will remember that we are stronger together when facing the challenges ahead of us in the coming year. Your membership renewal will ensure that our important work continues on your behalf.

Sincerely,



Thomas F. Fise, JD
Executive Director

2017-2018 Calendar of Events Learn more at AOPAnet.org

Date	Event	Location
November 5-11, 2017	Healthcare Compliance & Ethics Week	Webinars, Resources, and more
November 6-7, 2017	Mastering Medicare: Essential Coding & Billing Techniques	Phoenix, AZ
November 8, 2017	Gift Giving: Show Your Thanks & Remain Compliant	AOPA Webinar
November 9, 2017	"Three Amigos" of a Compliance Program— Compliance Officer, Legal, and Human Resources— Can Work Together to Support and Advance an Effective Compliance Program	AOPA Webinar (FREE)
November 10, 2017	Teaching Professionalism and Ethics during Residency	AOPA Webinar (FREE)
December 13, 2017	New Codes & Other Updates for 2018	AOPA Webinar
January 5-7, 2018	AOPA Leadership Conference	Palm Beach, FL
September 26-29, 2018	AOPA National Assembly	Vancouver, BC, Canada