



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

February 24, 2015

AOPA Headlines:

[Prosthetics 2020: An Invitation to AOPA Members](#)

[AOPA Announces 2015 RFP's](#)

[Take the Lead: Policy Forum 2015](#)

[AOPA Helps You Save](#)

[Sign up for the Next Webinar](#)

[Save the Date for AOPA's National Assembly](#)

[Get the Latest O&P Education in Seattle!](#)

[Call for Papers: Become a Presenter at the 2015 AOPA National Assembly](#)

[Exhibit at the 2015 AOPA National Assembly in San Antonio, TX](#)

[Upcoming Events](#)

Prosthetics 2020: An Invitation to AOPA Members

Our profession has endured a veritable sea change in the past five years, impacting what prostheses and orthoses are available to our patients, as well as how and at what rate our services are paid for by payers. What do the next five years hold in store—what will prosthetics be like five years from now, and what can be done to permit us to help participate and shape that future?

It is clear that evidence, outcomes, and research are keystones. All three were front and center in last month's AOPA Futures Leadership Conference. A new program, initiated under the title, "Prosthetics 2020", is a collaborative effort to operate as an adjunct to AOPA's ongoing 'Survival Imperatives.' Prosthetics 2020 is a partnership open to interested companies who want to take a strong, proactive role in shaping the drivers of prosthetic patient care five years down the road. If you share a commitment to protect, fortify, and enhance the recognized, scientifically-substantiated value of prosthetic care in the minds of payers, patients and the general public, you will want to consider making an investment to be part of Prosthetics 2020.

AOPA will be managing this effort with the assistance of a small expert Steering Committee to be appointed by AOPA's President. We are inviting interested AOPA member companies to join in the effort. The program will include establishing an AOPA Medical Advisory Board to help us in identifying the essential endpoints of measuring value in prosthetic care, and in conveying our scientific messages to payers, both in government and in the private commercial insurance

community. We envision that new prospective clinical research studies will need to be developed and funded, to be conducted by the best and the brightest in the prosthetic research world. New rock solid science may well portend new payment models and better reimbursement.

Companies considering participation need to recognize that the mission of Prosthetics 2020 goes well beyond AOPA's annual dues. Each participating company will be required to commit to an initial financial commitment of \$35,000, and it would be anticipated that participating companies would need to provide in the range of \$35,000 per annum for the next three years largely to sustain the Medical Advisory Board. In the event that the project results in also funding one or more new prospective research studies in prosthetics, clearly additional financial outlays would be needed to fund any such research. Any AOPA member company, and especially those companies with strong engagement in prosthetics, can join in Prosthetics 2020 provided they are willing to contribute their fair share of the costs. This will entitle them to receive regular detailed reports as well as being invited to provide advisory input on the progress of the effort. While it is likely that representatives from a few of the participating companies may be among the members of the Steering Committee that AOPA's President appoints to guide the project, that group needs to be comprised as a small, flexible, hard-working group. A small steering committee will be formed and will include a physician, researcher, representatives from one or two of the participating companies, and an AOPA leadership representative. All supporting companies will have input in an advisory role. The Steering Committee will meet, advance research proposals, coordinate with the Medical Advisory Board and make other recommendations/decisions, subject to the overall AOPA governance framework via the AOPA Board of Directors. General reports on the group's progress will be shared in the form of updates to all AOPA members. The new framework is being undertaken first in the prosthetics profession, and based on its success; AOPA will consider the prospects for a subsequent parallel effort in the orthotics profession.

Making Prosthetics 2020 successful will depend on gathering a cohesive working group and substantial resources on a relatively long-term basis with the doors open to large and small, patient care and manufacturers, alike on a fair, consistent basis. In principle, key premises will be: (1) maintaining equal contributions from each participant, (2) recognizing that accomplishing the purpose of the Prosthetics 2020 initiative will require substantial financial support; and (3) there will need to be a participation agreement to address the long-term nature of the endeavor, termination, etc. For example, funding the Medical Advisory Board (MAB) alone will likely require over \$100,000 per year. The likelihood is that there will be one or more prospective research studies evolve with costs likely to run into the mid six figures for each study.

While we need to balance all these factors, we also need to retain flexibility. One way we can do that is to suggest that as to patient care facilities and companies that are not engaged at all in the manufacture or prosthetic knees or feet (***all manufacturer participants who have any products in either or both of these product lines need to have the same financial stake***) we would be open to 'pooled' participation—for example, up to three companies may want to join together over multiple years to meet the annual participation fee.

Interested in helping to shape the future of the prosthetics profession? Feel free to contact AOPA President, Charles Dankmeyer, or AOPA Executive Director Tom Fise by end of business March 16.

AOPA Announces 2015 RFP's

AOPA has prepared RFPs inviting research proposals in multiple areas. Grants range in size from up to \$15,000 to up to \$60,000 and possibly higher amounts. Subject areas will include:

Comparative Effectiveness Studies. (Jointly Funded - \$ Open)

- Prosthetic Feet, emphasis on lower function
- Cranial Remolding
- OTS vs Custom Fit and Custom Made AFO's

Systematic Reviews (up to \$60k each)

- Cost Efficacy for TT Interventions
- Adolescent Idiopathic Scoliosis.
- Alternate assessment tools or category systems - candidacy for prosthetic technology.
- Partial Foot in the Diabetic Population, is TTA a better and more viable option?

Small Pilot Grant Topics (a maximum of four can be funded up to \$15k each)

- Microprocessor Knee – Stumble Recovery Benefit for Non-Variable Cadence Ambulators, and Does Restricted Access for K-1 and K-2 to Hydraulic Controls Adversely Impact Patient Safety?
- TLSO/LSO: Utilization and comparative effectiveness of TLSO/LSO. Pre and post operative use.
Efficacy of custom vs OTS relating to clinical outcome, analyses of providers credential.
- Socket Interface: Methods for Measuring Proper Socket Fit and Alignment.
- Vacuum-Assisted Socket Suspension Systems
- AFO/KAFO: Utilization and comparative effectiveness of custom vs OTS AFOs and KAFOs. Investigation and analyses of patients who receive custom orthosis subsequent to OTS AFO fitting.
- L0631 bracing—Performance and Outcomes Data That Differentiate Patient Results from What Could be Achieved with an OTS Orthosis that is Provided without any Fitting, Trimming or Clinical Care?
- Quality of Life, Wellness, Patient Satisfaction and/or Outcomes Studies of Patients Who Have Received O&P Care vs. Those Who Have Not.
- Outcomes Measures, Evaluation and Quality of Life Metrics Related to Orthotic Management (Note: Submissions Should be Pathology and/or Condition Related, e.g. Stroke, Cerebral Palsy, Multiple Sclerosis, Polio, OA)
- Open Topics – Beyond the Above Priorities, Top Quality Clinical O&P Research Topics Considered.

For details and complete RFP's go to <http://www.aopanet.org/resources/research/>

Submission deadlines range from April 1, 2015 (larger grants) to April 30, 2015 (small pilot grants)

Take the Lead: Policy Forum 2015

The 2015 O&P Policy Forum will be held March 23-24, 2015 with post-conference educational events being held March 24-25 at the Renaissance Hotel, 999 Ninth Street, NW, Washington, DC.

The Policy Forum is your best opportunity to learn the latest legislative and regulatory details and how they will affect you, your business and your patients. Once you are armed with the facts, we as a profession will educate our Members of Congress to offer common sense solutions and share how the O&P profession restores lives and puts people back to work. Your Congressional appointments will be organized by AOPA staff and lobbyists. You will be well prepared to meet with your member of Congress after day 1. On day 2 each state delegation will go on appointments together as time allows.

Why should you attend? Educate your lawmakers on the issues that are important to YOU:

1. Recognition of the Orthotist/Prosthetist's notes as part of the medical record
2. RAC /Medicare Contractor audit practices that harm honest providers and don't prevent fraud
3. Preventing the Expansion of the Off-the-Shelf Orthoses Category and Competitive Bidding
4. Equitable reimbursement for medically necessary services
5. The value of O&P professionals as allied health providers, and enforcing rules limiting Medicare reimbursement to licensed and/or accredited facilities-certified professionals
6. How O&P care can save Medicare money
7. Distinguish O&P from DME – endorse legislation that recognizes that you are more than a supplier

Speaker Highlights



Welcome and Insight into Health Care in the New Congress –
Representative Brett Guthrie (R-KY)



2015 and Beyond—The Good and the Bad—
Senator Charles Grassley (R-IA)



Congressional Perspective—What Is the Future of Health Going to Look Like, 2014-2016—
Representative Mark Meadows (R-NC)

Maximize your time away from the office by taking advantage of the post-forum modules. Customize your schedule and register for the additional modules you are most interested in.

AOPA Extended Educational Sessions: Module I, Tuesday, March 24, 2015

Tuesday, March 24, 2015, 5:00 to 8:00 pm -- A. Special Business and Clinical Educational Program Begins, A Closer Look at How Washington WILL Impact Your Business -- Separate Subscription Required & Buffet Dinner Served

1. Competitive Bidding—Winners, Losers and Determining If You Want to Play

Joseph McTernan, Director of Coding & Reimbursement Services, Education and Programming

2. A Surgeon's Perspective on O&P --

To be announced

3. With Wal-Mart as a Health Insurer, and Amazon Delivering Orthotic Braces within Four Hours: Who are Your Friends and Who Are Your Enemies—A Fresh Look at O&P Partners and Competitors

Thomas F. Fise, JD, Executive Director, AOPA

AOPA Extended Educational Sessions: Module II, Wednesday, March 25, 2015

Wednesday, March 25, 8:30 am to 1:00 pm, B. Special Business and Clinical Educational Program Begins: Coding, RAC, OTS Coding, Appealing to the ALJ & FDA Educational Program Segments -- Separate Subscription Required

Breakfast

1. Coding and Reimbursement Segment – *Joseph McTernan, Director of Coding & Reimbursement Services, Education and Programming, AOPA*

- a. Primer: Steps You Can Take to Avoid RAC/Pre-Payment Audits and Succeed If You Get Them
- b. Current Impact of OTS orthotic Codes on Your Business: A Review of Recent Audit Results
- c. Turning Challenges into Opportunities: Strategies to Increase Revenue without Breaking the Rules

2. FDA and Your O&P Business: *Speaker to be announced*

3. Prosthetics & Orthotics, Five Year Fast Forward: Getting the Answers Needed to Preserve and Grow vs. De-Valuing the Core of O&P

Thomas F. Fise, JD, Executive Director, AOPA

More Information: <http://www.aopanet.org/2015/01/save-the-date-for-the-2015-policy-forum/>

Registration: <https://aopa.wufoo.com/forms/2015-policy-forum-registration/>

Hotel Reservation: <https://aws.passkey.com/g/45902216>

AOPA Helps You Save

As an AOPA member, you are eligible to save up to 30% off UPS Next Day Air®, 2nd Day Air®, and UPS 3 Day Select®?

Take advantage of special savings on UPS shipping offered to you as an AOPA member. Through our extensive network, UPS offers you access to solutions that help you meet your special shipping and handling needs.

AOPA members can save:

- Up to 30% off UPS Next Day Air® and Next Day Air Saver®
- Up to 23% off UPS 2nd Day Air® and 2nd Day Air A.M.®
- Up to 18% of UPS 3 Day Select®
- Up to 19% on UPS Worldwide Express®/Saver®/Expedited® Import and 3.5% on UPS Standard® Export Import to and from Canada.

Your actual discount is calculated on a sliding scale, determined by your total weekly shipping charges.

Sign up at www.savewithUPS.com/aopa and start saving on select UPS shipping options. Sign up for a new UPS account or use your existing account.

Who doesn't want to save money?

Sign Up for the Next Webinar

Monthly Webinar Series

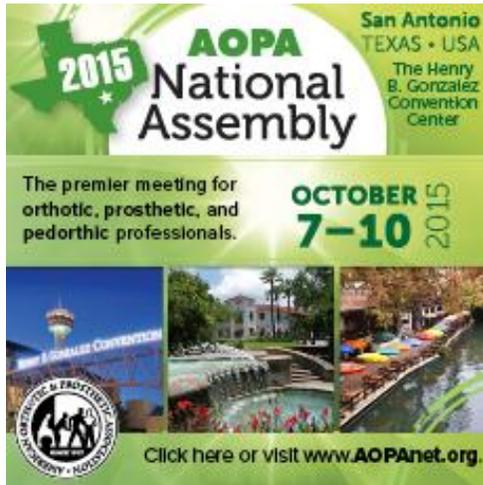
What is it? This is Regulatory and Business education that you can count on. No one in the O&P profession knows the ins and outs of Medicare, coding, billing or VA contracting like AOPA.

[Sign up](#) for all 2015 Webinars for only \$990 for members... that's 2 free webinars! If you missed one, we will send you the recording. The monthly Webinars are a great way to bring your staff together for lunchtime learning by AOPA experts.

January 14	Fill In the Blanks: VA Contracting and the New Template
February 11	Tips, Strategies and Understanding the Appeals Process
March 11	Who Gets the Bill: A Look at Medicare Inpatient Billing
April 8	Lower Limb Prostheses Policy: Learn the Policy Inside and Out
May 13	The New Player in Town: Understand the RAC Contract
June 10	Building a Medicare Approved Compliance Plan
July 8	Who's on First? Medicare as a Secondary Payer
August 12	OTS vs. Custom Fit: The True Story
September 9	Prior Authorization, How Does it Work
October 14	Understanding the LSO/TLSO Policy
November 11	Make a Good Impression: Marketing Yourself to Referrals
December 9	Bringing in the New Year: New Codes and Changes for 2016

Save the Date for AOPA's National Assembly

Make plans now to attend the 2015 National Assembly, Oct. 7-10, 2015 in San Antonio.



The 2015 Assembly will be held at the Henry B. Gonzalez Convention Center, located on San Antonio's famous riverwalk.

San Antonio's River Walk is one of the most visited sites in Texas, providing scenic pathways and waterways for the city's cultural and historic sites, as well as a picturesque link between restaurants, hotels and shops. The [San Antonio River Walk](#) is a verdant oasis of cypress-lined paved paths, arched stone bridges and lush landscapes. It gently winds through the city center, providing millions of visitors each year with easy access to the city's cultural hot spots, historic sites and other attractions.

Plan ahead and take these four easy steps to get the most of your trip to San Antonio. ,

1. Go to Visit San Antonio.com <http://visitsanantonio.com/> to sign up for San Antonio's official newsletter and learn more about what interests you most. Whether it is the Arts, Music, Festivals, Family, Local Attractions or Shopping you will find a calendar of events and local information at VisitSanAntonio.com
2. Request a Free Visitors Guide – Learn about local attractions and things to do. *Request your guide* here <http://visitsanantonio.com/english/Leisure-Guide-Request-Form>
3. Download SAVE coupons from the San Antonio Vacation Experience. Get exclusive deals and discounts. <http://visitsanantonio.com/VisitSanAntonio/media/vsa-media/SAVE%20Coupons/2014-SAVE-WebCoupons.pdf>
4. Download a copy of the riverwalk map to see all the great places you will want to visit within walking distance to the convention center. http://visitsanantonio.com/VisitSanAntonio/media/vsa-media/maps/SAT09_SA_River_Walk.pdf



See you in San Antonio!

Get The Latest O&P Education in Seattle!

AOPAversity

The AOPA Coding Experts are Coming to Seattle April 13-14!



The world of coding and billing has changed dramatically in the last few years. The AOPA experts are here for you! The Coding & Billing Seminar will teach you the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

The seminar includes hands-on breakout sessions, where you will practice coding complex devices, including repairs and adjustments. Breakouts are tailored specifically for practitioners and billing staff. Start the year off right for your business, staff, and patients!

Join your Colleagues April 13 & 14 in Seattle, WA!

Today's Top 10 Reasons to Attend

1. **Get Your Claims PAID**
2. **Increase Your Company's Bottom Line**
3. **Stay Up-To-Date On Billing Medicare**
4. **Code Complex Devices**
5. **Earn 14 CE Credits**
6. **Learn About Audit Updates**
7. **Overtake Denials**
8. **Submit YOUR Specific Questions Ahead of Time**
9. **Advance Your Career**
10. **AOPA Coding & Billing Experts with over 70 Years of Combined Experience**

**PAID
IN FULL**

Don't miss the opportunity to experience two jam-packed days of valuable O&P coding and billing information. [Learn more and see the rest of the year's schedule here.](#)

REGISTER NOW!

Call for Papers: Become a Presenter at the 2015 AOPA National Assembly



The AOPA National Assembly Planning Committee has issued a call for papers for the 98th Annual AOPA National Assembly to be held October 7-10, 2015 in San Antonio, Texas. The submission deadline is March 10, 2015.

Share your expertise and advance your career by being part of the country's oldest and largest meeting for the orthotic, prosthetic and pedorthic profession.

- Papers are being accepted for podium, poster and/or symposium sessions for each of the five concurrent education tracks (orthotic, prosthetic, pedorthic, technician, and business). For more information or to submit a paper [click here](#).
- All submission must be submitted electronically.
- Before submitting a paper, please review the model for the abstract format which also provides additional information about the submission process. The model abstract is [available here](#).

For general information about the Assembly

Visit: <http://www.aopanet.org/education/2015-assembly/>

Email: Assembly@AOPAnet.org

Contact: Tina Moran at (571) 431-0808

Don't miss this unique, fun learning experience.



Upcoming AOPA Events

- March 10, 2015 *Deadline for National Assembly Call for Papers*
[Learn more and apply online here](#)
- March 11, 2015 *Who Gets the Bill: A Complete Look at Medicare Inpatient Billing*
Webinar Conference
[Learn more or register online here](#)
- March 23-25 *AOPA Policy Forum*
Washington, DC
[Learn more or register online here](#)
- April 8, 2015 *Lower-Limb Protheses Policy: Learn the Policy Inside and Out*
Webinar Conference
[Learn more or register online here](#)
- April 13-14 *Essential Coding & Billing Techniques Seminar*
Seattle, WA
[Learn more or register online here](#)