



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

October 9th, 2014

AOPA Headlines:

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[The Orthotics & Prosthetics Outcomes Research Award And Funding Is Offered For the First Time In Fiscal Year 2014](#)

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Get Involved With the Major O&P Public Relations Campaign of the Year!

AOPA is continuously looking for content for inclusion in our O&P library of materials, which is made available to all AOPA Members via Mobility Saves. We are working to create and promote the cost-effectiveness study funded by AOPA and commissioned by The Amputee Coalition -- **The study proves that orthotics and prosthetics saves lives and money!**



If you have a video clip that you would like us to consider using as part of the campaign, please send the video or video link to Tina Moran at tmoran@aopanet.org. While we can't assure that everything, and particularly content that is promotional to a specific product, is going to appear on the site, we strongly request that if members have a compelling patient centered story, and/or compelling video highlighting O&P care and its impact on restoring function and independence, please share it with us!

SUBMIT VIDEO



AOPA Can Now Provide Disability, Life, Dental, Vision, Critical Illness, & Accident Insurance

Partnering with Cailor-Fleming and Keystone Insurers Group

Through an agreement with Cailor-Fleming and Keystone Insurers Group, AOPA is excited to offer a new member benefits package that will provide AOPA member offices and facilities with access to Disability, Life, Dental and Vision insurance benefits at competitive rates. Worksite marketing products such as Accident, and Critical Illness policies will also be offered. Owners and their employees can immediately take advantage of competitive group dental and vision rates through convenient payroll deduction.



Offering protection to employees from disability is something that more and more companies are looking to provide. Disabilities happen. In fact, the likelihood that a 40 year old will be disabled for more than 90 days before age 65 is 45%. Fortunately, there is a way to help protect against the potentially devastating loss of livelihood resulting from disabling sicknesses and injuries. We are proud to sponsor convenient, payroll deductible Short-Term Disability Income protection. Your employees can replace up to 60% of their salary if they are unable to work due to Total or Partial Disability caused by illness or an off-the-job injury.



Your AOPA membership will allow you to provide preferred underwriting on pre-existing conditions and partial disability benefits. Employees can choose from multiple options to decide what program is best to protect their income and their families.

Employees will also have access to multiple life insurance, vision, and dental options on a preferred underwriting basis. Dental participants can access any dentist in the country and take advantage of large group rating discounts.

“We are pleased that AOPA members will now be able to provide these valuable benefits to their employees,” said Jeff Michalenok of Cailor-Fleming Insurance. “In working with Keystone Insurers Group and VBA, we have been able to harness the power of large group benefits for each of AOPA’s members, regardless of their individual office size. In the vast majority of cases, the contracts and pricing is superior to what they can realize outside of AOPA.”

More information will be forthcoming for employee enrollment and education. Open enrollments will begin in November for a December 1 effective date. Employers and employees will have several options including print, telephonic, and web based enrollment systems.



Extraordinarily significant findings show Medicare data proves the value of an O&P intervention based on economic criteria.

Get Involved and Spread the Word About The Valuable Benefits of O&P Care.
How Do You Share The News? Click Here! MobilitySaves.org

The Orthotics & Prosthetics Outcomes Research Award And Funding Is Offered For the First Time In Fiscal Year 2014

The Orthotics & Prosthetics Outcomes Research Award (OPORA) is being offered for the first time in FY14! It is intended to support research that evaluates the comparative effectiveness of and functional outcomes associated with prosthetic & orthotic clinical interventions and/or other rehabilitation interventions for Service Members & Veterans who've undergone limb salvage or amputation.

*Estimated total program funding is currently at **\$8,900,000***

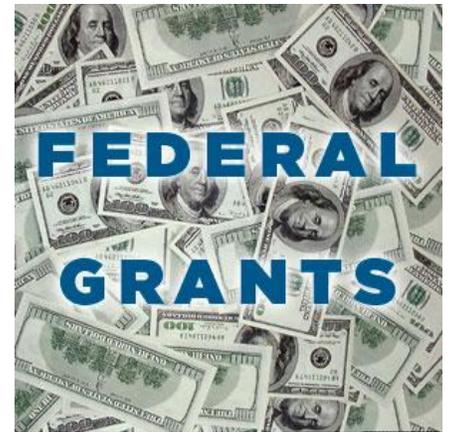
[To view the grant opportunity for the Department of Defense Orthotics & Prosthetics Outcomes Research Award, please click here.](#)



*The opportunity was posted yesterday and has a closing date of **January 20th, 2015***

The goal is to improve our understanding of and ultimately advance the implementation of the most effective prescriptions for prosthetic and orthotic devices, treatment, rehabilitation, and secondary health effect prevention options for patients, clinicians, other caregivers, and policymakers.

Proposed projects should be designed to provide outcomes data regarding orthotic and prosthetic devices, and/or related clinical interventions and must include the anticipated effect on patient care metrics. Collaboration with military researchers and clinicians is encouraged, as are joint Department of Defense (DoD)-VA studies, including longitudinal outcome studies.



Studies may also be proposed that consider outcome factors related to health care delivery and clinical decision-making such as cost, accessibility, adoption of medical policy, and patient preferences. Studies should have a clinical focus and may include methodologies and designs such as surveys, retrospective data analyses, simulation modeling, longitudinal observation, cross sectional observation, case control, or qualitative research study designs. Animal studies are not allowed under this award mechanism.

Research Scope: Research proposed under the FY14 OPORA may include small- to large-scale projects and be at different stages of idea and research development including efficacy studies, effective comparison studies, human use, observational studies, and clinical trials.

Two different funding levels, based on the scope of the research, are available under this Program Announcement/Funding Opportunity. Clinical research and clinical trials will be considered for both funding levels. It is the responsibility of the Principal Investigator (PI) to select the funding level that is most appropriate for the proposed research project. The following are general descriptions of the scope of research projects that would be appropriate to propose under each funding level:

Funding Level 1: Research that is already supported by preliminary data and has the potential to make significant advancements toward clinical translation.

Funding Level 2: Advanced translational studies that have the potential for near-term clinical investigation.

First Swing Learn to Golf Clinic in Milwaukee

A First Swing Learn to Golf event was recently held at Morningstar Golf Club in Waukesha, Wisconsin. This was a full day event of teaching and hands-on instruction was offered through the National Amputee Golf Association.

The morning session, attended by area therapists, golf teaching pros and O &P professionals was classroom instruction in methodology, terminology, adaptive devices and ADA (Americans with Disabilities Act) compliance for those with physical challenges. The morning session students were then taken to the driving range and challenged to hit a golf ball with one arm, standing on one leg, from a seated position in a wheelchair, with their eyes closed, so that they would understand their students' challenges more. The afternoon session invited local participants who may be amputees, spinal cord injury, stroke or brain injury survivors and more to learn or re-learn the game of golf. Participants had one on one time with the therapists to work on both driving the ball as well as their short game of chipping and putting.



"I want to sincerely thank you for giving me the opportunity to be a part of First Swing. It was by far the most enjoyable class I have taken" RoseAna Nunez, a therapist in the local Milwaukee school district. "I can't thank you enough for a wonderful, wonderful experience" said Jim Jacobi, one of our afternoon participants.

This First Swing Learn to Golf event was made possible through the financial underwriting of the Ed Halperin Memorial Golf Outing held each year. Ed, a bilateral below knee amputee and avid golfer, was a patient of Kempfer Prosthetics Orthotics in Greenfield, Wisconsin. The family and friends have continued to remember Ed with financial contributions to OPAF & The First Clinics. The Halperin family were in attendance for both the morning and afternoon sessions of the day and actively participated throughout the day. "First Swing Learn to Golf was really inspiring to everyone that attended. And rarely can you donate to a charity and see firsthand how the money is spent. It was very heartwarming to see Ed's passion help others" offered Louise Halperin.

Businesses in the News: Ottobock to Collaborate with Cuban Orthopedic Hospital

According to several Cuban news sources, Ottobock, Duderstadt, Germany, will spend about € 3.5 million (about US \$4.41 million on October 1) in the Ortop factory complex at Frank País International Orthopedic Science (Frank País), Havana, Cuba, in order to foster O&P development both on the island and in Latin America.

ottobock.

The formalization of the alliance was announced at the 25th International Congress of Orthopedics and Traumatology, held in Trinidad, Cuba, September 22–27, which Ottobock attended. The two organizations have an established relationship. This new alliance, however, will benefit Frank País with regard to machinery, technical equipment, and materials related to advancing O&P in Cuba.

The Magazine for the
O&P ALMANAC
Orthotics & Prosthetics Profession

YOUR CONNECTION TO
EVERYTHING O&P

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To subscribe, visit www.AOPanet.org.

AOPA Collaborates with ORTO Medical Care's 2014 Meeting in Madrid

Great News!

The United States of America will be the **official guest country** of Orto Medical Care 2014, the top orthopedic trade show of South Europe. In Madrid (Spain), November 20th and 21st, you will have **the best stage for your products** and the perfect meeting point for building relationships.



In collaboration with the **American Orthotic & Prosthetic Association** (AOPA), we are preparing an agenda (scientific and touristic) specially for American professionals. Please ask us if you are interested.

You can find the **list of exhibitors** here: http://www.ortomedicalcare.com/expositores_en.htm

Questions? Contact Cristina Mora at ortho2014@fedop.org or visit www.ortomedicalcare.com for more information.

orto Medical Care 2014

FERIA DE LA ORTOPROTÉSICA, PRODUCTOS DE APOYO A LA DISCAPACIDAD
Y SERVICIOS PROFESIONALES A LA TERCERA EDAD

TRADE FAIR FOR ORTHOPAEDICS, TECHNICAL AIDS AND PROFESSIONAL SERVICES FOR THE ELDERLY

CMS Releases Fiscal Year 2013 Report to Congress on RAC Audits



The Center for Medicare & Medicaid Services (CMS) released its Medicare [fee-for-service Recovery Audit Program's report](#) to Congress for fiscal year 2013. The report found that Recovery Audit Contractors (RACs) identified and corrected \$3.75 billion in improper payments. Moreover, there were \$3.65 billion collected in overpayments and \$102.4 million in identified underpayments paid back to providers.

CMS also found that in FY 2013, providers initially appealed 500,629 claims, which constituted 30.7 percent of all claims with overpayment determinations. Providers appealed 836,849 claims throughout all levels of appeal, but of the total claims appealed, 18.1 percent of claims were overturned with decisions in the provider's favor. Just 9.3 percent of all RAC determinations were challenged and later overturned on appeal in FY 2013, according to CMS.

"The mission of the Recovery Audit Program is to identify and correct Medicare and Medicaid improper payments through the efficient detection and collection of overpayments made on claims for health care services provided to Medicare and Medicaid beneficiaries, and the identification of underpayments to providers so that the Centers for Medicare & Medicaid Services (CMS) and States can implement actions that will prevent future improper payments," CMS explained in its report.

An independent validation contractor found that RACs had an average accuracy rate of 96.4 percent.

"Compared to overall FFS expenditures, the amount collected by Recovery Auditors is relatively small," CMS stated. "Recovery Auditors collected less than 1 percent of the over \$481 billion that Medicare pays in Part A and B benefits in FY 2013."

AOPA ESSENTIAL CODING & BILLING SEMINAR – ST. LOUIS

Compliance, Coding, Billing, Audits, Documentation -- We've got you covered!

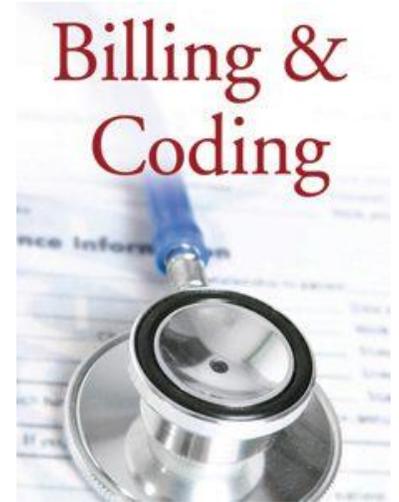
What better place than the "Show Me" state to host the final Coding & Billing Seminar of 2014?

This interactive seminar is meant for both practitioners and office staff. The advanced two-day seminar features specialized break-out sessions for each group to ensure review of concentration specific materials.

You'll leave with:

- 14 Continuing Education Credits from ABC or BOC
- Course credit for the Business Certificate Program
- Peace of mind knowing that you are billing Medicare correctly
- Priceless education

Come see why participants leave saying *"Thank you!! I had a great time and learned so much. I look forward to next year!!!"*



Renaissance St. Louis Grand Hotel

October 20-21, 2014

AOPA experts, with over 70 years of combined experience, provide you the most up-to-date guidance to help O&P Practitioners & office billing staff learn how to code complex devices, including repairs.

REGISTER NOW



Are you ready to stump them with your hard-hitting questions?

[Make your hotel reservations online](#) or via phone at 800-468-3581 or 314-621-9600 and mention the AOPA Coding & Billing Seminar for an approximate rate of \$129/night. Make your hotel registrations before the September 29th cut-off date!



The October 2014 O&P Almanac Is Here!

Open it today and get your hands on the latest news
and **hot features** including:

24 | **To Be First**

Elizabeth Bailey-Smith, 65, is the first patient to undergo osseointegration surgery in the United States. Meet the team of practitioners who made it possible as they discuss the procedure, recovery, and the future for osseointegration in O&P.

22 | **This Just In - Tackling the Future**

O&P executives are invited to convene at an upcoming leadership conference and share ideas about the future in the Orthotics & Prosthetics profession.

30 | **Action & Evolution**

More than 2,200 O&P professionals & 160 exhibitors gathered at the Mandalay Bay Hotel & Casino in September to "Experience the ENERGY" of AOPA's 2014 National Assembly. Read the highlights from the educational sessions and thriving exhibit hall that made this year's event the premier show for O&P



FIND OUT WHAT'S INSIDE

Get Your Continuing Education Credits:

VA Changes – The Aftermath of Scandal

Page 18 – Reimbursement Page – Earn 2 CE's

Can the FDA 'Shut Down' My Business?

Page 40 – Compliance Corner – Earn 2 CE's

Read the Columns and [Take Your Quizzes Here](http://bit.ly/OPalmanacQuiz): <http://bit.ly/OPalmanacQuiz>



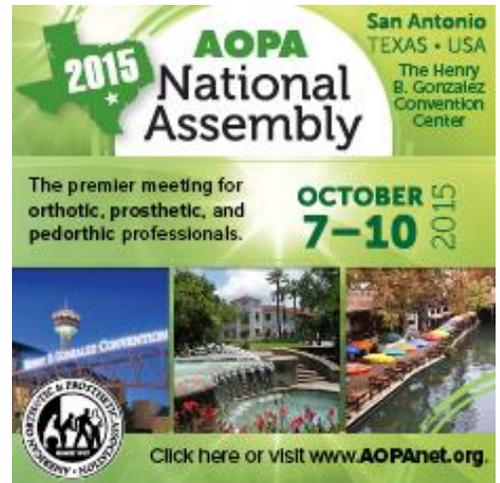
Save the Date for the 2015 AOPA National Assembly!

Save The Date—October 7-10, 2015 AOPA's 98th National Assembly San Antonio Riverwalk

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

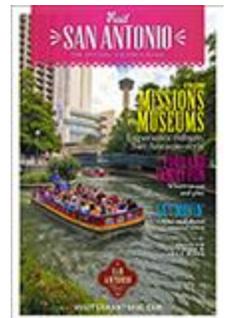
The 2015 Assembly will be held at the Henry B. Gonzalez Convention Center, located on San Antonio's famous riverwalk.

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! Remember #AOPA15



**Gifts: Showing Appreciation without Violating the Law
November Webinar**



Medicare has very specific rules about what you can and cannot do. What is and is not considered a kickback and how to acknowledge referral sources without getting into trouble. Also a general discussion of other types of activity that can be interpreted as a kickback.

- When gifts to referral sources are acceptable
- When gifts to patients are acceptable
- Federal Anti-Kickback regulation prohibitions
- Doing something nice vs. doing something illegal



The cost of participating is just \$99 for AOPA members (\$199 for nonmembers) and any number of employees may listen on a given line. Listeners can earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80%.

[Register online here!](#)

Contact Devon Bernard at dbernard@AOPAnet.org or 571/431-0854 with content questions.

Contact Betty Leppin at bleppin@AOPAnet.org or 571/431-0876 with registration questions.



[Click here to go to the top of the newsletter.](#)

Upcoming Events

- Oct 20-21 *Mastering Medicare: Coding & Billing Techniques Seminar*
St. Louis, MO
[Learn more or register online here](#)
- Nov 12 *Gifts: Showing Appreciation Without Violating the Law*
Webinar Conference
[Learn more or register online here](#)
- Dec 10 *New Codes and Changes for 2015*
Webinar Conference
[Learn more or register online here](#)

October 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

Get the AOPAversity Advantage!

AOPAversity



Distance Learning Opportunities Through AOPA

New!

O&P ALMANAC

EARN CREDITS
2.0 CE
PER MODULE

Because of the highly educational content of the O&P Almanac's Reimbursement Page and Compliance Corner, O&P Almanac readers can now earn two business continuing education (CE) credits each time they read these articles and pass the accompanying quiz.

IT'S EASY AND IT'S FREE!



Read and learn from O&P Almanac's monthly reimbursement column and quarterly compliance corner—you will now not only gain knowledge, but also can earn CE credits by taking a short quiz and receiving a passing grade of 80 percent or higher. AOPA will automatically transmit the information to the certifying boards on a quarterly basis.

The print version of the O&P Almanac is delivered to all AOPA members, ABC certified practitioners, BOC certified practitioners as well as subscribers. Additionally the electronic version of O&P Almanac is available online at www.aopanet.org/publications/digital-edition/.

Learn more at:
www.aopanet.org/publications/op-almanac-magazine/

AOPAVERSITY WEBCASTS

EARN CREDITS
1.5 CE
PER MODULE

AOPA offers two webcast series:

Series 1 > Mastering Medicare: Coding & Billing Basics and Principles contains nine modules is a recommended prerequisite to the Advanced Coding and Billing Techniques Seminar.

Series 2 > Practice Management: O&P Administration Services contains five modules, including topics such as Establishing an O&P Practice, Acquiring an existing O&P Practice, and Enrolling in Medicare and Medicaid.

Learn more at:
www.aopanet.org/education/webcasts/

AUDIO CONFERENCES

EARN CREDITS
1.5 CE
PER CONFERENCE

During these one-hour sessions, AOPA

experts provide the most up-to-date information on a specific topic. Perfect for the entire staff—one fee per conference, for all staff at your company location (\$99 Member/\$199 Non-Member). A great team-building, money-saving, educational experience! Sign up for the entire series and get two conferences FREE. Entire Series (\$990 Members/\$1,990 Non-Members). The fee is per location and there is no limit on the number of staff you can assemble in one location.

Learn more at:
www.aopanet.org/education/audio-conferences/

VIDEO LEARNING LIBRARY

EARN CREDITS
1.5 CE
PER VIDEO

AOPA's video learning library offers many dif-

ferent types of high-level education—clinical, business, motivational, and more. Many of the videos have been approved for CE credits. After viewing the educational video in its entirety, complete and submit the quiz continuing education (CE) credits. AOPA will automatically transmit the information to the certifying boards on a quarterly basis for those with passing grades of 80 percent or higher. Those not passing the quiz will be notified.

Peruse the complete library at:
www.aopanetonline.org/education



AOPAversity

AOPAversity is your one-stop resource for quality O&P education, developed explicitly for orthotic, prosthetic and pedorthic professionals. Most education has been approved for continuing education (CE) Credits. Learn on your terms with one of our opportunities listed above!

Earn CE credits accepted by certifying boards:



Visit www.AOPAnetonline.org/education today!