



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

May 14, 2015

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Orthologix Announces Patient Navigation Program: First of its Kind for Orthotic and Prosthetic Patients



Orthologix, LLC, a provider of orthotic and prosthetic care throughout Pennsylvania, New Jersey, and Delaware, is launching the first Patient Navigation program focused on orthotic and prosthetic patients.

The two-year pilot program will begin June 1, 2015, with phase one devoted to prosthetic patients, and particularly new amputees. While patient navigators are more closely aligned with cancer treatment, cardiology, and other life threatening issues, orthotic and prosthetic patients face many of the same kind of barriers. The program is founded on the principals of the Harold P. Freeman model, pioneered in 1990 for the purpose of eliminating barriers to timely cancer care. It remains the Gold Standard of patient navigation models.

Orthologix patient navigators are currently completing their training through the University of Colorado School of Public Health and will be working with five regional insurance carriers in the tri-state area as well as local health systems.

Eileen Levis, president of Orthologix, emphasized that Orthologix patient navigators are non-clinical navigators and they do not offer medical advice. "Their purpose is to help coordinate patient care, connect patients with resources, and help them reach optimum outcomes. Many insurers utilize online navigators through portals, which are sometimes difficult for patients to access or understand. Our navigators will assist with connecting patients to their insurers or health-care system navigators, case managers, nurses, and other rehabilitation team members.

"Since the Affordable Care Act, quality benchmarks are being mandated in all areas of health care," Levis said. "It is certainly a 'when' and not an 'if' for the orthotics and prosthetics field. Within O & P we have seen great outcomes. The Dobson DaVanzo study demonstrates that. We believe by helping to remove barriers, patients can do even better."

Orthotic Solutions Welcomes New Orthotist to the Team

Orthotic Solutions of Fairfax, VA welcomes the addition of Sarah Katchpole, CO to their team of orthotic practitioners. Sarah graduated from the University of Pittsburgh in 2013 with a Masters of Science in Prosthetics and Orthotics, and returned to the Washington, DC area to complete her orthotic residency at Orthotic Solutions. Upon successful completion of her residency and passage of her ABC orthotic board exams in April 2015, Sarah now works as a full-time orthotist at Orthotic Solutions.



Better Business Performance Starts Here!



Benchmark your company with other O&P businesses for FREE by participating in the **2015 Operating Performance Survey and the 2015 Compensation Survey**. It's easy and it's FREE!

What is it? Each year, AOPA offers members the opportunity to take part in an operating performance survey, so that members can compare the financial

well being of their business with similar O&P facilities. Every other year, this survey includes data on compensation and benefits.

Why invest the 60 minutes to complete the questionnaire? Measuring your financial performance and compensation benefits against other O&P businesses is the first step in making strategic decisions based on your company's strengths and weaknesses and clarifying new goals and strategies to strengthen your business. Without some baseline data, it is hard to know if the strategies you are implementing are effective, or how you compare to other O&P facilities of similar size, location and types of services offered.

How to participate:

Surveys are being sent to members by USPS and email starting May 1. Dedicate 60 minutes to complete the survey and submit the hard copy by fax; OR complete the survey securely online at www.AOPA-survey.com; OR mail your data to Industry Insights and they will enter it for you. Your data is confidential. The **deadline** for submission is **June 19, 2015**.

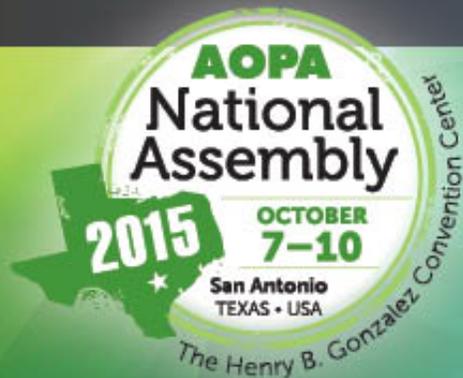
What do I get?

All participating AOPA member facilities receive an individual, confidential Company Performance Report FREE that compares your facility's operating performance against other O&P facilities of a similar size and location. This individual company report, assessing the financial health of your facility, would cost several hundred dollars if prepared by your own consultant. Participants also receive a FREE copy of the final published reports with aggregate data (\$185 if purchased). This year, as an added incentive, return the completed 2015 questionnaire and receive AOPA's Mastering Medicare Webcast series FREE – a \$693 value. You or your colleagues can earn 13.5 CE credits if you earn 80% or higher on the webcast quizzes.

Please contact us with any questions at (571) 431-0810, and we hope you will take advantage of this members-only opportunity.

It's hard to improve if you don't know where you're starting from.

AOPA Assembly Registration is Open!



AOPA Brings the Big Picture Together in San Antonio, Texas!

Practitioners, physicians, technicians, fitters, students, educational instructors, facility owners, marketing personnel, residents, office managers, billing specialists, researchers, manufacturers, distributors and suppliers of O&P products and services should come to San Antonio to stay on the edge of their profession and to mix and mingle with other top professionals from across the country and around the world. Up to 36 CE credits will be available at this fabulous AOPA National Assembly.



Registration is Open

for the 2015 AOPA National Assembly, Oct. 7-10, 2015, in San Antonio, Texas. Visit www.AOPAnet.org.

Plus, at the 2015 AOPA National Assembly,

- **CHOOSE FROM FIVE EDUCATION TRACKS** providing you with an expanded menu of relevant education for orthotists, prosthetists, pedorthists, technicians, and business managers.
- **ATTEND SCIENTIFIC PROGRAMS** focused on Gait, Neuro-Orthopaedics, Upper Limb O&P, Socket Fit, Treatment of Dyscascular Foot Disease and more that will further sharpen your clinical skill.
- **PARTICIPATE IN TOP-TECHNICAL EDUCATION**, including hands-on demonstrations of 3-D printing.
- Partake in an innovative **FOUR DAY PEDORTHIC EDUCATION** track focused on diabetic treatment, wound care and other pedorthic care from a faculty of physicians, wound care experts and diabetes educators that will put you far ahead of the game in your pedorthic patient care delivery.
- Participate in unprecedented **BUSINESS EDUCATION** featuring experts in O&P business management, documentation, coding and billing, healthcare reform and marketing.
- **LEARN THE STEPS YOU CAN TAKE TO AVOID RAC/ PRE-PAYMENT AUDITS** and succeed if you are audited. Hear the current impact of OTS Orthotic Codes on your business. Review recent audit results, and learn how to turn challenges into opportunities, and strategies into revenue without breaking the rules.



Make the Alumni Connection

When completing your Assembly registration, be sure to include your graduating school and year so you can be invited to connect with other alumni from your school. (Even if it is the school of hard knocks, connect with your classmates.)

- Connect with your classmates through Mobile App – your school will be set up as a networking group
- Proudly wear your school button which will be provided at registration
- Join your friends at the Welcome Reception where you will find a table and message board for your school
- Meet your friends at Informal social gatherings.

To register online, visit www.AOPAnet.org, and also find updates and additional information.

Register for the AOPAversity Webinar: Stay Out of Trouble: Building a Medicare Approved Compliance Plan on June 10, 2015, 1:00-2:00 PM EST

In today's environment of increased provider scrutiny, a well designed, effective compliance plan is a necessity. The ability to make sure your own billing practices are sound may prevent unnecessary audits down the road. Join AOPA for its June 10, 1:00 PM webinar, "Stay Out of Trouble: Building a Medicare Approved Compliance Plan"

Topics for discussion will include the following:

How to establish and manage an efficient Compliance Plan

- The need to have a dedicated company Compliance Officer
- OIG guidance on the 7 fundamental elements of an effective compliance plan
- Taking action when compliance deficiencies are discovered
- How and when to perform self-audits
- Providing appropriate compliance training to your staff



AOPA members pay \$99 (nonmembers pay \$199), and any number of employees may participate on a given line. Attendees earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80 percent. [Register online](#). 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.

Upcoming AOPA Events

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| June 10, 2015 | <i>Stay out of Trouble: Building a Medicare-Approved Compliance Plan</i>
Webinar Conference
Learn more or register online here |
| July 8, 2015 | <i>Who's on First? Medicare as a Secondary Payer</i>
Webinar Conference
Learn more or register online here |
| July 13-14, 2015 | Essential Coding & Billing Techniques Seminar
<i>Philadelphia, PA</i>
Learn more or register online here |