



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

October 15, 2015

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### **The VA Weighs In on LCD Lower Limb Draft Policy**

Among all the patients, O&P professionals, physicians, legislators, etc. who weighed in on the draft LCD lower limb policy, one of the most compelling entities to express concern with the policy was the Veterans Health Administration.

The VA provided comments that the policy would provide "substandard care" for Vets using Medicare, while Vets using the VA would still receive a "high standard of prosthetic care and access to technology".

AOPA has obtained a copy of the full letter from Joe Miller, National Director of O&P Services for the VA, to the medical directors. [Read the full comments now.](#)

## AOPA Debuts the New AOPAversity

Get Connected to the *New and Improved AOPAversity Online Learning Center*  
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## Download the AOPA 365 App

You have used the AOPA app during the Assembly, but now you can have an AOPA app on your phone all year long, with **AOPA 365!**

- Learn About AOPA
- Review the O&P Almanac
- See how membership with AOPA has its benefits
- Get current with Hot Issues
- See how Mobility Saves
- Visit the AOPA Bookstore
- Access the AOPA Membership Directory
- Connect with AOPA through social media



Download the app by either scanning the QR Code or by visiting [www.tripbuildermedia.com/apps/aopa365](http://www.tripbuildermedia.com/apps/aopa365)

## Cascade Announces Investment in OrtoPed

Cascade Orthopedic Supply, Chico, California, announced that on October 7 the company acquired 100 percent of the outstanding shares of OrtoPed, Montreal, Canada, from CETCO Capital, Montreal, and its sole shareholder, Jean-Pierre Gibeault. Jeff Collins, president and CFO of Cascade, will succeed Gibeault as the president of OrtoPed, and in-country management will continue under the leadership of Jean Desjardins, COO.

## Highlights from the 2015 AOPA Assembly



The 98<sup>th</sup> Annual AOPA National Assembly October 7-10 held in conjunction with the Texas Chapter of the American Academy of Orthotics and Prosthetics drew 2,200 O&P professionals to San Antonio, Texas.

Attendees were treated to a 100,000 square foot exhibit hall, jam-packed with the latest and greatest technology and services, plus fun events like Triton the Mechanical Bull, the tech fab contest to assemble an articulating AFO the fastest, photo ops like the Alamo and the AOPA HHS rally display, product previews, and more, all Texas-style! The Texas-style welcome reception on Wednesday and the Thursday exhibitor-sponsored happy hour kept the hall packed.

The clinical, business, and pedorthic education did not disappoint either -the sessions on 3-D Printing, updates from the DME MACs, Coding & Reimbursement by AOPA's Joe McTernan, and the Thranhardt & Hamontree Lectures all drew impressive crowds and accolades.

After stimulating days of education, participants were invited to attend the 8th Annual Wine Auction to benefit the O&P Pac, and the Topgolf event to benefit OPAF and the Capitol Connection.

The highlight for many was the emotional keynote from Ret. Lieutenant Colonel Donald A. Gajewski, MD, orthopedic surgeon and former director of the Center for the Intrepid who told the moving story of the Center's mission of restoring mobility and life quality to returning wounded soldiers. If you missed the opening session by Ret. Lt. Col. Donald Gajewski, don't worry because the [O&P Almanac covered the address and has provided highlights for you!](#)



[See more highlights from the show.](#)

We hope you will make plans to join us in 2016 at the 99th National Assembly in Boston.  
**Remember #AOPA2016!**

**Now Available: 2015 Operating Performance and 2015 Compensation Reports**

Are you curious about how your business performance compares to others? The **2015 Operating Performance Report** provides a comprehensive financial profile of the O&P industry including balance sheet, income statement and payer information organized by total revenue size, community size, and profitability. The data was submitted by more than 90 patient care companies representing 1,116 full time facilities and 71 part-time facilities. The report provides financial performance results as well as general industry statistics. Except where noted, all information pertains to fiscal year 2014 operations. This survey is repeated annually.

The **2015 AOPA Compensation & Benefits Report** is the most complete, accurate, and up-to-date compensation information for the O&P industry. Compare your compensation levels and benefits policies with similar facilities. The report is divided into two major sections: Average Salaries (including ranges of key employee positions) and Benefits (including holiday and vacation policies). AOPA's Compensation & Benefits Survey is conducted every other year.

Reports are available electronically or print.

2015 Compensation Report (Electronic) member/nonmember \$185/\$285

2015 Compensation Report (Print) member/nonmember \$325/\$425

2015 Operating Performance Survey (Electronic) member/nonmember \$185/\$325

2015 Operating Performance Survey (Print) member/nonmember \$285/\$425

To order your copy, visit <https://www.aopanetonline.org/store>.

**Register for the Last Coding & Billing Seminar of 2015 in Las Vegas!**

**Get the Latest on the LCD Lower Limb Proposal, Prior Authorization, ICD-10 Transition and More**

*Join AOPA at the Mastering Medicare: Essential Coding & Billing Techniques Seminar. The AOPA experts will keep you updated the policies that affect you, in addition to the coding and billing knowledge you have come to depend on.*



on

**Join your Colleagues November 9-10 in Las Vegas!**

**At this seminar you will:**

- **Get up-to-date information on Hot Topic issues in O&P**
- **Learn how to assess risk areas in your practice;**
- **Learn successful appeal strategies and hints to avoid claim denials;**
- **Practice coding complex devices, including repairs and adjustment**
- **Attend break-out sessions for practitioners and office staff**
- **Earn 14 CEs**

**Register Now**

## Amputee Coalition Encourages Participation in National Disability Employment Month

The Amputee Coalition has announced its participation in National Disability Employment Awareness Month, an annual awareness campaign that takes place each October. The purpose of National Disability Employment Awareness Month is to educate about disability employment issues and celebrate the many and varied contributions of America's workers with disabilities. This year's theme is "My disability is one part of who I am."

The history of National Disability Employment Awareness Month traces back to 1945, when Congress enacted a law declaring the first week in October each year "National Employ the Physically Handicapped Week." In 1962, the word "physically" was removed to acknowledge the employment needs and contributions of individuals with all types of disabilities. In 1988, Congress expanded the week to a month and changed the name to National Disability Employment Awareness Month.

[Read the full press release.](#)

## Upcoming AOPA Events

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|---------------------|---|
| November 9-10, 2015 | Essential Coding & Billing Techniques Seminar in Las Vegas<br><a href="#">Learn more or register online here</a>                            |
| November 11, 2015   | <i>How to Make a Good Impression: Marketing Yourself to your Referrals</i><br>Webinar<br><a href="#">Learn more or register online here</a> |
| December 9, 2015    | <i>Bringing in the New Year: New Codes and Changes for 2016</i><br>AOPA Webinar<br><a href="#">Learn more or register here</a>              |