



AOPA 2nd Quarter 2017 Staff Report

To: AOPA Membership
From: Thomas F. Fise, Executive Director
Date: July 21, 2017

Subject: Amid the broader health care dialogue and the efforts in the House and Senate to “repeal and replace” the Affordable Care Act, AOPA has been advocating for your business. AOPA held a Press Event to highlight the big three issues that would need to be addressed in the repeal efforts to avoid harming your business and your patients: 1) cuts to Medicaid, 2) elimination of essential health benefits and 3) premiums on pre-existing conditions. The Medicare Orthotics and Prosthetics Improvement Act was introduced in both the House and Senate (as H.2599 and S.1191) in May by legislators familiar with O&P issues prior to the AOPA Policy Forum May 24-25, where members told their story and encouraged their legislators to become co-sponsors. This bore some quick, favorable results when the Ways and Means Committee voted to support the provision to legitimize the orthotist/prosthetist notes – obviously action by both full House and Senate would be needed for this to become law. AOPA continues its Centennial Celebration and prepares for the 2017 AOPA World Congress in Las Vegas, September 6-9. New member benefits were introduced – the Co-OP, coding, billing, and reimbursement resource has been received well, and we encourage our members to take advantage of the Health Care Compliance Education Week resources we are providing.

AOPA World Congress and 100th Anniversary Celebration: The Event that Has it ALL for ALL!

Education ★ Exhibits ★ Networking ★ Contests ★ New Technologies ★ Centennial Celebration ★ \$125 Room Rate

The AOPA leadership looks forward to seeing you in Las Vegas September 6-9, 2017 for the Second World Congress and 100th Anniversary Celebration. Enclosed you will find a copy of the preliminary program which includes all education, special event and registration information.

If you are not already planning to attend, please consider

- \$125 Room Rate at the Mandalay Bay Resort—a world class AAA Resort.
- Over 40 CE Credits Available to orthotic, prosthetic and pedorthic practitioners.
- Centennial Celebration to mark 100 years of AOPA and the formalized O&P profession in the U.S.
- A priceless educational experience for business owners and managers – including programming on the Triple Aim with speakers from Trinity Healthcare, Kaiser and Franklin Covey.

- Fun Networking Events such as the Party with a Purpose, Women’s Brunch, Thranhardt Golf Classic, Welcome Reception and more.

Experience an Exhibit Hall packed with over 175 exhibitors from around the world showcasing every device, tool, product and service you need to serve your patients. Plus:

- Step it up challenge makes it easy to win prizes while taking steps to stay healthy.
- Giant Slot Machine – receive tokens at education programs and bring them to the exhibit hall to win prizes from exhibitors.
- Technical Fabrication Contest – a timed competition with a grand prize of \$500.
- Product Preview Theater Presentations throughout the meeting provide knowledge and CE Credits.
- Walk Through Time Historical Display.

Participate in special events such as our Technology Transfer Program, Poster Presentations with “wine and cheese,” Pre-conference workshops, and Lunch and Learns.

Experience clinical education so remarkable it will be memorialized in an international journal. Our clinical workgroup made up of an international team of researchers, practitioners and partner representatives has made arrangements to have the top ten research papers published in the *International Journal of Neuro-engineering and Rehabilitation*—which will be sponsored by ABC.

Celebrate 100 Years with AOPA

AOPA100.org—Your Story is our Story

As a member of AOPA, we hope you are enjoying the many initiatives that our centennial committee has created to memorialize our remarkable history.

- The *100th Anniversary Who’s Who Commemorative Membership Directory* includes a full list of our dedicated members, the association and profession’s history as well as the bylaws and other handy information.
- The website AOPA100.org has been well received. If you haven’t had a chance to review the history, photo gallery or stories it is well worth the time. We welcome your participation as well. Send us your audio recording and photo and we will happily add your story.
- Social Media Throwback Thursday campaign has been fun and memorable. Be sure to follow AOPA on Facebook to share the memories and stay up to date on what is happening in your profession.
- We are planning a centennial celebration to take place in Las Vegas on the evening of Thursday, September 7.
- Walk Through Time Historical Display will include historical artifacts, the history of the profession as well as the history of AOPA. If you have artifacts you’d like to share, please contact Tina Carlson at tcarlson@aopanet.org or 571-431-0808.

100th Anniversary Commemorative Who’s Who Centennial Directory

AOPA celebrates its 100th Anniversary in 2017 and the special *100th Anniversary Commemorative Who’s Who Commemorative Membership Directory* is one way we are celebrating our shared history and recognizing that our members are what makes AOPA great.

The Commemorative Directory was mailed to all active AOPA members in June. The keepsake directory features the history of AOPA intertwined with the history of O&P and technological advancements through time.

Contact information for all AOPA members is included to encourage networking among the profession, and referrals as we have made this resource available to case managers too. There's much more included in this directory, and we hope you enjoy using it as much as we enjoyed creating it. Extra copies of the Centennial Directory are available for sale in the AOPA online bookstore: Members \$75 and Nonmembers \$185.

Your Story is Our Story

Don't forget to share your personal story for our commemorative website, www.AOPA100.org. Visit to see our interactive timeline and extensive photo gallery, and to listen to the wonderful anecdotes from your peers. Make sure to submit your stories and photos for inclusion. For more information contact Lauren Anderson at landerson@aopanet.org.

Throwback Thursday

AOPA will be doing a Throwback Thursday post each week in 2017 on Facebook, Twitter, and Instagram to celebrate the Centennial. We will be sharing old and more recent photos of AOPA members, events, and related O&P things of interest. Submit content to us at www.AOPA100.org and then follow us for fun photos all year long.

Instagram: @american_oandp.

Facebook and Twitter: @americanoandp

Government Affairs and Legislative Round Up

AOPA Policy Forum

The 2017 AOPA Policy Forum was held May 24-25 and was another successful one for the record books. With the broader healthcare debate going on in Washington and across America, AOPA members came to DC to discuss the issues most important to them and their patients with their lawmakers. The big story of the Policy Forum was the introduction in the 115th Congress of S.1191 and H.R. 2599, better known as the Medicare O&P Improvement Act of 2017. This bill, among other things, would separate O&P from DME, and allow orthotist's and prosthetist's notes to be part of the medical record for determining medical necessity (see below for more info).

The introduction of this legislation gave AOPA members a chance to tell a terrific story to legislators and Congressional staff during the more than 395 appointments arranged on behalf of the 100 plus O&P professionals and patients that donned their advocacy hats during the May 25th visits to Capitol Hill. In addition to lobbying for the O&P Improvement Act, attendees also requested support for additional funding for O&P research and education, support for the Veterans Bill of Rights, and a moratorium on the Draft LCD and all related lower limb audits.

Policy Forum attendees were also treated to three members of Congress providing their insight on healthcare and advocacy. Representative Brian Mast (R-FL) was the opening keynote speaker sharing his amazing story of losing both limbs as a bomb technician in Afghanistan, and his rehabilitation at Walter Reed. He reminded members of their value to patients like him, and set the stage for the advocacy briefings that followed throughout the afternoon program. Other members of Congress joining him for the briefings were Senator Bill Cassidy (R-LA), a physician, who has emerged as a critical vote in the ACA Repeal-and-Replace efforts, and Representative Brad Wenstrup (R-OH), a Doctor of Podiatric Medicine and chair of the House VA Health Subcommittee. The O&P PAC sponsored a lunch for Rep. Mast, a reception for Senator Cassidy and a breakfast for Rep. Wenstrup that were all well-attended and provided an opportunity for AOPA members to engage in serious conversations about the challenges facing O&P providers and patients in a personal environment.

Medicare O&P Improvement Act 2017

On May 22, 2017, Sen. Charles Grassley (R-IA) sponsored and introduced the Medicare O&P Improvement Act of 2017 (S. 1191) into the 115th Congress. S. 1191 is currently co-sponsored by Sen. Tammy Duckworth (D-IL), Sen. Bill Cassidy (R-LA) and Sen. Mark Warner (D-VA). On May 23, 2017, Rep. Glenn Thompson (R-PA) sponsored and introduced the Medicare O&P Improvement Act of 2017 (H.R. 2599) into the 115th Congress, and is currently co-sponsored by Rep. Mike Thompson (D-CA).

Both 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

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 these easily by visiting AOPAVotes.org.

Congressional Briefing and AOPA News Teleconference

Three national coalitions, including the ITEM Coalition, held a Congressional briefing on the value of rehabilitation and habilitation services and devices on June 27. Compelling speakers highlighted the importance of intensive inpatient hospital rehabilitation, outpatient rehabilitation and habilitation therapies, prosthetic limbs and other assistive devices and technologies.

Speakers included:

- Senator Tammy Duckworth (D-IL): Bilateral leg amputee injured in Iraq
- Congressman GT Thompson (R-PA): Former Therapist/Rehab Services Manager
- Eric LeGrand: Former Rutgers football player who sustained a spinal cord injury
- Roseann Sdoia: Boston bombing survivor who sustained an above knee amputation
- Isabella Smith: Mother of a child with a developmental disability

Immediately after the June 27 Congressional Briefing, AOPA and the Amputee Coalition held a News Teleconference. The AOPA and Amputee Coalition news briefing focused on the "big three" priority issues for amputees: (1) no cuts to Medicaid that would restrict access to needed treatment and state-of-the-art devices; (2) no waivers as to rehabilitative and habilitative services (an essential health benefit) that could be used to deny access to care and treatment for amputees; and (3) no changes to authorize higher premiums with respect to amputation as a pre-existing condition that could interfere with coverage access.

Speakers included Sen. Tammy Duckworth (D-IL); Michael Oros, president, AOPA; Dr. Jeff Cain, head of advocacy program of the Amputee Coalition; Kelly Miller, an amputee from Baltimore, MD area; and Ann McSweeney, a Chicago area mother of twins who both wear orthoses.

News articles generated from the Teleconference were picked up in several national news outlets.

Listen to the audio of the event, and see introductory videos of the participants, and the news articles at www.AOPAnet.org.

Widespread Review of MPK Code

On May 4, 2017, CGS Administrators, LLC, the Durable Medical Equipment Medicare Administrative Contractor (DME MAC) for Jurisdiction C, announced the initiation of a widespread pre-payment review for HCPCS code L5856-Addition to lower extremity prosthesis, endoskeletal knee-shin system, microprocessor control feature, swing and stance phase, includes electronic sensor(s), any type. L5856 is used as an addition code to prosthetic knee components that incorporate the use of a microprocessor to control the knee during both swing and stance phase of the gait cycle.

CGS announced that the pre-payment review will begin on or around June 15, 2017 and suggested that providers review the current LCD and Policy Article for lower limb prostheses and to reference the CGS documentation checklist for lower limb prostheses.

While the CGS documentation checklist is a useful tool, it does not contain any specific information regarding coverage requirements for microprocessor controlled prostheses. AOPA members are encouraged to work with their physician partners to ensure that documentation regarding the need for a microprocessor controlled prosthetic knee is present in the patient's medical record. The documentation must address the need for a microprocessor knee over a conventional prosthetic knee as well as support the need for K3 or higher functional level components.

CGS did not indicate how many claims will be affected by the widespread review but did indicate that the pre-payment review will occur across all provider groups who submit claims including L5856.

RAC Audit Update

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

In April, AOPA announced that Performant Recovery had announced that it would begin performing an automated review on claims involving HCPCS code L5845 billed in conjunction with specific prosthetic knee codes.

AOPA reviewed the announcement on the Performant website and was immediately concerned that the RAC was not in compliance with its statement of work (SOW) which requires very specific criteria in order to implement an automated review. In a letter to the Performant Recovery Medical Director dated April 28, 2017, AOPA expressed its concern regarding Performant's decision to initiate an automated review without meeting the specific criteria identified in its statement of work.

As a result of this letter the audit announcement for L5845 has been entirely removed from the "approved issues" section of the Performant Recovery website, and currently no O&P items/services are listed under the "approved issues".

Testifying Before the VA Subcommittee on Health

On May 2, 2017, the House Veteran's Affairs Subcommittee on Health held a hearing regarding the Department of Veteran's Affairs (VA) ability to meet the need for high quality clinical care and procurement of prosthetic and orthotic devices for Wounded Warriors and Veterans with limb loss and limb impairment. AOPA was invited to provide testimony during the hearing and was represented by Jeffrey Brandt, CPO, the founder and CEO of Ability Prosthetics and Orthotics.

Highlights of Mr. Brandt's testimony included the need for the VA to ensure that both Wounded Warriors and Veterans with limb loss and limb impairment have proper access to high quality prosthetic and orthotic care within the VA health system as well as through partnerships with prosthetic and orthotic facilities in the

private sector. Another point of Mr. Brandt's testimony focused on the increasing demand for high quality prosthetic and orthotic care and the decreasing provider population and the potential impact that may have on Veteran's access to care. In succession, Mr. Brandt provided testimony regarding the need for increased funding to support orthotic and prosthetic education through the passage of legislation such as the Wounded Warrior Workforce Enhancement Act.

AOPA was honored to have the opportunity to provide important testimony regarding the need for access to the highest level of O&P care for Wounded Warriors and Veterans.

Revised Advanced Beneficiary Notice of Noncoverage was Released

The Advance Beneficiary Notice of Noncoverage (ABN) form was recently updated and approved by the Office of Management and Budget (OMB). There were no substantial changes made to the content or directions for use of the ABN form (CMS-R-131).

The primary revision was to include new language informing patients of their rights to Medicare nondiscrimination practices, and how to request the ABN in a different format if required. *Mandatory use of the new and revised ABN become effective on June 21, 2017.* The new and revised ABN form may be found on the CMS website.

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 July-December 2017 webinars for only \$495 and get one free. AOPA will send you recordings of any webinars you have missed. 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 July-December 2017 webinar series schedule is listed below:

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

October 11 - AFO/KAFO Policy

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

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 (recording available)

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

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 and your colleagues. 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 two seminars of the year in Nashville, TN and Denver, CO were well attended and well received. The next two seminars for 2017 will be held in Pittsburgh, PA on July 17-18th and Phoenix, AZ on November 6-7th. Learn more at bit.ly/2017billing.

O&P PAC 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 March 31, 2017 and June 20, 2017, received contributions from the following **AOPA** member(s):

Robert Arbogast	Rick Fleetwood, MPA
Jeffery Brandt, CPO	Jim Kingsley
J. Martin Carlson, CPO	Pam Lupo, CO
Jeff Collins, CPA	Jonathan Naft, CPO
Edward De La Torre	Rick Riley

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.

We would also like to thank those individuals who have recently donated directly to a candidate's fundraiser or to an O&P PAC sponsored event.

Lisa Arbogast	Jeff Lutz, CPO
Rudolf Becker, III	Chris Nolan
Jeff Collins	Michael Oros, CPO, FAAOP
Traci Dralle, CFm	Rick Riley
Thomas Fise, JD	Brad Ruhl
Rick Fleetwood, MPA	Stephen Schulte, CP, FAAOP
Scott Guichet	Scott Schneider
Lisa Guichet	Clint Snell, CPO
Maurice Johnson, CO	Chris Snell, BOCF
James Kaiser, CP	Peter Thomas, JD
Teri Kuffel, Esq	Jim Weber, MBA
Sam Liang	Shane Wurdeman, Phd., CP
Pam Lupo, CO	

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 of the O&P PAC cannot be effective without your help. Learn more at bit.ly/oandppac.

O&P PAC Events

If you plan on attending the 2017 AOPA World Congress, September 6-9 in Las Vegas, be sure to attend the "Party with a Purpose" on Thursday, September 7 at 6:30 pm at the 1923 Bourbon Bar - a private and modern speakeasy inside the Mandalay Bay Resort & Casino. The evening will include dinner, prohibition inspired specialty cocktails, access to a private cigar lounge, and a silent auction. Don't forget about the live

entertainment.

Space will be limited, so be sure to secure your spot early; as it is sure to be the cat's pajamas! This is a special event and certain rules and restrictions may apply. For additional information about the Party with a Purpose or to register, contact Devon Bernard at dbernard@AOPAnet.org.

Research and Projects

AOPA Co-OP, the Compendium of O&P

The AOPA Co-OP, a reimbursement, coding and policy resource, was launched on May 24 during the AOPA Policy Forum. 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 as needed.

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

Prosthetics 2020

AOPA continues its commitment to Prosthetics 2020, the vehicle designed to make sure that prosthetics are properly positioned for the future value driven healthcare economy with four key goals – (1) improve the future reimbursement landscape for LEP; (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. More member participation is needed to support Prosthetics 2020 efforts, Medical Advisory Board activities, and needed clinical research and literature reviews. 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. Contact Ashlie White at awhite@aopanet.org to get involved.

AOPA Medical Advisory Board (MAB)

The next meeting of the AOPA Medical Advisory Board, which 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, is scheduled for November at AOPA Headquarters.

The 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.

The RAND Research Project

RAND Corporation has been working to complete 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 meetings have occurred with experts on both the AOPA Medical Advisory Board and on the Technical Advisory Committee for the Rand Study to support 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 is nearing completion, with a report that covers transtibial prosthetics to follow. In addition to the study and final reports, it is expected that this joint effort will include a free-standing simulation model on value over a 15-year timeframe, and a white paper outlining AOPA's vision.

AOPA Prosthetics 2020 Technical Advisory Committee

The AOPA Prosthetics 2020 Technical Advisory Committee, which includes Dr. Andreas Kannenberg, Dr. Jason Highsmith, Dr. Kenton Kaufman, Kim DeRoy, Stephen Blatchford, Sam Liang, AOPA Past President Dr. Jim Campbell, AOPA President Michael Oros, and AOPA Executive Director Tom Fise, continues to meet in their advisory role as RAND prepares the final reports and simulation model.

AOPA “State Reps”

The AOPA “State Reps” initiative was created in 2011 to reflect the growing importance of state level issues. This group is made up of AOPA members who have volunteered to be AOPA’s eyes and ears in the states by watching for any regulatory or legislative threats to O&P. The “state reps” are the early warning system because so many issues begin in one state and quickly ricochet to all 50.

Over 40 members attended the AOPA “State Reps” Meeting held during the 2017 Policy Forum. During the meeting an overview of the State Matters section of the new AOPA Co-OP was reviewed, and members shared their concerns about challenges facing O&P in their states. AOPA has also invested in a new tool to track policy changes at the state level that may impact O&P businesses and patient care. The next AOPA State Reps meeting will be held during the AOPA World Congress in Las Vegas.

Research Updates

In February, AOPA, in partnership with the Center for O&P Learning & Evidence-Based Practice (COPL), announced a Request for Pilot Grant Proposals in 16 potential areas of orthotic and prosthetic research including an open topic.

The 2017 COPL grants that are selected for funding are listed below:

- Sarah Anderson, La Trobe University, *Comparison of quality of life in people with partial foot or transtibial amputation*
- Brian Kaluf, BSE, CP, Ability Prosthetics and Orthotics, Inc., *Hydraulic and Microprocessor Controlled Ankle-Foot Prostheses for Limited Community Ambulators with Unilateral Transtibial Amputation: Pilot Study*
- Sarah Chang, PhD, Northwestern University, *A pilot study to evaluate the effects of the hydraulic ankle-foot prostheses on standing and walking in K2-level ambulators*
- Benjamin Padilla, MD, University of California San Francisco Benioff Children's Hospital, *The Effects of a Custom Pectus Carintum Orthosis on Dosing Response and Quality of Life*
- Eric Weber, CPO, FAAOP, Hanger Clinic - Department of Clinical and Scientific Affairs, *Mobility and Global Health among Users of Lower Limb Orthoses: The Establishment of a National Data Base*
- Chris Hovorka, Ph.D., CPO, LPO, FAAOP, Georgia Institute of Technology, *Gait and Motion Control Benefits of Custom Molded Passive-Dynamic AFOs versus Custom Fit Carbon Composite AFOs in Persons with Neuromuscular Impairment*
- Kenton Kaufman, PhD, Mayo Clinic, *Prevalence, correlates, and risk of prescription drug use and abuse in individuals with above knee amputations*

Communications and Membership

Mobility Saves Updates

Mobility Saves continues to grow on social media, with over 16,800 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 a new homepage and video! After completing a usability study, the Mobility Saves Committee and workgroup finalized a plan for significant updates to MobilitySaves.org that will be completed over the coming months. The full update will include a redesigned homepage, improved navigation, and new research content. Previously published content will remain available on the website. With results expected from ongoing studies in the near future, the Committee plans to include new published research and associated content as part of the final redesign. 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.

AOPA Google+ Community

All AOPA members are invited to join the community, which serves as a forum to discuss issues facing the O&P profession and to develop advocacy strategies to address those issues. At present over 115 AOPA members have joined the Google+ Community and are sharing information about the challenges they face in their practices. The most recent topics being discussed include 3D printing’s impact on O&P businesses and proposed Connecticut Fee Schedule cuts for Cranial Remolding Orthoses. We hope to generate new conversations by linking the Google+ Community page to the Hot Topics section of the new AOPA Co-OP.

Indicate your interest in being invited to join the Google+ community by clicking on the Google icon which is in the very upper right hand corner of AOPA’s home page - www.AOPAnet.org.

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

AOPA officially announced its collaboration during the AOPA Policy Forum with the Health Care Compliance and Ethics Association (HCCEA) 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.

It’s not only the right thing to do, but it’s just common sense to have an effective written compliance and ethics program for your business. A payoff can be that the Federal Sentencing Guidelines provide relief for any entity convicted of a crime that has an effective compliance program in place. It doesn’t excuse the crime but the Guidelines require a court to determine a “culpability score” by any aggravating and mitigating factors. A mitigating factor that may help lower penalties would be having an effective compliance program in place. An aggravating factor might be not having an effective written compliance program.

Ethics and compliance go hand in hand and it is an opportunity to reinforce your company’s commitment to the rules of the road, especially in the compliance area where HIPPA violations are just one example of severe penalties imposed if there is a compliance lapse.

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 earn CE credits and 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.

O&P Almanac

The *O&P Almanac* has been celebrating AOPA's Centennial all year long, kicking off with AOPA's 100 years of history as its feature article in the January issue. Each issue throughout the year will include a "Then and Now" highlighting how an AOPA event or product has evolved over the years. Leading up to the AOPA World Congress, each issue will also have an interview with an O&P Professional from a different country. The April's feature was on O&P professionals partnering with patients in advocacy efforts. May's issue was on Healthcare Reform, June focuses Upper-Limb Devices, and July was on Osseointegration. August's issue will feature AOPA's Centennial, and the September issue will be on Special Solutions for uncommon problems.

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!

AOPA Welcomes New Members April 1, 2017 to June 30, 2017

AOPA welcomes the following new patient care facility members in the second quarter of 2017:

Spokane Prosthetics & Orthotics of Olympia WA; **Home Care Orthotics Inc** of Sevierville, TN; **Medcuro Orthotics & Prosthetics** of St. Louis, MO; **Sky Orthotics & Prosthetics** of Maitland, FL; **Elizur** of Pittsburg, PA; **International Orthotic Labs** of Calgary Alberta Canada, **Keystone Prosthetics & Orthotics** of Dickson City, PA; **Magnolia Medical LLC** of Baton Rouge, LA; **Aspire Prosthetics & Orthotics** of York, PA; and **Kinetic Prosthetics** of West Chester, PA.

New Supplier members for the second quarter of 2017 include: **Epica Applied Technologies** of San Clemente, CA; **Thermo-Ply, Inc** of St. Petersburg, FL; and **Nymbly Systems** of Louisville, KY.

2017 Operating Performance and Compensation Report Committee Survey

AOPA’s 2017 Operating Performance and Compensation Survey was mailed to patient care facility members in May. This is a FREE scorecard opportunity for members to assess their compensation and business operations. Each survey participant receives a customized company report showing how their financial operations and compensation programs compare to other O&P companies of similar size and geographic region. This data then assists them in developing specific strategies to gauge and improve the fiscal health of their O&P business. The survey also helps AOPA develop a more accurate picture of the financial trends in the industry and is used by bankers and investors to benchmark clients and acquisition targets. 2017 participants also have the benefit of an optional 30 minute consultation with Industry Insights about their findings. Final 2017 reports are expected to be published late summer/early fall and will be available for sale in AOPA’s bookstore.

And finally, a big thank you for renewing your AOPA membership in 2017. We work hard every day to ensure fair treatment of O&P by legislators and regulators, so that your business has the resources it needs to survive and grow. AOPA membership makes your business more viable and profitable and we thank you for your support.

Sincerely,



Thomas F. Fise, JD
Executive Director

2017 Calendar of Events Learn more at AOPAnet.org

Date	Event	Location
August 9	What the Medicare Audit Data Tells Us & How to Avoid Common Errors	AOPA Webinar
September 6-9	AOPA 2nd World Congress and Centennial Celebration	Las Vegas, NV
September 13	ABC Inspections & Accreditation	AOPA Webinar
October 11	AFO/KAFO Policy	AOPA Webinar
November 5-11	Healthcare Compliance & Ethics Week	Webinars, Resources, and more
November 6-7	Mastering Medicare: Essential Coding & Billing Techniques	Phoenix, AZ
November 8	Gift Giving: Show Your Thanks & Remain Compliant	AOPA Webinar
December 13	New Codes & Other Updates for 2018	AOPA Webinar