



AOPA 1st Quarter 2018 Staff Report

To: AOPA Membership
From: Thomas F. Fise, Executive Director
Date: April 20, 2018

Subject: A long awaited legislative victory kicks off AOPA's 101st year!

AOPA has been advocating for the recognition of prosthetist and orthotist's notes for purposes of medical necessity since the 2011 "Dear Physician Letter", and in February, Congress enacted a provision doing just that. AOPA also spent the first quarter of 2018 challenging CMS' attempts to reimburse less for diabetic shoe inserts based on fabrication methods, and achieved another victory when CMS agreed to continue to reimburse the new codes at the same level paid for A5513. This positive outcome potentially sets a precedent for other codes where new technology may replace older fabrication methods. AOPA organized another successful Policy Forum with nearly 100 attendees, continued planning the 2018 National Assembly, and released RFPs for research grants for Orthotics 2020 in addition to the annual COPL pilot grants.

2018 AOPA Assembly: Passport to Innovation

Even after one hundred years, the AOPA National Assembly continues to evolve to meet the needs of AOPA members while providing new experiences. In 2018, experience one of the most beautiful cities in the world while learning from a diverse lineup of speakers from around the world.



SEPT. 26-29 | VANCOUVER | CANADA

Each morning kicks off with a general session like you've not experienced before!

- Tobie Hatfield, Director of Innovation, Nike will be the featured keynote. He has designed shoe soles for running blades, and a special line of accessible sneakers for amputees, stroke victims, and people with cerebral palsy.
- ISPO board members will share highlights of their joint research project with the World Health Organization.
- Mike Schultz, Paralympic Gold Medalist will astound you with his motivational story.

Before the concurrent education tracks begin at 10:00 am each day, attendees will have a 90 minute break in the massive exhibit hall to learn about the latest and greatest from the supplier community. The concurrent tracks provide the in-depth education every business professional, prosthetist, orthotist, pedorthist and technician needs.

Business owners, managers and savvy practitioners will relish the high-level business education only found at the AOPA National Assembly. Complete the Finance module of AOPA's Business Certificate Program on the afternoon of Wednesday, September 26 during a special session focusing on everything from reading a financial statement (core course) to Overhead Reduction Strategies (elective course). Thursday through Saturday offer the timely and innovative topics you need in today's ever-changing regulatory world. Don't miss these sessions:

- So Congress (and the Federal Law) Now Says Our Notes are Officially Part of the Medical Record ... Now What?
- Where HIPAA Compliance and Cybersecurity Intersect
- Successful Contract Negotiations
- Top 10 Ways to Get and Keep Your Money
- Willful Neglect: Two Words that Can Cost You Your Business

O&P Practitioners will enjoy more organized symposia than ever before:

- Outcomes and Evidence-Based Practice in P&O: How Are You Documenting Value in Your Clinic and Using it to Improve Reimbursement?
- Socket and Suspension Design
- Prosthetics: Novel approaches or New Markets
- Total Muscle Re-Innervation (Pattern Recognition Software)
- Pediatrics in Progress...
- Treatment Of The Paretic Arm
- K-2 Transfemoral program
- Technology for Geriatrics
- Clinically Relevant Diagnostic Measures to Determine AFO Ankle Joint Stiffness with an Instrumented AFO

Beyond these sessions, we will have a full line up of Pedorthic and Technical education to provide you with the best experience while learning and earning the ever-coveted CE Credits.

Be sure to make time to experience Vancouver. Special discounts are available for pre-show Alaskan Cruises and local tours and day trips to Whistler, Victoria and other nearby destinations.

Don't have time for a side trip but still want to experience the beauty of the Northwest? Consider flying into Seattle and taking the train directly into Vancouver. Not only is this option economical and beautiful, but easy as well. No need to deal with taking extra time to go through customs because the agent comes on board and stamps your passport en-route.

Visit AOPA's travel page for more ideas and updates at bit.ly/vancouvertravel.

Government Affairs and Legislative Round Up

O&P Practitioner Notes Now Considered Part of the Patient's Medical Record

Included in the Continuing Resolution that was passed by Congress on February 9th was a key component of the O&P Medicare Improvements Act, which AOPA, its lobbyists, its members, and many important friends in O&P worked diligently on for several years!

The legislative language is as follows:

SEC. 50402. ORTHOTIST'S AND PROSTHETIST'S CLINICAL NOTES AS PART OF THE PATIENT'S MEDICAL RECORD. Section 1834(h) of the Social Security Act (42 U.S.C. 1395m(h)) is amended by adding at the end the following new paragraph:

“(5) DOCUMENTATION CREATED BY ORTHOTISTS AND PROSTHETISTS.-For purposes of determining the reasonableness and medical necessity of orthotics and prosthetics, documentation created by an orthotist or prosthetist shall be considered part of the individual's medical record to support documentation created by eligible professionals described in section 1848(k)(3)(B).”

This simple clause provides confirmation that orthotist/prosthetist notes will be considered by CMS to be officially part of the patient's medical record for purposes of medical necessity, and RAC and pre-payment audits.

While this provision does not address the entire Medicare O&P Improvements bill (S.1991/HR2599), it represents a significant step forward in the recognition of O&P providers as legitimate members of the overall rehabilitation team.

AOPA would like to recognize the following folks for their support of this legislation

- Legislative Co-Sponsors: Reps. Glenn Thompson (R-PA), Mike Thompson (D-CA), Mike Bishop (R-MI), Peter King (R-NY), Dutch Ruppersberger (D-MD), Michael Kelly (R-PA). And Senators Chuck Grassley (R-IA), Mark Warner (D-VA), Bill Cassidy (R-LA), Ben Cardin (D-MD), and Tammy Duckworth (D-IL). Senators Orrin Hatch (R-UT), and Ron Wyden (D-OR) of the Senate Finance Committee, and Reps. Kevin Brady (R-TX) and Richard Neal (D-MA) of the House Ways & Means Committee as well as the staff of all the above legislators deserve special recognition.
- Former Senator Bob Kerrey, Amputee Coalition and its leaders, especially Jack Richmond, Dr. Jeff Cain, and Dan Ignaszewski.
- AOPA lobbyists Stephanie Kennan, Michael Park and Mark Rayder, with very solid, vigilant and long-standing support from Peter Thomas (NAAOP and O&P Alliance), and former Congressman Scott Klug representing Hanger.
- O&P Alliance partners: AAOP, ABC, BOC, NAAOP, and all members of the Item Coalition.
- Current and prior AOPA Presidents, Officers and Board Members who have been steadfast in their support, including a multi-year financial investment in support of this important work.
- All AOPA members who have attended the AOPA Policy Forum, attended fundraisers sponsored by, or made direct contributions to the O&P PAC, or wrote or visited their legislators to encourage their support, and others, who while not members of AOPA, have done one or more of the above activities.

AOPA Secures Advocacy Victory on Fee Schedule for Direct Milled, Custom Fabricated Diabetic Inserts

On January 11, 2018, as part of its quarterly HCPCS update, the Centers for Medicare and Medicaid Services (CMS) issued a new HCPCS code to describe direct milled, custom fabricated diabetic inserts. The new code became effective April 1, 2018 and reads as follows:

K0903--For Diabetics Only, Multiple Density Insert, Made By Direct Carving With CAM Technology From A Rectified CAD Model Created From A Digitized Scan Of The Patient, Total Contact With Patient's Foot, Including Arch, Base Layer Minimum Of 3/16 Inch Material Of Shore A 35 Durometer (Or Higher), Includes Arch Filler And Other Shaping Material, Custom Fabricated, Each

The new code is categorized as a “K” code which is technically a temporary code designed to allow CMS to track utilization prior to deciding whether to issue a permanent HCPCS code, in this case an “A” code. Any codes that are created mid-year must be issued as “K” codes.

The purpose of the K code is to differentiate between custom fabricated diabetic inserts that are molded over a physical model of the patient’s foot (A5513) from those that are direct milled based on a digital or virtual model of the patient’s foot. While both manufacturing processes result in functionally identical custom fabricated, total contact inserts, CMS has indicated that direct milled inserts, while qualified to meet the DMEPOS Supplier Standards definition of molded to patient model, do not meet the requirements of A5513 and proposed a fee schedule reduction of approximately 14%. AOPA challenged this premise based on several bases, including provisions within CMS’ own instructions to contractors that require the direct crosswalk of established Medicare fee amounts when a single code is exploded into two or more similar codes. Ultimately, CMS reached the right decision that as the processes were essentially equivalent, the fee needed to also be identical and announced that the Medicare fee schedule for K0903 would be equivalent to the existing fee schedule for inserts described by A5513.

AOPA had tremendous support on this issue from the American Podiatric Medical Association, the O&P Alliance, and Rep. Brad Wenstrup’s office and appreciates their support on this important issue that may have greater effects on future decisions related to Medicare reimbursement for enhancements in technology.

Introduction of H.R. 4772

Rep. Mike Bishop (R-MI) introduced H.R.4772 – a subpart from the earlier H.R. 2599 Medicare O&P Improvement Act, this would amend title XVIII of the Social Security Act to provide for clarification under the Medicare program about minimal self-adjustment for off-the-shelf orthotics.

This bill would clarify that “off-the-shelf (OTS) orthotics” eligible for competitive bidding be limited to those devices that require minimal self-adjustment only by the patient, and not another person in order to fit the patient. The bill is co-sponsored by Mike Thompson (D-CA) and Glenn Thompson (R-PA). AOPA members may send a letter to their congressional representatives through the AOPAvotes website at www.AOPAvotes.org.

OIG Targets L0648, L0650, and L1833 in its 2018 Work plan

As part of its update to its 2018 work plan, the Department of Health and Human Services Office of Inspector General (OIG) announced that, based on abnormally high utilization and unusually high improper payment rates, two off the shelf (OTS) HCPCS codes that describe lumbar sacral orthoses (L0648 and L0650) and one OTS knee orthosis code (L1833) will be added as an area of focus for investigation by the OIG. All three codes identified by the OIG are part of the split code set created by CMS in 2014 that differentiated OTS orthoses from those that require the expertise of a certified orthotist or an equivalently trained professional.

In its announcement the OIG reported that, since 2014, claims for the three OTS codes have grown by 97% with allowed charges rising to \$349 million in 2016. The OIG plans to explore questionable billing practices for these three codes including the lack of medical necessity documentation from referring providers and instances where no patient/physician encounter occurred within the 12 months prior to provision of the orthosis.

Based on Medicare utilization data from 2014 until 2016 AOPA has determined that less than

10% of the OTS devices described by L0648, L0650, and L1833 were provided by traditional O&P companies. The vast majority of these devices, over 65%, were provided by DME suppliers without certified O&P professionals on staff.

While traditional O&P providers represent a small percentage of the overall utilization of these three codes, it remains wise to make sure that, when providing OTS orthoses described by these codes and any other codes, proper medical necessity documentation is maintained by the ordering physician and all Medicare policy requirements have been met. While L0648, L0650, and L1833 have not previously been identified as approved for RAC review, the outcome of the OIG review may possibly lead to additional audit activity by the RAC and other contractors.

CMS and Veteran's Administration Announce Partnership to Strengthen Prevention of Waste, Fraud, and Abuse Efforts

On January 23, 2018, the Centers for Medicare and Medicaid Services (CMS) and the US Department of Veterans Affairs (VA) announced a new partnership in which they will share data, data analytics and best practices in an effort to improve both agencies' efforts to combat waste, fraud, and abuse in their respective healthcare delivery systems.

The VA and CMS represent the two largest public-private healthcare organizations in the country. According to the press release, the partnership will allow the VA to take advantage of gains in data analytics developed by CMS through its Center for Program Integrity.

While the press release discussed general efforts to improve efforts to eliminate waste, fraud, and abuse and made no specific mention of orthotics and prosthetics, the announcement is a clear indication that the VA will be placing increased scrutiny on all providers in the future. While AOPA supports efforts to eliminate fraud and abuse within the healthcare sector, it must be done in a manner that does not inadvertently lead to unnecessary restriction to access to medically necessary care for veterans and Medicare beneficiaries.

Office of Medicare Hearings and Appeals (OMHA) Announces Low Volume Appeals Settlement Opportunity

In an effort to address the current backlog of cases that are awaiting a hearing before a Medicare Administrative Law Judge, the Medicare Office of Hearings and Appeals (OMHA) announced a voluntary program that would offer providers the opportunity to settle certain pending claims for a reduced fee.

Suppliers that have fewer than 500 appeals pending at Administrative Law Judge level or higher and each appeal has a total billed amount of \$9,000 or less can file an expression of interest for a limited settlement agreement. The agreement will result in a timely one-time partial payment of 62% of the net Medicare approved amount of the appeals in question.

The deadline to file an expression of interest to participate in the low volume appeals settlement program is June 8, 2018.

AOPA Submits Comments on Proposed Rule that Would Change Rules on Coverage of Essential Health Benefits for Association Health Plans

On March 6, 2018, AOPA submitted comments on a proposed rule that would change the definition of the term "employer" as it relates to association health plans and the requirement to cover "essential health benefits" under provisions of the Affordable Care Act (ACA).

The proposed rule states that by expanding the definition of the term “employer” association based health plans will have new opportunities to negotiate terms with insurance companies that will benefit its members. AOPA’s primary concern with the proposed rule is that the proposed expansion of association health plans will significantly reduce the requirements for these plans to provide coverage for health benefits, including orthotics and prosthetics, which have been designated as essential health benefits by provisions of the ACA.

DME MACs Revise AFO/KAFO Policy

The DME MACs recently released a series of revisions to the AFO/KAFO Medicare medical policy with an effective date of 01/01/17. The revisions were predominantly clerical (e.g. include language associated with the 21 Century Cures Act and updating the list of off-the-shelf/custom fitted braces) and should not have a direct effect on your coding, billing and medical necessity determinations. In addition the revised policy now states in writing that walking boots (L4360, L4361, L4386 or L4387) are all inclusive and may not be billed with any other add-on codes.

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. AOPA would like to thank the following individuals for their contributions in 2018 to the O&P PAC: Ryan Arbogast, George Breece, Maynard Carkhuff, Shelly Hogan and Paul Prusakowski, CPO

In addition the O&P PAC would like to thank the following individuals for their contribution/attendance/support of O&P PAC sponsored events in 2018:

Wendy Beattie, CPO, FAAOP; Rudy Becker; Curt Bertram, CPO, FAAOP; Amit Bhanti, CPO; David Boone, PhD; Jeff Brandt, CPO; Charlie Dankmeyer, CPO; Traci Dralle, CFm; Steve Filippis, CP; Tom Fise, JD; Rick Fleetwood, MPA; Jim Kaiser, CP ; Thersa Kuffel, JD; Dave McGill; Michael Oros, CPO, FAAOP; Jack Richmond, CPOA; Rick Riley; Manuel Rivera, CP; Scott Schneider; Frank Snell, CPO, FAAOP ; Clint Snell, CPO; Chris Snell, BOCP; Peter Thomas, JD; Jim Weber, MBA

So far in 2018 the O&P PAC has supported the following members of Congress: Sen. Ben Cardin (D-MD), Sen. Claire McCaskill (D-MO), Rep. Mike Bishop (R-MI), Rep. Erik Paulsen (R-MN), Rep. Paul Roskam (R-IL) and Rep. Brad Wenstrup (R-OH).

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 accomplished by the O&P PAC cannot be completed without your help. Learn more at bit.ly/oandppac.

O&P PAC Events

If you plan on attending the 2018 AOPA National Assembly, September 26-29 in Vancouver, be sure to attend the “Party with a Purpose” on Thursday, September 27 at 6:30 pm for a 1970’s nostalgic filled evening. The evening will include dinner, soulful tunes, dancing, sunset harbor views, and much more!

Space will be limited, so be sure to secure your spot early; be there or be square in your best 70s threads! 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.

2018 AOPA Policy Forum

The 2018 AOPA Policy Forum held March 7-8 was another success that presented realistic opportunities for O&P stakeholders to meet with Congressional representatives to improve patient care and advance other legislative objectives. With a recent legislative win under our belts, AOPA members and O&P users traveled to DC to visit lawmakers to build on this momentum, presenting their stories of the impact O&P makes on patients' lives, and suggesting common sense solutions to issues obstructing O&P interventions.

Ninety-six O&P professionals and patients donned their advocacy hats during the March 8 visits to Capitol Hill, and met with their Representatives and Senators. Attendees encouraged lawmakers to support the Medicare O&P Improvement Act – the clinical notes provision was one part of the bill, but seven provisions remain that have not been enacted. Attendees also requested support for additional funding for O&P research and education, expressed the importance of Veterans' Choice, and took the opportunity to share other issues facing their patients and their businesses. The impact of the visits is not always immediate, but the cumulative effect of hearing from patients, clinicians, manufacturers, and AOPA and other O&P organizations is how we get lawmakers to share our concerns and recognize our responsibility in the rehabilitative process.

In addition attendees also heard from Congressional members Rep. Peter Roskam (R-IL), Rep. Mike Bishop (R-MI) and Sen. Ben Cardin (D-MD), who shared their insights on healthcare and their advice for advancing O&P's legislative agenda.

Research and Projects

Orthotics 2020

As part of AOPA's Orthotics 2020 initiative, we are committed to making a major leap forward in clinical research that can answer some of the most important and profound issues about Orthotics. AOPA, together with its many partners among O&P manufacturers, patient care companies, and others entities committed to an evidence-driven future for O&P, will be funding one grant for each topic in amounts of up to \$60,000-\$75,000 for four of the five clinical areas identified under the Orthotics 2020 initiative: Osteoarthritis; Stroke; Traumatic Spinal Injuries and Plagiocephaly. A workgroup for the fifth category, Scoliosis, has been created, and will begin the drafting process for an RFP. Stakeholder subgroups for each of the categories will meet at the beginning of May to review submissions. The submission deadline was April 30, 2018 and grant awards will be announced in July.

Next steps include the formation of the Orthotics 2020 Medical Advisory Board. AOPA is excited to transition Orthotics 2020 into a vital enterprise to protect the orthotic services upon which patients depend from attack by payers, and to begin populating a stronger research base around issues on the value of the orthotic services we offer to patients.

COPL

In partnership with the Center for O&P Learning & Evidence-Based Practice (COPL), AOPA accepted applications for pilot grants for up to \$15,000-\$30,000 for ten O&P topics, including an open topic (multiple grants will be funded). Like the Orthotics 2020 grants, the submission deadline was April 30, 2018 and grant awards will be announced in July.

AOPA Co-OP, the Compendium of O&P

The AOPA Co-OP, a reimbursement, coding and policy resource, now has 288 active users. The most recent additions to the Co-OP include more in-depth information on each of the state pages, as the AOPA State Representatives program continues to grow and become more involved. A Member-to-Member page has been created for members to share resources created by AOPA members, for other AOPA members to use.

This members-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 on a regular basis.

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

Prosthetics 2020

The AOPA Medical Advisory Board will meet May 29-30 at the AOPA Headquarters in Alexandria Virginia. AOPA continues its commitment to Prosthetics 2020 to ensure 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.

The RAND Study: *Economic Value of Advanced Transfemoral Prosthetics*

The RAND Corporation released its comprehensive, independent, validated study that establishes the value proposition for prosthetic services to amputees in September of 2017 and continues work on to explore the economic value of advanced transtibial prostheses.

The final report, *Economic Value of Advanced Transfemoral Prosthetics*, has been published on the RAND website and is awaiting publication in the Journal of Neurosurgery.

Outcome Assessment Reporting System (OARS)

AOPA has been working with Dr. David Boone, BSPO, MPH, PhD and a group of computer science engineering students from the University of Washington to develop an application that will walk a clinician through an outcome measure, with written and video instructions, and create a report, which will include what the result means for the patient with references to the science supporting the measure. This report can then be printed or downloaded as a PDF for the patient's record. AOPA is excited to announce that it is in the beginning stages of beta-testing the Outcome Assessment Reporting System (OARS).

Communications and Membership

AOPA Welcomes New Members January 1, 2018 to March 31, 2018

AOPA welcomes the following new patient care facility members in the first quarter of 2018: **The Limb Center** of Casa Grande, AZ; **Priority Footwear & Pedorthic Services** of Portland, OR; **Central Colorado Prosthetics & Orthotics** of Hartsel, CO; **Ability Prosthetics & Orthotics of Nevada**, Reno; and **Utah Prosthetics & Orthotics** of Cedar City, UT.

New Supplier members for the first quarter of 2018 include: **Rodin4D** of Pessac, France and **Kid Ortho** of Pessac, France.

New International members for the first quarter include: **The Alleles Design Studio** of Victoria, British Columbia, Canada and **Fior & Gentz GmbH** of Lüneburg, Germany.

Operating Performance and Compensation Report Committee Kicks Off 2018 Survey

AOPA's Operating Performance and Compensation Survey Working Group met this quarter to refine the annual survey instrument to be mailed to members in May. Members are encouraged to participate in the benchmarking surveys (FREE) to assist in developing specific strategies to gauge and improve the fiscal health of their O&P business. Participating members also receive a free customized individual Company Performance Report comparing their performance with other like size O&P businesses. 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. Final 2018 reports are expected to be published in early fall. Watch for your survey in the mail around May 9, or go to www.aopa-survey.com.

Healthcare Apparel – Make a Good First Impression

AOPA has partnered with Encompass Group, a leading provider of healthcare apparel, to offer members special prices on polos, scrub tops and lab coats that can be customized with embroidery. The apparel is top quality at great prices. To access, log in to iconscrubs.com and enter the access code: ICON-AOPA. Enter your AOPA member id to create your user profile. Try it. You'll be impressed and look good too.

AOPA Polo Shirts – Now for Sale

Celebrate AOPA's Centennial with us by ordering AOPA polo shirts for your office! The shirts are black with a white AOPA logo. The material is moisture wicking, 100% polyester, with rib knit collar, hemmed sleeves and side vents. The polos are unisex but the sizes are men's M-2XXL. \$25 plus shipping. Order in the bookstore at bit.ly/aopastore.

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!

Healthcare Compliance and Ethics Week—November 4-10, 2018

AOPA will be partnering with the Health Care Compliance Association (HCCA) to observe our second Healthcare Compliance and Ethics Week November 4 to 10, 2018, 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.

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. AOPA will be offering at least one free webinar.

There will also be a "compliance question of the day" which your employees can answer 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.

Mobility Saves Updates

Mobility Saves continues to grow on social media, with over 21,200 likes on Facebook ("like" us at www.facebook.com/mobilitysaves), over 2500 Twitter Followers (www.twitter.com/MobilitySaves), and over 160 connections on LinkedIn (www.linkedin.com/company/mobility-saves).

Following the website redesign in the fall of last year, increased emphasis has been placed on the addition of new content, including videos, blogposts, and infographics and support documents for research projects like Dobson DaVanzo and RAND. The most recent posts to MobilitySaves.org include a video call to action from Nicole Ver Kuilen, and a blogpost about Nicole's experience and her project, Forrest Stump, and a podcast of the 2018 AOPA Policy Forum debrief, with Nicole. 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.

Education

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. During the one-hour monthly Webinars, AOPA experts provide the most up-to-date information on a specific topic. Webinars are held the second Wednesday of each month at 1:00 PM Eastern. One registration is all it takes to provide the most reliable business information and CE Credits for your entire staff. If you've missed a Webinar, AOPA will send you a recording of the webinar and quiz for CE credits, so you can still take advantage of the series discount and the valuable learning opportunities. Register at bit.ly/2018webinars.

January 10: Lower Limb Prostheses Policy: A Comprehensive Review (recording available)

February 14: Inpatient Billing (recording available)

March 14: Medicare Coding Guidelines: MUEs, PTPs, PDAC, etc. (recording available)

April 11: Enhancing Cash Flow & Increasing Your Accounts Receivable (recording available)

May 9: Coding: Understanding the Basics

June 13: Audits: Know the Types, Know the Players, and Know the Rules
July 11: Administrative Documentation: What is Always Needed and Sometimes Needed
August 8: Outcomes & Patient Satisfaction Surveys
September 12: Medicare as Secondary Payer: Knowing the Rules
October 10: Year End Review: How to Wrap-Up & Get Ready for the New Year
November 14: Evaluating Your Compliance Plan & Procedures: How to Audit Your Practice
December 12: New Codes, Medicare Changes & Updates

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, your colleagues, and much more. 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. Learn more at bit.ly/2018billing.

Upcoming dates:

July 23 - 24, St. Louis, MO- Registration is open

November 12 - 13, Las Vegas, NV- Registration is open

Online AOPAversity Learning Center

Need CE Credits? Want to learn some of the state-of-the-art clinical practices advancing the profession? Wanted to attend the World Congress but had to miss out? Visit bit.ly/aopaversity to create an account today and begin your access to distance learning modules to both educate and help you meet your CEU needs! Recently released sessions include:

- Advancements in Osseointegration Technology for Amputees
- Power in Prosthetics
- New Technologies for Prosthetics and Orthotics
- The Triple Aim
- Cyber Security... IS IT SAFE? Be Prepared!!

Sincerely,



Thomas F. Fise, JD
Executive Director

2018 Calendar of Events

Learn more at AOPAnet.org

May 9	1.5 CEs	Coding: Understanding the Basics	AOPA Webinar
June 13	1.5 CEs	Audits: Know the Types, Know the Players, and Know the Rules	AOPA Webinar
July 11	1.5 CEs	Administrative Documentation	AOPA Webinar
July 23-24	14 CEs	Mastering Medicare: Essential Coding & Billing Techniques	St. Louis, MO
August 8	1.5 CEs	Outcomes & Patient Satisfaction Surveys	AOPA Webinar
September 12	1.5 CEs	Medicare as Secondary Payer: Knowing the Rules	AOPA Webinar
September 26-29	30+ CEs	AOPA National Assembly	Vancouver, BC, Canada
October 10	1.5 CEs	Year End Review: How to Wrap-Up & Get Ready for the New Year	AOPA Webinar
November 4-10	Varies	Healthcare Compliance & Ethics Week	
November 12-13	14 CEs	Mastering Medicare: Essential Coding & Billing Techniques	Las Vegas, NV
November 14	1.5 CEs	Evaluating Your Compliance Plan & Procedures: How to Audit Your Practice	AOPA Webinar
December 12	1.5 CEs	New Codes, Medicare Changes & Updates	AOPA Webinar