

AOPA 3rd Quarter 2018 Staff Report



To: AOPA Membership
From: Thomas F. Fise, Executive Director
Date: October 22, 2018

This will be my final quarterly report to AOPA members and so I hope you will indulge a quick summary of some key things we have been able to accomplish together over the past 12 years.

- No Medical Device Excise Tax for any O&P—Saves O&P companies over \$100 million EVERY year!
- July 2015 LCD Sidelined (Amputee Demonstration); 2015 LCD Withdrawn in 2018. Forced CMS to reverse course
- Dear Physician Letter (Retired)—2018
- A favorable CMS Inter-Agency Task Force Report, calling for investigation of making MPKs and other advanced prosthetic devices more readily available to more Medicare amputees—2018
- Securing February 2018 legislation recognizing by statute the legitimacy of orthotist/prosthetist notes in Medicare determinations of medical necessity (Reversing 7-year hiatus)—2018
- Prosthetics 2020 and Orthotics 2020
- Completion in September 2017 of the RAND Study on Transfemoral Prosthetics (Microprocessor Knees), which independently demonstrated the value of advanced prosthetics in greatly reducing falls, injuries and deaths (by 450%), and thereby generating savings.
- Initiating a proposal to the CMS Center for Medicare & Medicaid Innovation to validate RAND findings prospectively on clinical level with Medicare K-2/K-3 patients + higher payment to prosthetists for enhanced health monitoring of patients—2018.
- Securing decision by Medicare in March 2018 that orthotic devices (diabetic shoe inserts) fabricated using CAD/CAM scanning process are equivalent and reimbursable at identical rate to traditional “Molded to Direct Patient Model”—THE VALUE OF PRECEDENT—2018
- Coordinated in a multi-party effort that resulted in securing language in March 2018 Omnibus rebutting proposed Veterans administration policy that would have limited vets’ choice to receive prosthetic/orthotic care from private sector contractors; fighting recent OIG Prosthetics Report—2018
- Dobson-DaVanzo and RAND Studies

- Outcomes—BCIT on Prosthetic Feet, Mayo study supporting MPKs as correlating with reduction in falls
- Coordinating with MEDPAC on its generally favorable study on orthotics, prosthetic patient registry (NIH Start-Up Funding)
- No O&P competitive bidding and no Medicare prior authorization at least not yet
- Increasing awareness of the improved patient outcomes where access to advanced (nominally K-3) prosthetics available
- Emerging interest in strengthening research in key areas of orthotics
- Continuation of pre-existing condition protections, Medicaid funding & O&P, as essential health benefits aid patients and profession
- Organized & conducted AOPA-sponsored expert consensus conference (Sept. 2018) to resolve questions on trans-tibial amputee patient care and costs

AOPA Leadership Conference: The Scott, Scottsdale, AZ ~ January 4-6, 2019

AOPA invites our top-level executives from AOPA member companies to join us at our fourth O&P Leadership Conference. Participate in executive level discussions, be among the first to learn what's happening in your profession in 2019 and enjoy this beautiful downtown Scottsdale, Arizona location for only \$159 per night.

CEOs, COOs and other top-level executives from AOPA member companies have been invited. Invitations are non-transferable. If you wish to have another member of your executive team placed on the invitation list or wish to request your invitation, please contact Ryan Gleeson at rgleeson@aopanet.org or by calling (571) 431-0836.

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

AOPA is partnering with the Health Care Compliance Association (HCCA) to observe its 2nd Annual Corporate Compliance and Ethics Week November 4-10, 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. 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.

AOPA has developed several tools to assist you:

- Order **products and other giveaways** to keep your staff engaged and make the week fun.

- Forward the **daily “Compliance Message”** to all employees each day during HCEW. Have your employees answer the **compliance question of the day to win prizes** from AOPA and gain recognition from their peers.
- Participate in **daily educational programs** and earn CE credits. Many are free.
- Don’t forget to **sign the “Celebrating Wall”** to let other AOPA members know of your participation.
- Use our **press release template** to let your community know of your organization’s commitment to compliance and ethics (available on the Resources page).
- Visit our website 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 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. Participation is a win/win for your company and for your patients.

2018 Health-Care Compliance & Ethics Week Webinars

Date	Education
Monday November 5	Webinar: <i>Creating a Compliant Office</i> , Presented by Teri Kuffel, JD
Tuesday November 6	Webinar: <i>Texting and E-mail with Patients: Patient Requests and Complying with HIPAA</i>
Wednesday November 7	Webinar: <i>Defining, Mitigating and Reducing Harassment in the Workplace*</i>
Thursday November 8	Webinar: <i>Top-Ten Things You Need to Know to Create a Chart Audit</i>
Friday November 9	Webinar: <i>Cyber Security</i>

*AOPA’s Board recently approved and released to members the following AOPA Policy Statement on Nondiscrimination and Anti-Harassment in the Workplace.

Nondiscrimination/Anti-Harassment in the Workplace
 AOPA member companies, as assembled groups of healthcare professionals, must operate in full compliance with all federal and state laws, including those that govern discriminatory practices. Title VII of the Civil Rights Act of 1964 prohibits employers from discriminating against employees on the basis of sex, race, color, national origin, and religion. By way of accreditation, it is established that O&P facility owners operate with compliance plans that adhere to these tenets and condemn any form of discriminatory practices in the workplace. *Every employee is entitled to fair treatment in the workplace.* Any violation of these conditions is not consistent with the standing of AOPA member companies as assembled groups of healthcare professionals and is not consistent with this Code. More importantly, any violation of these conditions is almost certainly illegal, and punishable under state or federal laws.

AOPA 101st National Assembly Highlights



SEPT. 26-29 | VANCOUVER | CANADA

AOPA's 101st National Assembly proved to be another success for AOPA and the O&P community. Exhibitors and attendees came from over twenty countries, making it an insightful global event.

The exhibit hall opened with an original performance from MUSQUEAM – “People of the River Grass.” The Musqueam people are the oldest known residents of Vancouver and have lived there for thousands of years.

The morning opening session featured key note speaker, Tobie Hatfield, senior director of athlete innovation for Nike. Following Hatfield's world class insights, were the Award Winning Thranhardt Lecture series presentations by Tiffany Graham, MSPO, CPO, LPO: *Significant Factors Influencing the Effectiveness of Cranial Remolding Orthoses in Infants with Deformational Plagiocephaly* and Brian Kaluf, BSE, CP, FAAOP: *Comparative Effectiveness of Microprocessor and Energy Storing Prosthetic Ankles: Full Study Results*.

The educational line-up included Outcomes and Evidence-Based Practice in P&O: How are you Documenting Value in your Clinic and Using it to Improve Reimbursement? Presenters of this panel included James Campbell, PhD, CO, FAAOP, Brian Hafner, PhD, Andreas Hahn, PhD, PE, Russell Lundstrom, MS, Brittany Pousett, CP(c), MSc, and Scott Sabolich, CP.

Friday morning's AOPA Annual Membership Business Meeting presented the Lifetime Achievement Award to C. Michael Schuch, CPO, FAAOP, FISPO (deceased). Barbara Schuch accepted the award on behalf of her husband. The Ralph R. “Ronney” Snell, CPO, FAAOP, Legislative Advocacy Award was presented to both Denise Hoffmann and Pam Lupo, CO. The Edwin and Kathryn Arbogast Award for best prosthetic abstract was presented to Katherine Ching from the University of Pittsburgh for *An Analysis of Internal Consistency within OPUS in Upper Extremity*. The Otto and Lucille Becker Award for best orthotic abstract was presented to Peter Zenger from the University of Pittsburgh for *Self-Efficacy Related to Education Level in O&P*.

Popular education sessions included, Technology for Geriatrics, WHO Standards for Prosthetics and Orthotics (Policy, Products, Personnel, & Provision), Multi-disciplinary Panel on Rehabilitation of the Paretic Arm, and Business Management for Today's O&P Facility, to name a few.

Saturday featured a key note by Mike Schultz, two-time Paralympic medalist, followed by a summation of Orthotics 2020 – Defending the Future of Orthotic Care, presented by Tom Fise, JD, and Nicholas LeCursi, CO, which discussed the establishment of the Medical Advisory Board (MAB) who are working cooperatively to advance non-branded studies and data to assess outcomes across identified categories of treatment. Five workgroups have been established to focus on the areas of stroke, osteoarthritis, cranial orthoses, scoliosis and spinal bracing.

Attendees enjoyed the various Special Events happening in the Exhibit Hall, such as the Slap Shot Hockey Game, sponsored by ALPS, with prizes up to \$100 and the annual Technical Fabrication Contest with twelve winners totaling prizes of \$4200. The Party with a Purpose fundraiser for AOPA's government relations efforts brought in over \$35,000, at an exclusive party featuring a 1970's theme.

A special and resounding THANK YOU to the sponsors of the 2018 AOPA National Assembly! AOPA could not create such a successful event without our incredible sponsors. See all the photos on Flickr and search #AOPA2018 on Twitter.

Recovery Audit Contractor Introduces Two New Audits

On August 7, 2018, the Centers for Medicare and Medicaid Services (CMS) published two new proposed issues for review by Performant Recovery, the Recovery Audit Contractor (RAC) for DMEPOS, Home Health, and Hospice claims nationwide. The two issues that were proposed for RAC review are custom fabricated knee orthoses described by L1844 and L1846 and MEPOS services delivered to a Medicare beneficiary during a Hospice benefit period.

The RAC review for custom fabricated knee orthoses is a complex review meaning that claims will be reviewed to ensure that the knee orthoses delivered were medically necessary and meet the coverage guidelines outlined in the Medicare local coverage decision (LCD) and Policy Article for knee orthoses. Performant began auditing claims for this issue on September 14, 2018.

The second issue that was proposed for RAC review is an automated review for DMEPOS services that were provided during a Medicare covered hospice benefit period. As hospice is considered a Medicare Part A benefit, claims submitted to Part B contractors, including DME MACs, are typically not covered as Part B services unless they are unrelated to the patient's terminal disease. When this is the case, providers are required to submit the claim with a "GW" modifier. Performant began auditing these claims on September 20, 2018.

AOPA Government Relations (O&P PAC and Capitol Connection) 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**:

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The O&P PAC has recently supported the following member(s) of Congress*: Representatives Brett Guthrie (R-KY), Mike Bishop (R-MI), Brad Wenstrup (R-OH), Anne Kuster (D-NH) and Dutch Ruppersberger (D-MD).

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

By supporting the PAC, members make it possible for us to support and promote the legislators who have played such important roles as O&P allies on the Hill. From Rep. Roskam, Rep. Bishop, and Sen. Cardin, to those who have helped in the efforts this past year on matters such as recognizing the notes of orthotists and prosthetists as well as supporting H.R. 4772 and H.R. 2599, including Reps. Glenn Thompson (R-PA), Mike Thompson (D-CA), Peter King (R-NY), Dutch Ruppersberger (D-MD), Erik Paulsen (R-MN), Brett Guthrie (R-KY), Michael Kelly (R-PA), Kevin Brady (R- TX), and Richard Neal (D-MA) and Senators Chuck Grassley (R-IA), Mark Warner (D-VA), Bill Cassidy (R- LA), Orrin Hatch (R-UT), Ron Wyden (D-OR), and Tammy Duckworth (D-IL).

Capitol Connection is a fund established by AOPA to supplement and aid its government relations program and to cover any costs or expenditures that may not be covered by the general government relations budget. Typically, funds from Capitol Connection help finance studies which support AOPA's legislative and regulatory positions. The funds are also used to create and distribute educational materials, and to help cover costs related to hosting the annual AOPA Policy Forum and maintain the AOPAVotes.org website. Capitol Connection would like to thank the following individuals for their recent contributions: Peter Allard, Olafur Gylfason and Melanie Perry

During the 2018 AOPA National Assembly, the O&P PAC and Capitol Connection were able to raise over \$35,000 via special events such as the Party with a Purpose.

**This list includes contributions made/received since the last AOPA Staff report between the period of 6/28/2018 and 10/05/2018.If we missed your name please accept our apologies, and any

contributions made or received after October 5, 2018 will be published in the next quarterly staff report.

Mobility Saves Updates

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 lives and money. The website showcases testimonials from individuals living with limb loss and mobility challenges, and the research that supports the efficacy of appropriate prosthetic and orthotic devices and services. Over the coming months, AOPA will be redesigning several sections of the website to better reflect the impact of the outcomes-based evidence that supports the economic value of orthotic and prosthetic services and devices.

Mobility Saves is growing on social media, with over 23,000 likes on Facebook (“like” us at www.facebook.com/mobilitysaves), ~2500 Twitter Followers (www.twitter.com/MobilitySaves), and over 165 connections on LinkedIn (www.linkedin.com/company/mobility-saves).

AOPA Co-OP, the Compendium of O&P

The AOPA Co-OP, a reimbursement, coding and policy resource, now has 374 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 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 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 have its next meeting on November 10, 2018 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 advanced transfemoral prostheses at RAND.org. A separate report from RAND Corporation has also been published in the *Journal of NeuroEngineering and Rehabilitation*. RAND continues to work towards a report on advanced trans-tibial prostheses.

Consensus Conference and Statement

On September 6, 2018, O&P's brightest minds gathered at AOPA Headquarters for a day-long consensus conference to discuss existing literature and research gaps in the topic area of prosthetic intervention for transtibial amputees. The group produced a consensus statement focused on the health economic and quality of life benefits of advanced transtibial prostheses. The panel of subject area experts included Phil Stevens, MEd, CPO, FAAOP; Brian Kaluf, BSE, CP; Ken Kaufman, PhD.; Silvia Raschke, PhD; Brian J. Hafner, Jason Highsmith PhD; David Boone, PhD; Doug Smith, MD; Andreas Kannenberg, MD; Robert Gailey, PhD; Knut Lechler, Saeed Zahedi, Jim Campbell, PhD and Hangsheng Liu, PhD, of RAND Corporation.

Center for Medicare and Medicaid Innovation (CMMI)

On the heels of the remarkable results from the RAND Corporation report, Economic Value of Transfemoral Prosthetics, AOPA in conjunction with Prosthetics 2020, is working with the Center for Medicare and Medicaid Innovation on a three-part proposal that would explore the health economic benefits of allowing patients with activity level designations lower than K3 to receive microprocessor-controlled prostheses. The proposal also seeks to explore opportunities to expand prosthetists' scope of practice with respect to certain elements of clinical care, such as monitoring weight change, pain level, and medication compliance for coordination with the patient's primary care provider, with an incremental increase in prosthetist payment.

The Center for Medicare and Medicaid Innovation, also known as the CMS Innovation Center, allows the Medicare and Medicaid programs to test models that improve care, lower costs, and better align payment systems to support patient-centered practices.

Limb Loss and Preservation Registry

The National Institutes of Health (NIH) have awarded the Mayo Clinic and chief investigator, Kenton Kaufman, PhD, a five-year contract for five million dollars for start-up costs to develop a limb loss and preservation registry. The registry will include electronic health records of U.S. adults and children and is expected to be operational by 2020. It will be the first registry of people living with limb loss and will greatly expand the knowledge base for research to improve prevention, treatment and rehabilitation for this patient population.

Orthotics 2020

In response to RFPs released by AOPA for four of the five clinical areas identified under the Orthotics 2020 initiative: Osteoarthritis; Stroke; Traumatic Spinal Injuries and Plagiocephaly, the Center for Orthotic and Prosthetic Learning and Outcome/Evidence-based Practice (COPL) has recommended two research projects to AOPA's Board of Directors for funding. An RFP for the fifth category, Scoliosis, is in development.

Stakeholder subgroups for each of the categories continue to meet on a regular basis to review the progress of the project and advise accordingly, and the formation of an Orthotics 2020 Medical Advisory Board is underway. AOPA is excited to transition Orthotics 2020 into a vital enterprise to protect the orthotic services upon which patients depend, and to begin populating a stronger research base around issues on the value of orthotic services.

Outcome Assessment Reporting System (OARS)

AOPA has launched a beta test for an online 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.

As part of the beta testing phase, AOPA is offering free access to interested practitioners that work for AOPA members. If you are interested in participating in the OARS beta test, please email awhite@aopanet.org for additional information.

Mastering Medicare Webinars

The AOPA Mastering Medicare Webinar series continues to be an informative 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. Sign up at bit.ly/2018webinars. The webinars are a great way to boost employee morale (by providing monthly staff education event), provide needed education and earn CE Credits. The remaining 2018 webinar series schedule is listed below:

2018 Webinars

November 14 Evaluating Your Compliance Plan & Procedures: How to Audit Your Practice
December 12 New Codes, Medicare Changes & Updates

All previous 2018 webinars are available via AOPAiversity for access at a modest cost to AOPA members.

The 2019 AOPA Mastering Medicare Webinar series titles and dates have just been released. 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 entire series of 2019 webinars for only \$995 and get one free. Sign up at <http://bit.ly/2019webinars>. The 2019 webinar series schedule is listed below:

2019 Webinars

January 9: Understanding the Knee Orthoses Policy
February 13: Patient Outcomes: Best Practices & How to Use Them
March 13: Advanced Beneficiary Notice: Get to Know the ABN Form
April 10: Shoes, External Breast Prostheses, Surgical Dressings and Other Policies
May 8: Are You Complaint-Know the Supplier Standards
June 12: Documentation-Understanding Your Role
July 10: T.P.E – Get to Know the Program & What the Results are Telling You
August 14: Are You Ready for the Worst: Contingency Planning
September 11: Veteran Affairs Updates: Contracting, Special Reports and Other News
October 9: Performance Reviews: How is Your Staff Doing?
November 13: The Holiday Season-How to Provide Compliant Gifts
December 11: New Codes for 2020, Other Updates and Yearly Round-Up

Be sure to visit the AOPA website for updates and be sure to sign up to receive announcements about upcoming educational events.

Amputee Coalition Lead Advocates Program

AOPA launched a webinar series in September as part of the Amputee Coalition Lead Advocates Program, to train individuals living with limb loss on the legislative issues affecting their prosthetic care. All webinars are being provided through AOPA's GoToTraining platform and are being recorded for future use by members. Webinar hosts include, Tom Fise, Tom Andrews, Nicole Ver Kuilen and Ashlie White. Webinars include:

1. **Today on the Hill:** This webinar will provide an overview of current congressional priorities, where healthcare issues fit into those priorities, and how O&P issues are perceived in the current environment. This session will also discuss the roles the current Administration's and Congress's priorities play in the overall legislative environment and what to expect post-ACA.
Prerequisite
2. **Legislative committees and Why They Matter.** This webinar outlines the importance of Federal legislative committees. Additionally, the session frames the committees of reference and explains why every legislator is not created equal.
3. **What about ME?/Building Your Case:** This session will train advocates how to go beyond simply telling their stories. Instead, they will learn to more comprehensively use their experiences as entrée into discussions about key issues facing the greater limb loss/difference population. Participants learn how to assemble key talking points, the planning process for legislative advocacy, and how to prepare for a specific visit with your legislator or his/her staff.
4. **Through their eyes.** This webinar discusses the differences in Democratic and Republican philosophy with respect to the issues affecting the limb loss/difference population. How the advocate's message is perceived by the legislator can influence the outcome.
5. **Make them remember your name.** This webinar discusses the key steps to take in order to build an enduring relationship with your legislator. Ultimately, if your legislators know your name or they can pick you out in a room, they are more likely to listen to your concerns.
6. **Please and thank you!** This webinar discusses the importance of following up with your legislators and staffers after a meeting to hammer home the message and repeat the "asks."
7. **Bring it HOME!** This webinar reviews ways how to connect with your Congressman beyond the beltway.

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.

November 12 - 13, 2018 Las Vegas, NV- Registration is open

The 2019 AOPA Coding & Billing Seminar schedule will be released shortly. Be sure to visit the AOPA website for updates and be sure to sign up to receive announcements about upcoming educational events and don't miss out on attending the AOPA Coding & Billing Seminar, when it is in your backyard.

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 National Assembly 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! Sessions include:

O&P Almanac

The September issue of the Almanac was distributed at the AOPA National Assembly, in attendee meeting bags, at the O&P Almanac table AOPA booth, and in the morning general session. The September issue featured must see programming at this year's National Assembly as well as highlighting O&P advocates making headway for more favorable laws and regulations at the state level in Closer Connections. In previous issues, this quarter: June's focused on Great Expectations of graduating students and how new clinicians will advance the O&P profession; July featured the Senior Surge and how facilities prepare for the influx of baby boomers in need of O&P intervention; and August's issue was on Staffing Up –how to raise the bar for O&P hiring practices.

O&P News

As of September 2018, O&P News ceased distributing print copies and moved to an online platform. We value our readership and acknowledge the demand of ready and quick access to the latest articles. You will have immediate digital access across all device platforms. Distribution will include referral sources: orthopedic and vascular surgeons. Digital subscription is easy, just fill out the postcard with your email information featured in O&P News August 2018 issue. Or subscribe at bit.ly/OPNSubscribe. We are excited to expand our reach across all platforms and are thankful for all our readers!

2018 Third Quarter Membership Update

Although building membership is a year-round activity, AOPA conducted its targeted annual member recruitment drive this quarter. Following are new AOPA members joining July 1, 2018 to September 30, 2018.

AOPA welcomes the following new patient care facility members in the third quarter of 2018:

Braceman P&O Inc. of Chicago IL; **Holmes Prosthetic Center** of Houston, TX; **Synergy Prosthetics** of San Diego, CA; **Oertel Orthopedics Inc** of Union, NJ; **Xtreme Prosthetics LLC** of Somerset, NY; **PrimeCare Orthotics & Prosthetics** of Las Cruces, NM; **Children's O&P Services Inc** of Highland, NY; **Anew Life Prosthetics & Orthotics** of Detroit, MI; **Alchemy Orthotics & Prosthetics** of Anchorage AK; **American Limb & Orthopedic Company** of Valparaiso, IN; **Lifestyles O&P** of Omaha, NE.

The new International members this quarter were: **Adaptive Technologies Inc** of Lethbridge, Alberta Canada; **Barber Prosthetics Clinic** of Vancouver BC Canada, and **Xi'an HSD Rehabilitation Appliance Company** of China.

The new Supplier members this quarter include: **Daily Medical** of Midwest City, OK and **Voxelcare SL** of Elche, Spain.

2018 Operating Performance and Compensation Survey Reports Released

Ninety patient care facilities representing 1,022 full-time facilities and 191 part-time facilities, participated in AOPA's 2018 Operating Performance Survey. Members are encouraged to participate in these benchmarking surveys (FREE) to assist in developing specific strategies to gauge and improve the financial health of their O&P business. The survey also helps AOPA develop a more accurate picture of the financial trends in the O&P industry.

Published copies of the final 2018 report are now available at <https://www.aopanetonline.org/store>.
2018 Operating Performance Report: Member: Electronic Version \$185, Nonmember: \$325.

Mark your calendars for May 2019: When you participate in the Operating Performance survey, you receive the final published report (and a customized report for your facility) for FREE. Watch for announcements in the AOPA's online bi-weekly newsletter SmartBrief.

And Finally...It's Membership Renewal Season for 2019

It's membership renewal season for 2019. AOPA's Board members, volunteer leaders and staff are committed to helping you solve today's challenges and safeguarding your future through research and advocacy. We hope you will remember that we are stronger together when facing the challenges ahead of us in the coming year. Your membership renewal will ensure that our important work continues your behalf.

Calendar Reminders 2018

November 4-10 Health-Care Compliance and Ethics Week
November 12-13 Coding & Billing Seminar, Las Vegas
November 14 Webinar: Evaluating Your Compliance Plan & Procedures: How to Audit Your Practice
December 12 Webinar: New Codes, Medicare Changes & Updates
December 31 AOPA 2019 Dues Deadline

Calendar Reminders 2019

January 4-6: Leadership Conference
January 9: Understanding the Knee Orthoses Policy
February 13: Patient Outcomes: Best Practices & How to Use Them
March 13: Advanced Beneficiary Notice: Get to Know the ABN Form
April 10: Shoes, External Breast Prostheses, Surgical Dressings and Other Policies
May 8: Are You Complaint-Know the Supplier Standards
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July 10: T.P.E – Get to Know the Program & What the Results are Telling You
August 14: Are You Ready for the Worst: Contingency Planning
September 11: Veteran Affairs Updates: Contracting, Special Reports and Other News
September 25-28: 2019 National Assembly in San Diego CA
October 9: Performance Reviews: How is Your Staff Doing?
November 13: The Holiday Season-How to Provide Compliant Gifts
December 11: New Codes for 2020, Other Updates and Yearly Round-Up