

AOPA 3rd Quarter 2020 Staff Report



To: AOPA Membership
From: Eve Lee, Executive Director
Date: October 19, 2020

Another busy couple of months at AOPA. We held the 2020 Virtual National Assembly. A big thank you to all the attendees, sponsors, and exhibitors without your support and patience it wouldn't have been the success it was. If you haven't heard, the Assembly platform will remain open the remainder of 2020. This means you have several months to take advantage of all the Assembly had to offer.

We also continued to monitor the implications of COVID-19 and responded to your needs. As a result, our [COVID-19 Responses and Resources webpage](#) grew with new actions, guidance, and resources. Additionally, we continued to connect with legislators about how they can best support the O&P profession. Please know, the AOPA Board and staff remain committed to you and your needs so that you can continue to provide quality care to your patients. Our efforts will not stop until the pandemic ends. We will keep updating this webpage as well as push out updates via email, Smartbrief, and our social media channels.

In case you missed it, we just released our [Defining Diversity and Inclusion Initiative](#). I encourage you to take a look at what we are proposing and reach out if you are interested.

Finally, I am proud to bring your attention to AOPA Connection. It is your one-stop-shop for all things AOPA. After logging in, you will instantly have access to all your AOPA benefits. AOPA Connection is available to all employees of AOPA members. Learn more including how you can access it [here](#).

Thank you for all you continue to do for your patients and the O&P profession. As always, if you have questions, concerns, or needs do not hesitate to reach out to any of the staff at info@AOPAnet.org.

2020 National Assembly: The meeting that keeps on giving

The 2020 Assembly was held September 8-12 as a Virtual Online Experience. Originally scheduled to take place in Las Vegas, COVID-19 provided AOPA leadership with a dilemma that would result in cancellation or moving to a virtual experience. After realizing that an in-person meeting was not a viable option, the meeting was quickly pivoted to a virtual platform.

The Assembly Committee quickly reorganized the schedule and educational content to assist staff in developing the new experience. Initial feedback from attendees has been exceptionally good. Attendee registration was twice what anyone anticipated. Our budgeted goal was for 500 attendees. The total number of participants as of October 12 stands at 1,174, 928 attendees and 246 exhibit personnel. registrants can take advantage of the course catalog and the accompanying 100+ CE Credits through the end of the 2020 year. CE credit reports will be provided monthly.

Attendee Feedback

- ✓ 81% of attendees rated the Virtual Assembly Overall as Excellent or Above Average
- ✓ 85% of attendees rated the Education Program as Excellent or Above Average

- ✓ 92% of attendees rated the Virtual Platform as Easy-to-Use.

If you did not register for the Assembly—it's not too late! No need to miss out on the Assembly's high-level education programming nor the top-notch speakers. The exhibit hall is still available for your viewing pleasure and speakers can be messaged via the platform to answer your questions. Registration is open and there is still plenty of time to earn a plethora of CE Credits. Need more reasons to participate, here is just a sampling of what you'll see -

- KEYNOTE ADDRESS: What Has Changed in American Health Care, and How Will the Pandemic Affect the Future? -- Michael Lovdal, PhD
- (C4) Understanding the Wound Healing Continuum and Its Considerations in Returning Quality of Life with O&P – Naz Wahab, MD
- Best of Show, Thranhardt Lectures
- Navigating Your Business Through COVID with Resources from the Small Business Administration
- DME MAC Medicare Policy Updates
- SYMPOSIUM: Orthotic Spine Management-- *Daniel Ayana, MSN, RN, CNP; Jennifer Fawcett, CO; Kristin Smith, CO and Zachary Thurow, CPO*
- SYMPOSIUM: Fall Prevention -- *Dennis Janisse, CPed; Kenton Kaufman, PhD, PE and Jonathan Moore, DPM, MS*
- SYMPOSIUM: Navigating O&P Education and Practice as a Minority Individual -- *Nina Bondre, CPO; John Brinkmann, MA, CPO/L, FAAOP(D); Stacey Brown, MPO; Bria Collins, MPO and Amandi Rhett, MS, CPO/LPO*

Learn more or register at www.AOPAAsembly.org.

Save the Date: 2021 National Assembly

The 2020 AOPA National Assembly is scheduled to take place September 9-12, 2021 at the Hynes Convention Center in beautiful, downtown Boston, MA. Due to the ever-changing situation with the COVID, exhibit sales will not open until mid-January 2021. Be sure to check www.AOPAnet.org often for additional information and updates.

Legislative and Regulatory

Legislative Updates

COVID Legislation

AOPA continues to work closely with Congress to ensure our members are receiving every benefit possible as they continue to work through the pandemic. AOPA's efforts in Q3 led to an extension of the Paycheck Protection Program, and revisions to the Medicare Accelerated and Advance Payments program (AAP) that extends the deadline for providers to start repaying Medicare advance payment loans. We also worked closely with our members on recently released guidance on reporting of Provider Relief Fund disbursements. AOPA continues to work with Congress on additional benefits for inclusion in the next COVID legislative package, including tax deductions on Personal Protective Equipment and ensuring providers are not required to pay taxes on Provider Relief Fund disbursements.

Medicare O&P Patient-Centered Care Act

On November 22, 2019, the House of Representatives introduced the Medicare O&P Patient-Centered Care Act. Reps. Mike Thompson (D-CA), GT Thompson (R-PA), GK Butterfield (D-NC), and Brett Guthrie (R-KY) were the bills original sponsors, and since then Reps. Jeff Van Drew (R-NJ), David Roe (R-TN), Joyce Beatty (D-OH), Steven Horsford (D-NV), Grace Napolitano (D-CA), Ted Deutch (D-FL), Raul Ruiz (D-CA), and Gil Cisneros (D-CA) have also joined the bill.

On August 6, 2020, the Senate introduced their version of the bill. Senators Steve Daines (R-MT), Mark Warner (D-VA), John Cornyn (R-TX), Bill Cassidy (R-LA), and Tammy Duckworth (D-IL) are the original

sponsors of the bill. Since its introduction, AOPA has worked closely with these offices as well as staff of the Senate Finance Committee to find a way to move the bill forward. With the COVID pandemic and more recently a Supreme Court vacancy taking up the majority of the Senate's time, it has been difficult to gain traction on the bill; however, Congress is expected to pass several pieces of legislation during the post-election lame-duck session of Congress, and we will have several opportunities to pass the bill.

Our grassroots advocates have sent nearly 1,100 letters and social media posts to members of Congress in support of the legislation, and we're greatly appreciative of their efforts.

O&P Political Action Committee

AOPA would like to thank the following individual(s) for their recent contribution* to the O&P PAC in 2020: Curt Bertram, CPO; Jeffrey Brandt, CPO; George Breece; Terri Bukacheski, CP; Erin Cammarata, CTO; Tina Carlson, CMP; Christina Cox; Steven Ehretsman; Don Foley; Eve Lee, MBA, CAE; Jim Liston, CP; F. Daniel Luitjohan, CP; Jeff Lutz, CPO; Brad Mattear, CFo, CPA, LO; Martin McNab, CPO; Wendy Miller, BOCO; Matthew Nelson, CPO; Ricardo Ramos, CP, LP; Bradley Ruhl; Michael Schlesinger; Lesleigh Sisson, Cfo, CFm; Bernie Veldman, CO; Regina Weger; Dennis Williams, CO, BOCO; Scott Williamson, MBA; Larry Word, CPO; Ann Yamane, CO; James Young, Jr., CP, LP, FAAOP and Claudia Zacharias, MBA, CAE

To participate in, support and receive additional information about the O&P PAC, eligible individuals must first sign an authorization form, which may be completed online: bit.ly/aopapac.

While all in-person PAC events were cancelled beginning in mid-March, the AOPA PAC has been working with legislators to coordinate group and one-on-one virtual meetings with key legislators. In the second quarter, these meetings included:

- Senate Majority Leader Mitch McConnell (R-KY, \$10,000) – AOPA staff joined two virtual meetings during which we were able to discuss our issues with Leader McConnell.
- Sen. Steve Daines (R-MT, \$5,000) – AOPA staff hosted a virtual event with both Sen. Daines and Leader McConnell to discuss the Medicare O&P Patient-Centered Care Act and the ways we might move the bill forward in the 116th Congress.
- Rep. Don Beyer (D-VA, \$1000) – AOPA staff joined a virtual event with Rep. Don Beyer, who sits on the House Ways and Means Committee, and former South Bend Mayor Pete Buttigieg.
- Rep. GK Butterfield (D-NC, \$1,000) – Rep. Butterfield, who sits on the House Energy & Commerce Health subcommittee, is an original sponsor of the O&P Patient-Centered Care Act.
- Rep. Mike Thompson (D-CA, \$1,000) – Rep. Thompson is an original sponsor of the O&P Patient-Centered Care Act. Rep. Thompson was joined for this event by Rep. Anna Eshoo, the chair of the Energy & Commerce Health subcommittee, which has jurisdiction over our legislation.
- Rep. Mike Kelly (R-PA, \$1,000) – Rep. Kelly sits on the House Ways & Means health subcommittee.
- Finally, as part of our 2020 National Assembly, AOPA held a fundraiser for the O&P PAC in which we were joined by Rep. Steven Horsford (D-NV), who provided a congressional update and talked about his work on our issues.

*Due to publishing deadlines this list was created on 09/21/2020 and includes only donations/contributions made/received between 01/15/2020 and 09/21/2020. Any donations/contributions made/ received on/or after 09/14/2020 will be published in the next update

Members Only Advocacy Webinar

Wondering what is going on in Washington DC to help the O&P profession?

Join Justin Beland, AOPA's Director of Government Affairs for AOPA's Monthly Member Advocacy Webinars. Justin will bring you up to speed on the latest from Capitol Hill and the Administration, as well as provide you with the tools to help you deliver a powerful message to your elected officials on behalf of the O&P profession. He'll cover the latest actions by Congress, legislation that affects O&P, and ways you can get involved to advance our profession.

Register today:

- [Wednesday, October 21 at 1pm ET](#)
- [Wednesday, November 4 at 1pm ET](#)

Regulatory Updates

CMS Delays Mandatory Use of the Revised ABN Form

In late June the Center for Medicare and Medicaid Services (CMS) released the new and revised CMS-R-131, the ABN, form with an expiration date of 6/30/2023, for immediate use. Mandatory use of the revised form was set to begin on August 31, 2020. CMS has announced that mandatory use of the revised ABN form will now be January 1, 2021.

PDAC Coding Verification Reminder for Lower Limb Prostheses

As a reminder, effective for claims with dates of service on or after January 1, 2021, the only products which may be billed using codes L5856, L5857, L5858, L5973, L5980, and L5987 are those for which a written Coding Verification Review has been made by the PDAC and is listed on the PDAC Product Classification List.

CMS Announces New Implementation Dates for Prior Authorization

The Center for Medicare and Medicaid Services (CMS) announced the new implementation dates for the Medicare Prior Authorization program for six lower limb prosthesis codes (L5856, L5857, L5858, L5973, L5980, and L5987) which had their original implementation delayed due to the COVID-19 public health emergency. Medicare prior authorization for the six codes began in the four pilot states (PA, MI, TX, and CA) on September 1, 2020 and will be implemented nationally on December 1, 2020.

AOPA has developed a Medicare Prior Authorization Tracking Tool (MPATT) that will allow AOPA members to easily track their Medicare prior authorization activities and share valuable data with AOPA regarding successes and challenges of the program. The MPATT has been distributed to AOPA members in the four pilot states and will be made available to all AOPA members prior to the December 1, 2020 national implementation date.

DME MACs Begin Limited Widespread Post-Payment Reviews

The Centers for Medicare and Medicaid Services (CMS) announced the resumption of certain audit activity beginning on August 3, 2020. CMS will not be restarting all audits on August 3, but instead due to the continued Public Health Emergency (PHE) will be implementing a phased approach, and the audits will begin with limited DME MAC based post-payment reviews and will only involve claims with dates of service prior to the beginning of the declared PHE on March 1, 2020. Noridian, the DME MAC for jurisdictions A & D, and CGS, the DME MAC for jurisdictions B&C, have announced reviews for two knee orthoses:

- L1833- Knee orthosis, adjustable knee joints (unicentric or polycentric), positional orthosis, rigid support, prefabricated, off-the shelf
- L1851- Knee orthosis (ko), single upright, thigh and calf, with adjustable flexion and extension joint (unicentric or polycentric), medial-lateral and rotation control, with or without varus/valgus adjustment, prefabricated, off-the-shelf

CGS has also announced reviews for review for L0650, an off-the-shelf LSO.

As of now CMS did not provide a timeframe for the next phase or for the renewal of audit activity through the Target, Probe, and Educate (TPE) program, RAC audits or SMRC audits. CMS also

reiterated that the DME MACs may allow for flexibility with extensions and the cancelling of audits based on individual supplier's ability to complete the audit.

DME MAC & PDAC Correct Coding Reminder: Scoliosis Bracing

The DME MACs and the PDAC released a correct coding reminder for five base codes used to describe coliosis braces: L1000, L1005, L1200, L1300 and L1310.

The L1005 (tension-based scoliosis and accessory pads), L1300 (other scoliosis procedure, body jacket molded to patient model) and L1310 (other scoliosis procedure, post-operative body jacket) are considered to be complete devices and all inclusive. The use of any other addition codes will be considered unbundling and incorrect coding.

The L1000 (CTLSSO, Milwaukee, inclusive of furnishing initial orthosis) is a custom fabricated scoliosis brace and the following addition codes may be incorporated into the brace and are eligible for separate payment: L1010, L1020, L1025, L1030, L1040, L1050, L1060, L1070, L1080, L1085, L1090, L1100, L1110, and L1120. The listed addition codes will also be denied as not separately payable if billed with a base code other than the L1000.

The L1200 (TLSSO, inclusive of furnishing initial orthosis only) may have the following addition codes incorporated into the brace and are eligible for separate payment: L1210, L1220, L1230, L1240, L1250, L1260, L1270, L1280, and L1290. The listed addition codes will also be denied as not separately payable if billed with a base code other than the L1200.

DME MAC & PDAC Correct Coding Reminder: Hip Abduction Orthosis

The DME MACs and the PDAC released a correct coding reminder for the hip abduction orthosis, L1686 (HO, abduction control of hip joint, postoperative hip abduction type, prefabricated, includes fitting and adjustment). L1686 contains a semirigid or rigid waistband connected to a single rigid upright, hip joint and rigid thigh cuff. The hip joint is adjustable for extension/flexion as well as abduction; the hip joint aligns and maintains the femur in an abducted position. The L1686 is also considered to be a complete product/device. It is also considered to be custom fitted and requires more than minimal self-adjustment at the time of delivery and requires the expertise of a certified orthotist or an individual who has specialized training in the provision of an orthosis to fit the item to the beneficiary.

DME MACs Clarify AFO/KAFO Policy Article Language

The DME MACs have confirmed, at AOPA's request, the language in the AFO/KAFO Policy Article which states: "In addition, if the item is custom fabricated, a complete and clear description of the item, including what makes this item unique, and a breakdown of charges (material and labor used in fabrication). This information should be entered in the narrative field of an electronic claim.", doesn't apply to all custom fabricated AFO/KAFO codes. The DME MACs have confirmed that the language applies to the miscellaneous code L2999 and they will clarify this in a future revision to the AFO/KAFO Policy Article.

Research

AOPA Co-OP, the Compendium of O&P

During the third quarter, the AOPA Co-OP grew by over 40 member companies, all contributing to this comprehensive compendium of knowledge on O&P coding, policy and reimbursement. AOPA Supplier Members that are part of the [Supplier Plus Program](#) can now include links directly to product-specific webpages on company sites within the [L Code Search](#) section in addition to other exclusive Co-OP opportunities.

Members continue to have an opportunity to request and share documents and policies developed to address the COVID-19 Pandemic on the [Member to Member](#) page and in the comments section at the

bottom of the page. New sections in trending topics, specifically on private payor policy restrictions are set to roll out in Q4.

If you haven't signed up for the Co-OP, or if you have questions about this free member benefit, there are several opportunities to learn about O&P's most comprehensive resource for coding, billing, and reimbursement during the monthly Co-OP tutorials. Members can find more information or activate a Co-OP account at www.AOPAnet.org/co-op or register for one of the upcoming Co-OP tutorials below:

- Oct 16 <https://attendee.gotowebinar.com/register/3951501162124208399>
- Nov 13 <https://attendee.gotowebinar.com/register/795137530314161167>
- Dec 18 <https://attendee.gotowebinar.com/register/8974747576967696399>

The Center for O&P Learning (COPL) Research Update

After receiving 26 proposals for the 2020-2021 COPL Pilot Grant cycle, 10 studies received very high scores and were recommended by individual reviewers for funding. The COPL Board met on July 7th to discuss the eligible proposals in detail and determine which studies should be funded within the available budget.

As a result of a vibrant and detailed discussion, COPL recommended funding of \$94,040 for the six studies outlined below.

Develop Evidence-Based Clinical Practice Guidelines for Vacuum-Assisted Socket Suspension Systems for the amount of \$6,000; Investigator Sarah R. Chang, PhD

Prosthetic sockets are a key component in connecting the user's body with the prosthesis. The socket fit is critical for enabling prosthesis users to effectively complete activities of daily living. Fluctuations in residual limb volume affect the fit between the residual limb and the prosthetic socket. Vacuum-assisted socket system (VASS) technology, also known as elevated vacuum, is a form of socket suspension commonly used by prosthesis users to maintain this fit. Prior VASS research has indicated benefits for prosthetic socket fit, residual limb volume management, and outcomes as compared to other suspension systems. Clinical practice guidelines on VASS technology have not been developed based on the latest evidence.

The purpose of this research is to develop clinical practice guidelines for vacuum- assisted socket suspension systems based upon the best available evidence evaluated in a systematic review. Results from the systematic review are used to develop the clinical practice guidelines and also prepared for publication in a peer-reviewed journal. An evidence table to assist clinical case managers at insurance companies will also be developed with the systematic review evidence. The clinical practice guidelines provide clinical recommendation statements to support prosthetists with evidence-based decisions regarding VASS technology for their patients.

Development of a Customizable Outcome Measures Electronic Toolkit (COMET) for the amount of \$15,000; Investigator Natalie Harold, CPO

This proposal will develop a customizable electronic toolkit of outcome measures in a mobile application, called COMET, for increased utilization and easy implementation in orthotic and prosthetic (O&P) clinics. There has been increasing demand on O&P professionals to implement evidence-based practices, and it appears that most have been convinced of the need to do so. Yet, the majority of clinicians still struggle with how to implement outcome measures into their practices. Why is it so challenging to implement? Is it hard deciding which is the right outcome measure to use? Are they too time-consuming to complete or too difficult to score? Is the information difficult to collect, analyze or interpret? All of these barriers to implementation have been identified by O&P providers as reasons why outcome measures are underutilized.

Outcomes and Products: By creating a standardized process for implementing outcome measures we can enable practitioners to easily select the appropriate measure, administer the test, and use that data immediately to inform clinical decisions, often within the same clinic visit. The COMET mobile application

can encourage an evidence-based approach to patient care, increase utilization of outcome measures, improve clinical documentation for insurance reimbursement, all without increased burden on the patient or practitioner.

Non-invasive method for quantifying progress of healing after transtibial amputation: a pilot study for the amount of \$29,895; Investigator Jonathan D. Day

Purpose: The purpose of this proposal is to examine relationships between clinical judgement and weekly measures of TcPO₂ (mmHg), StO₂ (%), and changes in the speckle pattern over time using Transcutaneous Oxygen Perfusion (TcPO₂), Near Infrared Spectroscopy (NIRS) and Laser Speckle Contrast Imaging (LSCI) during first 16 weeks post-transtibial amputation.

Design: A single-center longitudinal observational pilot study. Subjects: Thirty adults with unilateral transtibial amputation will be conveniently sampled from one medical center. Up to five physicians and 50 prosthetists will be concurrently surveyed. Approach: Aim 1: TcPO₂, NIRS and LSCI data from photographed distal residuum of thirty healing suture line will be collected weekly over the first 16-weeks post-amputation. Surveyed expert physicians will determine aggregated percentage healing by rating photographed surgical closure. Weekly correlation and multivariable model analyses will determine the best technique(s) to track healing. Aim 2: Participants (patients and clinicians) will be surveyed to determine feasibility and clinical acceptability of best technique(s) to track residuum healing post-transtibial amputation.

Expected Results: Results will provide preliminary data on the best technique(s) to monitor healing progression post-amputation, informing future study across postoperative management strategies. Prosthetists can apply this tracking method to expedite prosthetic application and rehabilitation.

The Effect of Osteoarthritis Bracing on Community Involvement, A Pilot Study for the amount of \$15,000; Investigator Erik Hansen, MD

The purpose of this study is to investigate how an unloader knee orthosis (KO) influences community activity and quality of life for people with symptomatic unilateral compartment knee osteoarthritis (OA). We hypothesize that activity levels will increase and quality of life will improve with the use of an unloader KO. The current scientific evidence on the benefits of unloader KOs shows how they impact pain levels, static alignment of the knee joint, in-clinic functional testing, and patient reported outcomes. There is a dearth in the literature focusing on activity levels outside of the controlled clinic or research lab environments. Real-world data is necessary to ensure clinical assessments correlate to activities in patients' daily lives. This research project will provide clearer quantitative measures for the effect of unloader KOs on community activity levels using the Actigraph activity monitor to measure daily activity as well as validated outcome measures including the Visual Analog Scale for Pain, Knee Injury and Osteoarthritis Outcome Score, 6 Minute Walk Test, Stair Climb Test, and 30 Second Chair Stand Test. Our goal is to demonstrate the positive effects of unloader KOs on quality of life and activity level in the community.

Describe the population receiving orthotic/prosthetic services using telehealth, and their experience and satisfaction with those services for the amount of \$14,028; Investigator Michael Dillon, PhD

Background: It will be difficult for the orthotic/prosthetic workforce to meet rising demands for clinical services given the growing, workforce shortage and a concentration of clinical services in metropolitan and large regional centres.

As a result of the COVID-19 pandemic, there is an opportunity to learn more about the use of telehealth services for orthotics/prosthetics, in particular, consumer experience and satisfaction.

Aim: Describe the population receiving orthotic/prosthetic services using telehealth, and their experience and satisfaction with those services.

Method: Study design: Mixed-methods. A non-probability sample of orthotic/prosthetic consumers who have just completed a telehealth consultation will be invited to complete an online survey about their

demographics, health condition, and the type of clinical service. *Orthotic Prosthetic Users Survey - Satisfaction with Services module (OPUS-SSM)* and *Telehealth Satisfaction Scale (TeSS)* will be used to quantify satisfaction. Semi- structured interviews will be undertaken with a purposively sampled group of consumers to explore their experience with telehealth for orthotic/prosthetic services.

Results: Data describing participant demographics, health condition, and type of clinical service will be summarised. Data from the OPUS-SSM and TeSS will be summed and transformed as appropriate. Audio recorded interviews will be transcribed verbatim and data analysed using thematic inductive analysis.

Prosthetic, functional, and clinical outcomes among female amputees: A scoping project to include a systematic review and 10-year retrospective record review of female Veterans with limb loss for the amount of \$14,117; Investigator Rebecca M. Miro, PhD, CP, MBA, CRA

Despite known anatomic, anthropometric, and physiologic differences between males and females, and the considerable existing female amputee demographic, research specific to females with limb loss remains limited. The purpose of this project is to: (1) evaluate the quality, quantity, and consistency of existing available female amputee literature by conducting a systematic review of the literature; and (2) analyze existing retrospective clinical hospital data, using a cross sectional design and analysis to produce a comparative and descriptive summary of female Veteran amputee characteristics, relative to their male counterparts, and between female subset groups. The aim is to begin to fill knowledge gaps, develop strategic objectives for future research, knowledge translation and clinical implementation efforts related to female amputees and potentially related secondary comorbidities, functional consequences and other factors. Dedicated, focused research will begin to provide an evidentiary basis to inform truly patient-centered care which could lead to more gender-specific component design, more favorable prosthetic fit outcomes, and potentially increased satisfaction and quality of life.

Education

AOPAversity Mastering Medicare Webinars

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 2020 webinars for only \$990 and get two free. [Sign up](#). The webinars are a great way to boost employee morale (by providing monthly staff education event) and provide needed education and earn CE Credits. The 2020 AOPAversity Mastering Medicare Webinar series titles and dates are below:

November 11 - RAC Audits: What Are They Looking At?

December 9 -New Year: New Codes, Fees, and Updates

All previous webinars are available for purchase as a recording:

January 8 - Modifiers: Enhance Your Claims Two Letters at a Time

February 12 - O&P Coding & Billing Myths: The Truth is Out There

March 11 - New Technical Credits- Clinician's Corner: Orthotics

April 8 - A Policy Review: LSO/TLSO

May 13 - Social Media Mayday: Increase Your Footprint

June 10 - New Technical Credits- Clinician's Corner: Prosthetics

July 8 - The ABCs of Appeals: Know the Players and Get the Tips

August 12 - Contracting 101: Understanding the Basics

September 2 - Outside the Norms: Outliers and Situations Where the Rules are Different

October 14 - New Technical Credits- Clinician's Corner: Fitters and Techs

Questions about registration contact Ryan Gleeson at rgleeson@AOPAnet.org, questions about webinar content contact Devon Bernard at dbernard@AOPAnet.org.

AOPA Virtual Coding & Billing Seminar

The 2020 AOPAversity Essential Coding & Billing Techniques seminars may have been canceled, but you can still learn what you need to know, and you still have access to the experts! Attend the [AOPA Virtual Coding and Billing Seminar](#) November 9 and 10 from 12-4pm ET both days.

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.

This seminar contains a section on the creation of policies and procedures for your facility, updated information on Medicare's new prior authorization program, recent policy changes and the latest information from the popular Hot Topics presentation.

Earn 8 CEUs!!

Questions about registration contact Ryan Gleeson at rgleeson@AOPAnet.org, questions about seminar content contact Devon Bernard at dbernard@AOPAnet.org.

Online AOPAversity Learning Center

AOPAversity Learning Management System – FREE access expires soon

As you begin to enjoy AOPA Connection, AOPA's new online membership portal and Online Learning Center, remember that free access for AOPA members expires December 31, 2020.

The new AOPAversity online Learning Center is easy to access and easy to use. This one stop shop for online learning provides an abundance of education opportunities and CE Credits. Not to mention on demand certificates of attendance and a listing of all credits earned through AOPAversity.

Access the AOPAversity Online Learning Center by accessing "Events and Education" and then selecting "E-Learning".

Membership and Communications

Membership Update

AOPA welcomed the following new patient care facility members in the third quarter of 2020: New Beginnings Orthotics & Prosthetics Inc of Warwick, RI; Solutions Orthocare Group LLC of Columbia, SC; Freedom Prosthetics LLC of Crystal Springs, MS; Central Texas O&P from Bryan, TX; Grace Rehab Inc of McKinney, TX; Walker Orthotics & Prosthetics of Rome, GA; Streamline Orthotics & Prosthetics of St. Louis, MO and Precision Orthotics & Prosthetics /dba POP Prosthetics of Las Vegas, NV.

A new supplier also joined this quarter: Point Designs of Lafayette, CO.

2020 Operating Performance Survey Report Published

This annual report was compiled, tabulated and analyzed by Industry Insights, Inc. and is intended for use by orthotic and prosthetic industry members as a benchmarking tool to evaluate the financial performance of patient care facilities. The basis for the report was a 7-page questionnaire that requested financial and operating data from AOPA patient care facility members.

Survey submissions were collected between May and July 2020. Seventy-eight companies, representing 966 full-time facilities and 179 part-time facilities, responded to the survey. The annual report provides

financial performance results as well as general industry statistics that are key to measuring financial success.



An Executive Summary of the 2020 report is available [here](#).

The full report is available free to those companies participating in the survey. Non-participants can purchase a copy of the final report in AOPA's [bookstore](#). \$500 members; \$895 nonmembers.

O&P Almanac

The *O&P Almanac* combined the months on June and July. The combined issue explored how many O&P facilities have embraced telehealth as a critical component of their patient-care operations during the COVID-19 pandemic. Early adopters shared tips regarding which platforms to use, when a telemedicine appointment is warranted, best practices during virtual appointments, achieving patient and practitioner acceptance, and the future of telehealth in a post pandemic world. The August issue delved into how employees at O&P facilities are facing increased stressors due to the coronavirus pandemic. In addition to concerns about possible exposure and their physical health, many are worried about expanded job responsibilities, adherence to new safety protocols, caring for family members, and job insecurity. O&P leaders discussed how they are handling these challenges and share strategies to reduce apprehensions and promote employee mental health. September featured the annual AOPA Virtual National Assembly as well as how education looks like during a pandemic - online classes, reorganized paths of instruction, and detailed safety precautions for in-person sessions are just a few of the changes impacting both faculty and students at the O&P master's programs this fall. Schools are adapting their programming during the COVID-19 pandemic to ensure students receive appropriate instruction that will fully prepare them for careers as orthotists and prosthetists.

AOPA is Social

Interact with AOPA and O&P professionals on social media. Get the latest AOPA and O&P news, network with others, watch videos, post photos and share your story. Follow us on Twitter, like us on Facebook and connect with us on LinkedIn. Play your part to bring more awareness to important O&P issues, use the hashtag #AOPA2020.

Education Calendar

- November 1-7 – Corporate Compliance and Ethics Week
- **November 9-10 – Coding & Billing Seminar, Virtual**
- November 11 - RAC Audits: What Are They Looking At?
- December 9 -New Year: New Codes, Fees, and Updates

***Bold indicates event**