



**American
Orthotic &
Prosthetic
Association**

2022 Annual Report

***New Vision, Mission, Brand, and Strategic Priorities:
Signaling a New Era***



Eve Lee, MBA, CAE

2022 has been a year of reflection and growth for AOPA, focusing on and listening to members so that we could reimagine our mission and strategic priorities, and charting our way forward. AOPA staff and volunteers are committed to our new **mission**: being a trusted partner, advocating for and serving the orthotic and prosthetic community by:

- Fostering relationships with decision makers to ensure equitable access.
- Providing education that promotes professional excellence.
- Supporting research that informs innovative care.
- Advancing equality to strengthen the orthotic and prosthetic profession and improve the lives of patients.

We could not do any of what we do without the support of our members, so thank you. Your dedication to your businesses and patients is inspiring and we look forward to channeling this to further our efforts on your behalf in the coming year.

Sincerely,

Eve Lee, MBA, CAE
AOPA Executive Director

Our Brand

AOPA's new logo represents a visual identity that reaffirms and elevates AOPA's position as the leading voice of a progressive, solutions-oriented industry that is an integral part of enhancing lives and maximizing human potential.



Our Vision

To represent the future for the organization and its members, AOPA's leadership established a vision that embodies what AOPA members do each and every day:

A world where orthotic and prosthetic care transforms lives.

The strategic priorities came out of feedback from members and the profession. They set the course for AOPA's future and lay out six areas that AOPA will work to accomplish in the next three to five years:

- 1** Communicating the importance of orthotic and prosthetic care
- 2** Increasing patient access to clinically appropriate, evidence-based care
- 3** Helping members succeed in the changing healthcare environment
- 4** Identifying and influencing trends and learning that may impact O&P
- 5** Enhancing AOPA value, engagement, and community
- 6** Driving collaboration by creating strategic relationships.

Highlights

Advocacy – Federal

There has been major progress on our legislation, the **Medicare O&P Patient-Centered Care Act**. Each year we make strides towards getting it passed. This year we doubled down on our efforts, and they have paid off. We built new relationships leading to new champions and supporters. We have been in front of more members of Congress than ever before, targeting members on key committees that are in a position to move this legislation forward when the opportunity presents itself.

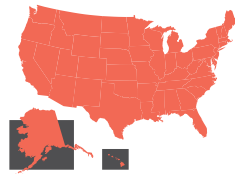
As of today, we have **six co-sponsors in the Senate** and **twenty-nine in the House**. Our lead champions in the Senate are hard at work, working to get a CBO score for the Bill, which we hope comes back positively; they are also working with Centers for Medicare & Medicaid Services (CMS) to provide Technical Assistance to work through any questions from CMS on implementation. These are all positive steps that will make our Bill that much more ready to pass as soon as an appropriate legislative vehicle presents itself.



The annual **2022 Policy Forum** was extremely helpful in this effort. There were over one hundred meetings held between AOPA members and lawmakers. Thank you all who attended the Policy Forum, donated to the O&P PAC, and/or engaged at any level in our advocacy efforts. It all matters and it all makes a difference!

NEW! Advocacy – State

This year, AOPA bolstered our support for state-based efforts our members face with the support of our new State and Federal Advocacy Manager.



We partnered with state-based organizations and alongside them have achieved some successful outcomes including:

- **New York:** Increasing NY-state Medicaid fee schedule
- **North Carolina:** Expanding access to cranial remolding orthoses for NC-state Medicaid
- **Minnesota:** Expanding access to lower limb prostheses for MN-state Medicaid
- **Illinois:** Increasing IL-state Medicaid fee schedule.



In addition, we launched a new state-based policy initiative over the summer called **So Kids Can Move**. This initiative is working to expand access to prosthetic and orthotic care utilized for physical activity as medically necessary healthcare for children on a state-by-state basis.




Regulatory

Your membership funds AOPA's efforts to build relationships and influence with important policy makers. We worked throughout the year to establish and maintain professional working relationships with leaders at CMS. This puts AOPA in a better position to carry our members' needs forward on important policy discussions. These relationships have led to two important resolutions for AOPA members this year, impacting both reimbursement and patient care.




DILEMMA: Expansion of the Medicare prior authorization program included five spinal and knee orthosis codes. Obtaining prior authorization meant delaying treatment for patients with an immediate need to stabilize an injured spine or unstable knee.

 **SOLUTION:** AOPA immediately engaged the Durable Medical Equipment Medicare Administrative Contractors (DME MACs) and high-level CMS officials regarding the negative impact of prior authorization for patients needing emergent need orthoses. CMS later released guidance consistent with AOPA's recommendations, which was a WIN-WIN for both our members and their patients.



DILEMMA: AOPA members received rejected claims with the remark code CO-261, meaning they were not eligible for appeal. No information or directions were provided as to how the claims should be corrected to receive payment. This meant members weren't getting reimbursed and some members missed their timely filing window.

 **SOLUTION:** The DME MAC Medical Directors responded to AOPA's concerns that the issue is resolved and that they will be contacting the affected suppliers and providing them with directions on how to resubmit and/or appeal these claims.





Education

We continue to provide AOPA members a wide variety of educational opportunities in-person and virtually. AOPA hosted several webinars and other education content on a regular basis to help you improve your practice. AOPA and the American Academy of Orthotists and Prosthetists (AAOP) worked together to present several joint webinars on advancing the profession, advocacy, and reimbursement. In the coming months, AOPA will unveil all of the elective courses that are part of the **Certificate in O&P Business Management**. AOPA also hosted a very successful National Assembly this year.



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CERTIFICATE IN
O&P Business Management



Telling the O&P Story

To help communicate the importance of O&P care, we launched our **We Are O and P campaign**. The goal of this project is to tell the story of O&P by elevating the perception of O&P healthcare providers in the eyes of lawmakers, the broader allied healthcare community, and the general public. So far, this campaign has been solely run on AOPA's social media channels, but in the coming year, using your stories, we will be pushing it out more broadly.

WE ARE
O AND P

www.AOPAnet.org

Keeping You Informed

We know you depend on AOPA to advocate on your behalf. This is one of our highest priorities each and every day. We frequently are asked "What is AOPA doing for me?" There are several ways to stay up to date on AOPA's advocacy activities, including:

- Tuning in to our monthly webinar "**Advocacy in Action**" to hear updates on our federal legislation and grassroots efforts
- Watching our two monthly vlogs: "**AOPA's Take**" by Joe McTernan with updates on the Regulatory side
- Sam "the weatherman" Miller with **AOPA's monthly State Policy Forecast**
- Reading **Smartbrief**, our e-newsletter that comes out twice a week
- Checking out in depth advice and guidance from Devon Bernard with the regular **Reimbursement** feature in the **Almanac**. ■



Thank you for joining AOPA, the trade association
for orthotics and prosthetics.

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