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## Contract Data Sheet

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New Contract Effective - April 1, 2013

**OPGA/Point**

**AS10229**

**Executive Resources**

**Durable Medical Equipment/Services**

April 1, 2013 - March 31, 2016

### Supplier Information

1111 W. San Marnan Dr.

Waterloo, IA 50701

Business Toll Free: (800)214-6742

Business: (800)214-6742

Website: [www.opga.com](http://www.opga.com)

### Contract Highlights

OPGA is the largest network of independent orthotic and prosthetic facilities in the nation. Representing nearly 1,300 locations and 60 supplier partners, we provide services to Member facilities that help them thrive in today's marketplace. As a comprehensive member service organization, not only do Members have access to premium product and service discounts, but they also benefit from partnerships with expert business consultants, cutting edge education, technology development, access to national managed care contracts, finance and insurance plans, and marketing services. Through all of this, OPGA Members realize an increase in proficiencies, productivity and profits.

OPGA is host to POINT Health Centers of America, the only network of facilities in the nation that is 100 percent accredited by the American Board for Certification in Orthotics, Prosthetics and Pedorthics (ABC). The stringent accreditation requirements of ABC ensure POINT facilities meet the highest standards of patient care. In recognition of this, member facilities receive special rates from POINT's group of national managed care contracts and receive the best pricing available from our supplier partners. POINT is uniquely qualified to meet the needs and challenges of accredited members and continues to raise the bar in O and P. Through initiatives, we are also leading the way into the future of evidence-based care.

### Products

Group purchasing on all orthotic, prosthetic, pedorthic and mastectomy products, services, education programs, consulting, web design and hosting, managed care contracting and practice management software.

## Contract Access

### Eligible Facilities

HME/DME - Retail

### Geographic Service Area

Available Nationwide, except Alaska & Hawaii

### Forms Required

Membership application available at [www.opga.com](http://www.opga.com).

### Access Criteria

VGM Membership

### Maximize Savings

Identify yourself as an Amerinet member to capitalize on the VGM/OPGA/Amerinet program.

### Payment Terms

At will monthly membership dues

## **Place An Order**

All product orders are placed directly with the Supplier Partners or,

Contact:

Dennis Clark

Direct: 877-274-4412

Dennis.clark@vgm.com

Todd Eagen

Direct: 877-250-7951

Todd.eagen@vgm.com

## **Delivery**

All orders placed will be shipped from Supplier Partners.

## **Price Or Discount**

Varies by product and services defined in individual contracts with Supplier Partners.

## **Price Protection**

Contracted pricing exclusive to OPGA/Point members.

## **Freight**

Varies by product and services defined in individual contracts with Supplier Partners.

## **Minimum Order**

Varies by product and services defined in individual contracts with Supplier Partners.

## **Supplier Diversity**

Not Applicable

## **Failure to Supply/Perform**

Not Applicable

## **Supplier Latex Information**

Not Applicable

## **Medicare/Medicaid Disclosure Statement**

In accordance with the Medicare and Medicaid Patient and Program Protection Act of 1987 (P.L. 100-93), this is to notify you that payments, not to exceed three percent of all reported purchases made under the terms of this agreement, may be paid by the contract vendor or its authorized distributor(s) to Amerinet, Inc. to provide funding for continued program development and administration. Amerinet, through the organization with which you are affiliated, will disclose in writing to your facility, at least annually, the amount received from the above and/or its authorized distributor with respect to purchases made by or on behalf of your facility.

## **Confidential Information**

All information herein listed is proprietary to Amerinet, Inc. Its use is strictly limited to the appropriate business purposes of the Amerinet Member facility to whom it has been provided, and may not be conveyed or provided in any way to any other party.

**For more information, please contact us toll free at:**

Amerinet Customer Service

(877) 711-5600

Or your Amerinet Sales Representative

# OPGA has the ANSWER

## Member Benefits



### Audits, Fraud and Abuse

WAYNE VAN HALEM 404.343.1815

OPGA partners with the van Halem Group to bring members access to the industry leader in representing O&P providers in audit appeal cases, compliance and other issues relating to fraud and abuse. The van Halem Group staff can help you overcome any audit/compliance challenge.

[WWW.VANHALEMGROUP.COM](http://WWW.VANHALEMGROUP.COM)

### Government Relations and Regulatory Affairs

RYAN BALL 866.394.6868

OPGA offers a wide array of services to members seeking help with governmental and regulatory issues. Our in-house government relations staff can help OPGA/POINT members work with federal agencies and interpret new regulations.

[OPGA.WORDPRESS.COM](http://OPGA.WORDPRESS.COM)

### Sales Force Training and Business Development Services

MIKE SPERDUTI 631.923.0223

OPGA partner, EmergeSales, provides members sales and business consulting proven to grow O&P practices. EmergeSales offers an array of high-impact business educational events, webinars and trainings that produce immediate and measurable results for your practice.

[EMERGESALES.COM](http://EMERGESALES.COM)

### O&P Solutions

SCOTT SCHALL 937.264.9400

O&P Solutions provides a number of services to OPGA members to help them operate more efficiently and increase profits. The Physician Prosthetic Assessment is a form derived from the "Dear Physician Letter" that guides the prescribing physician through a lower-limb prosthetic assessment. O&P Solutions offers custom designed clinical note templates for the most common O&P appointment procedures. The SMARTe Analysis helps the prosthetist to make component decisions efficiently and profitable in the patient room.

[WWW.OANDPSOLUTIONS.NET](http://WWW.OANDPSOLUTIONS.NET)

### Buying Alliances

800.214.6742

Originally formed as a buying group, OPGA continues to partner with leading product and service suppliers in the O&P industry. These partnerships offer competitive pricing to the independent O&P facility that they may not have been able to negotiate on their own. Some of the suppliers that OPGA partners with include PEL Supply, Össur, Breg, O&P Solutions, Quality Outcomes, and The vanHalem Group. These suppliers have a strong commitment to the independent O&P industry and bring exceptional value to our members.

### Managed Care Network

888.556.7607

VGM HOMELINK® eases the trouble of competing with national chains on managed care contracts. HOMELINK processes more than 100,000 referrals annually through a nationwide, community-based network of HME, custom rehab equipment, IV therapy, O&P, home health nursing and physical, occupational and speech therapy providers. HOMELINK's Dealer Direct Program allows OPGA Members to accept out-of-network patients.

[WWW.VGMHOMELINK.COM](http://WWW.VGMHOMELINK.COM)

### Insurance

WARREN FREEMAN 800.362.3363

VGM Insurance is the leader in insurance and surety bonds for DMEPOS providers. With more than 25 years of experience, we have the knowledge to provide the correct coverage for your company. Complimentary insurance reviews are available. We can work with you directly or with your local agent to ensure there are no coverage gaps and that you get the best value for your insurance dollar.

[WWW.VGMINSURANCE.COM](http://WWW.VGMINSURANCE.COM)

### Print and Direct Mail Services

319.233.3731

Strategic Imaging offers the latest in printing, variable data and a host of "results-getting" capabilities. They are leaders in producing return on investment through relevant and targeted marketing.

## Education/Training

**ERIC HALTON 855.242.4533**

VGM Education is committed to providing affordable quality O&P industry training programs, as well as programs for long-term care organizations. Continuing education units (CEUs) are available through online ABC and BOC accredited courses. These courses address employee training, accreditation requirements, maintaining licensures and ever-changing rules and regulations. By partnering with participating vendors and industry experts, VGM Education offers training on the latest products, technology and services.

[WWW.VGMEDUCATION.COM](http://WWW.VGMEDUCATION.COM)

## Web Design, Social Media and Search Marketing

**877.814.7485**

Get found on the Internet! With more than 700 HME and O&P websites deployed, VGM Forbin will get your business found on the Web. Get a fresh new site and professional consultation from our full team of designers, developers, copywriters, social media and search specialists.

[WWW.VGMFORBIN.COM](http://WWW.VGMFORBIN.COM)

## Communications/Software

**800.824.8468**

VGM Technologies provides members consulting to assure they are paying a fair price for communication services: Internet access, patient notification services, medical answering services, E-fax, audio, Web and video conferencing and many others. VGM Fleet Solutions offers products and services to help members manage their mobile workforce, reduce fleet costs and increase safety. Additionally, VGM offers a lead-generating program, HME Provider, which connects patients and caregivers to members. Other technology solutions available from the VGM Group include Brightree, the industry's leading billing and management software, and medSage, an email-based patient management application.

[WWW.VGMT.COM](http://WWW.VGMT.COM)

## Marketing Materials

**800.799.7402**

vgm creative is a graphic design and advertising agency that specializes in custom print design for the HME and O&P industries. We have offered print design and copy for the home medical industry for more than 10 years. We use our combined design and marketing experience to bring brilliant marketing solutions to fruition. Our expertise covers everything from logo design to complex corporate identity packages. VGM's Off the Shelf Marketing Program offers professionally pre-designed and written, cost-conscious print marketing to help members promote their business to both consumers and referral sources. The OTS Program offers a full suite of standard and customizable pieces.

[WWW.VGMCREATIVE.COM](http://WWW.VGMCREATIVE.COM)

## Promotional Items and Apparel

**855.221.1114**

OPGA Members have access to VGM Corporate Specialties, which has a complete line of promotional items and clothing that can be customized with your company logo. Prices are always competitive and quality is excellent!

## Retail Programs

**888.556.7607**

VGM Retail is designed to help members expand their business in the world of cash sales. Through training material, merchandising ideas, showroom design and marketing tips to drive sales, VGM Retail can assist members in their efforts to prosper in the changing O&P world.

## Billing

**PEGGY WALKER 800.401.3643**

Peggy has vast knowledge of the appropriate billing and collection procedures. Members have access to Peggy Walker, free of charge, via 800 number. If you have a billing question, your answer is just a phone call away. If you are having difficulty collecting from a payer source, Peggy can help.

## Financial Services

**CHAD HAMANN 800.532.4656**

OPGA's in-house financial division, VGM Financial Services, understands the needs of orthotic and prosthetic patient care providers. VGM Financial Services provides equipment financing and flexible equipment leasing programs to help OPGA members manage their cash flow.



# Do you need ANSWERS?

Contact OPGA at **800.214.6742** or [opga.com](http://opga.com)

## Supplier Partners

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Acor Orthopedic  
Action Bag  
Advanced O&P Solutions  
Alamo Rental  
biodesigns  
Bioness  
BREG  
Briggs Healthcare  
Brightree Software  
The Cawley Company  
Cintas: Document Shredding  
Fire Protection  
First Aid and Safety  
Rental Agreement  
Coyote Design  
DavMar Comfort Shoes  
DEROYAL  
Drew Shoes  
EMR-STAT  
Euro International  
FedEx  
FLO-TECH O&P Systems  
Forbin Web Design  
Friddle's Orthopedic Appliances  
Grainger  
Green Flag Recovery (TSI)  
HD Supply  
HealthCall LLC  
Hygenic Corp. – BIOFREEZE  
Innovation Sports division of Össur  
Knit-Rite  
Langer Biomechanics, Inc.  
Liberating Technologies, Inc.  
Life-Like Laboratory  
Lowe's®

Medline  
National Car Rental  
O & P<sup>1</sup>  
O&P Solutions  
OCSI  
OfficeMax  
OpalStar Strategies  
Orthocare Innovations  
Orthotic Rehab  
Össur  
PEL Supply Company  
PROMISE Consulting  
Quality Outcomes  
Sammons Preston  
Sherwin-Williams  
Staples  
Strategic Imaging  
The Aftermarket Group  
The van Halem Group  
Tru-Mold Shoes  
Trulife  
VGM Club Logoed Apparel and Gifts  
VGM Corporate Specialties  
vgm creative  
VGM Financial  
VGM Insurance

For more information on  
**OPGA Supplier Partners**, visit  
**[www.opga.com](http://www.opga.com)** or call  
**800-214-6742**

