

**PROSTHETICS
AND ORTHOTICS
EDITION**



Certificate



Empire Orthotic & Prosthetic Labs

Where Quality Meets Affordability in Custom Orthotics



Payam Rabiei,
President & CEO

Insurance companies often categorize custom orthotics as a non-covered service, viewing them as preventive rather than essential medical devices. Even if covered, the high costs—ranging from \$200 to \$800—driven by precise measurements, specialized materials and meticulous craftsmanship—means patients still have to pay out of pocket due to deductibles or co-insurance. This situation creates an ethical dilemma for physicians who must balance providing optimal care with the financial realities their patients face.

Empire Orthotic & Prosthetic (Empire O&P) Labs, a custom orthotic, braces and prosthetic manufacturing company, addresses this challenge head-on.

Leveraging state-of-the-art machinery and advanced techniques, Empire O&P produces cost-effective orthotics. This allows physicians to offer high-quality and detailed orthotics without imposing a financial strain on their patients.

“We prove affordability and quality can coexist in every product we create,” says Payam Rabiei, president and CEO.

“This not only addresses a critical gap in the current healthcare reimbursement landscape but helps physicians to offer better care to their patients.”

A key advantage of Empire O&P is its exceptionally fast turnaround time of approximately one week. This is significantly shorter than the typical three to six weeks offered by other manufacturers. Such delays often discourage patients from returning and complicate the billing process, as devices cannot be charged to insurance companies until dispensed. Empire O&P’s swift turnaround time helps mitigate these issues, ensuring patients receive their orthotics quickly and increasing the likelihood of successful insurance billing for physicians.

Empire O&P also takes great care in crafting its products, paying close attention to detail. The company offers various top covers, postings and modifications to meet the specific needs of physicians and their patients. Braces are designed with the patient’s size and weight in mind to ensure the best possible rigidity and stability. Not just that, its ankle foot orthosis (AFO) comes with a thin inner lining of foam for added comfort, and customers can choose between black or white plastic options. Known for its versatility, Empire O&P even accommodates all casting methods, from digital scanning and foam to slipper socks, plaster and fiberglass. This approach benefits a diverse clientele, including podiatrists, medical doctors, durable medical equipment companies and orthopedic specialists, allowing them to tackle challenging cases with remarkable success.

Take, for instance, a patient with severely deformed limbs experiencing significant pain. When other orthotic

companies fell short, surgery seemed inevitable. However, Empire O&P stepped in, collaborating with the attending physicians to create highly specialized devices. Not only did it prevent the surgery, but it helped the patient from excruciating pain.

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Such success can be credited to the company’s nationwide network, providing services in almost every state. The team of orthotists, technicians and brace specialists is always available to communicate with providing physicians. This means clients, even while in the exam room with a patient, can reach out to one of Empire O&P’s lab techs for assistance on a patient’s specific problem or while placing orders. By cultivating strong, familial relationships with clients, Empire O&P always ensures mutual prosperity.

What began a decade ago as a vision for superior orthotic and prosthetic solutions has now flourished into a leading force in the industry. Today, Empire O&P stands as a giant in custom orthotic, brace and prosthetic manufacturing space, consistently setting new standards for quality and service. **HB**



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