



**American Orthotic &  
Prosthetic Association**

# AOPA in Advance

Breaking News for O&P Professionals

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## In This Issue

### O&P NEWS:

- [Healthcare Reform Puts State Parity at Risk](#)
- [Make Sure Your Company Information in the 2010 AOPA Yearbook is Correct!](#)
- [Medicare Beneficiary Open Enrollment Has Ended](#)
- [Results of Knee Orthoses Claims Review in Jurisdiction B](#)
- [DME MACs Issue Coding Crosswalk for Elastic Devices](#)
- [A Chance to Participate in a CMS Feedback Survey](#)
- [Deadline Approaching: Submit Your Abstract for 2010 Assembly Presentations by January 29](#)
- [January 2010 Audio Conference: "Red Flag Rules: Are You In Compliance?"](#)
- [2010 Medicare Audio Conference Series: Buy Entire Series, Get Two Free!](#)
- [Register for First Coding & Billing Seminar of 2010 - Six Days Away from the Early Bird Deadline!](#)

### O&P RESOURCES FROM AOPA:

- [Prepare Yourself with the Best Tools of the Trade: AOPA's 2010 Illustrated Guide](#)
- [Check the AOPA Job Board for New Opportunities](#)
- [December Audio Conference "Marketing Your Practice" Now Available on CD](#)

### O&P INSIDER'S TRACK:

- [People in the News](#)

## Contact Us

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### Newsletter Feedback

We invite your comments and questions. Please contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

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- [Send Us Your News!](#)

## O&P NEWS

### Healthcare Reform Puts State Parity at Risk

**AOPA** has joined with over fifty other health care-related organizations to express concern and ask the House and Senate leadership not to include Health Care Choice Compacts in the final version of the congressional health care reform bill. Compacts entered into by insurance companies would permit offering coverage in multiple states and choose the most favorable regulatory climate for the state of jurisdiction. An insurer currently operating in an O&P "parity" state may select a state of jurisdiction with no parity laws.

The letter includes an argument that "for states entering compacts, these provisions could encourage a 'race to the bottom' as health plans will be allowed to operate out of states with the least restrictive consumer protections and benefit standards... we are particularly concerned that, for states entering compacts, the fragmentation of oversight and enforcement responsibilities will lead to disputes over which laws of which State apply. State regulators' hands will be tied because they are unable to interpret the laws of another State."

In particular to O&P, this means that O&P parity bills that have been made into law in many states could be rendered functionally moot because compacts could be made between various states could allow policies originating in non-parity states (and that do not include O&P parity coverage) to be offered in states where parity has already been made into law. As a result people in a parity state could end up not having their devices covered by insurance plans, despite the fact that O&P coverage has been mandated in their state.

[Click here to read the letter.](#)

**AOPA** will continue to keep you informed of the status of compacts in the bill as well as updated as to how the language being finalized in the bill may affect O&P.

Questions? Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

### Make Sure Your Company Information in the 2010 AOPA Yearbook is Correct!

By now all 2010 **AOPA** members should have received a 2010 Data Verification Form, which displays the information **AOPA** has in its records for your company. *If you have not yet returned this form*, please do so immediately. This is every AOPA member's opportunity to make sure that the company's listing (address, phone and fax, email, Web site, and employees) is complete and correct. Forms were supposed to be returned by January 8, but many are still outstanding. Please make any necessary changes, or indicate that there are no changes at this time, and fax the form to AOPA at (571) 431-0899 as soon as possible.

If you haven't received a Data Verification Form, please call us at (571) 431-0876 and one will be sent.

[Back to Top](#)

### Medicare Beneficiary Open Enrollment Has Ended

The open enrollment period for Medicare beneficiaries has ended. The open enrollment is a period where a Medicare beneficiary may make changes to their level of Medicare coverage, including enrolling in a Medicare Advantage plan. What does this mean for you? You will want to verify if your patients' are in a traditional Medicare plan, or a Medicare Advantage plan.

Medicare has stated that they will be issuing new Medicare cards to those that have made a change to their coverage. You may also contact your local jurisdiction's Interactive Voice Response (IVR) hotline to verify a patient's eligibility status.

Questions? Contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) or (571) 431-0854 or Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or (571) 431-0811.

[Back to Top](#)

## Results of Knee Orthoses Claims Review in Jurisdiction B

The Jurisdiction B Durable Medical Equipment Medicare Administrative Contractor (DME MAC) recently released the results of a prepayment review it conducted in 2009. The review focused on claims for six KO's: L1820, L1830, L1832, L1843, L1845, and L1846. The results emphasize the importance of reviewing the Knee Orthoses Medical Policy, and ensuring that you have proper documentation on file.

Of the claim lines reviewed only 22 were allowed as billed and 83 claim lines were denied for one or more reasons. The number one reason for denial, 48 percent, was insufficient supplier documentation. The documentation provided by the suppliers failed to document or prove medical necessity of the devices provided.

As an example, according to policy, codes L1830 and L1832 are covered only if three conditions are met. The patient has had a recent injury or surgical procedure on the knee, and the patient requires a brace with range of motion. Lastly, the patient must have one of the diagnoses listed in the policy. In the review most of the claims for the L1830 and L1832 failed to document, or didn't identify, that the patient had a recent injury or surgical procedure.

Questions? Contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) or (571) 431-0854 or Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or (571) 431-0811.

[Back to Top](#)

## DME MACs Issue Coding Crosswalk for Elastic Devices

The Durable Medical Equipment Medicare Administrative Contractors (DME MACs) have recently issued bulletins stating that effective January 1, 2010, elastic devices previously described by codes L0210, L1800, L1815, L1825, L1901, L3651, L3652, L3700, L3701, L3909, and L3911 should be coded as A4466.

The CMS descriptor for A4466 reads Garment, belt, sleeve or other covering, elastic or similar stretchable material, any type, each. This code, effective January 1, 2010 is deemed as "non-covered" by Medicare meaning that no benefit exists for these items under Medicare policy. This is consistent with Medicare's previous statement of non-coverage for elastic devices.

[Click here to view a list of the crosswalks and all the other code changes for 2010.](#)

This information will be available with the 2010 **AOPA** Illustrated Guide, 2010 Quick Coder and 2010 Coding Pro software. See item in the "O&P Resources from AOPA" on how to pre-order these 2010 **AOPA** products.

Questions? Contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) or (571) 431-0854 or Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or (571) 431-0811.

[Back to Top](#)

## A Chance to Participate in a CMS Feedback Survey

The Centers for Medicare & Medicaid Services (CMS) has contacted AOPA and wants to hear from O&P practitioners about the level of satisfaction with the services provided by Medicare fee-for-service (FFS) contractors that process and pay Medicare claims.

CMS has launched the fifth annual Medicare Contractor Provider Satisfaction Survey (MCPSS). This survey offers Medicare FFS providers and suppliers an opportunity to give CMS feedback on their interactions with Medicare FFS contractors. Approximately 30,000 randomly selected providers will be notified this month that they have been selected to participate in the survey. CMS urges all health care providers selected to participate in the 2010 survey to take a few minutes to complete and return this important survey.

[Click here for more information about the survey and your chance to participate.](#)

Questions? Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)



## Deadline Approaching: Submit Your Abstract for 2010 Assembly Presentations by January 29

Less than three weeks remain to submit clinical and business abstracts for presentations at the 2010 **AOPA** National Assembly. Present your research and clinical methods at the leading education conference for orthotics, prosthetics and pedorthics. Abstracts demonstrating quality research practices and clinical practices relevant to orthotics and prosthetics will be selected for presentation at the 93rd **AOPA** National Assembly, September 29 - October 2 in Orlando, Florida.

**AOPA's** clinical abstract submission and selection program is highly competitive and designed to highlight exemplary research and clinical practice in the orthotics, prosthetics and pedorthics profession. Speakers typically receive complimentary admission to the Assembly, as well as the prestige and potential career boost that presenting brings.

**AOPA** is also seeking presenters for Business Education. Qualified O&P professionals and business management experts who have significant business experience may submit their proposed topics online.

[Click here to submit a proposal.](#)

Your online submission should be submitted to **AOPA** no later than January 29, 2010. Additional information is available [here](#).

Questions? Please contact Tina Moran at [tmoran@AOPAnet.org](mailto:tmoran@AOPAnet.org) or (571) 431-0808.

[Back to Top](#)

## January 2010 Audio Conference: "Red Flag Rules: Are You In Compliance?"

The first Medicare Audio Conference of 2010, "Red Flag Rules: Are You in Compliance?" will be held Wednesday, January 13 from 1-2 pm EST. In this informative lecture you will:

- Learn what the FTC expects of you to be in compliance

- Walk through the template to write a compliance plan
- Find out the latest timetable for compliance
- Learn how to navigate the FTC Red Flag Web site

Cost to participate is just \$99 per line for members (\$199 for non-members). Break out the speaker phone and your whole staff can participate for one fixed fee. Anyone seeking credit can earn 1.5 CEUs by returning the provided quiz within 30 days and scoring 80% or better

[Click here to register.](#)

Questions? Contact Erin Kennedy at [ekennedy@AOPAnet.org](mailto:ekennedy@AOPAnet.org) or (571)431-0876.

[Backto Top](#)

## 2010 Medicare Audio Conference Series: Buy Entire Series, Get Two Free!

Numerous offices have benefited from their participation in **AOPA's** Medicare Audio Conferences. These one hour sessions come to you in the comfort of your office on the second Wednesday of each month at 1:00 pm Eastern. This series provides an outstanding opportunity for you and your staff to stay abreast of the latest hot topics in O&P, as well as gain clarification and ask questions on topics that you may not understand as fully as you would like to.

Seminars are still priced at just \$99 per line for members (\$199 for non-members). Buy the series and get two free; members pay just \$990 and non-members pay \$1990. These convenient one hour telephone seminars are designed to fit easily into your busy schedule. Any practitioners needing credit can get 1.5 per audio conference by returning the provided quiz within 30 days and scoring at least 80%. Billing staff and others who don't need credit nonetheless can gain information they will use right away. The topics for 2010 are:

- January 13: Red Flag Rules: Are You In Compliance?
- February 10: Hints on Passing Your Supplier Standards Inspection
- March 10: Billing for Refused/Returned Devices and Deluxe Features
- April 14: Documenting for Success: Chart Notes, Prescriptions and Physicians' Records
- May 12: New Rules for HIPAA: Are You Still Compliant?
- June 9: When Disaster Strikes: Implementing a Contingency Plan
- July 14: Medicare Appeals Strategies
- August 11: Medicare's Knocking: How Good Is Your Compliance Plan?
- September 8: Missed Billing Opportunities: Are You Billing Everything You Can?
- October 13: You're Going To Pay Me WHAT?...Hints on Managed Care Contracting
- November 10: The Ins and Outs of Billing in a Part A Setting: Hospital, SNF and Hospice
- December 8: 2011 New Codes and Medical Policies

If you miss an audio conference, it will be available on CD after the fact. Cost is the same as if you participate live (\$99/\$199). We hope you'll be able to join us for this year's series.

[Click here to register for any or all of the 2010 AOPA audio conferences.](#)

Questions? Contact Erin Kennedy at [ekennedy@AOPAnet.org](mailto:ekennedy@AOPAnet.org) or (571)431-0876.

[Backto Top](#)

## Register for First Coding & Billing Seminar of 2010 - Six Days Away from the Early Bird Deadline!

Register for **AOPA's** first "Mastering Medicare: Advanced Coding & Billing Techniques" seminar of 2010 by January 18 and save \$25 per registration! The seminar will take place February 18-19 at the InterContinental Buckhead in Atlanta, Ga. Hundreds of your colleagues have already benefited from this detailed, advanced seminar given by **AOPA's** coding experts as well as members of the **AOPA** Coding & Reimbursement Committee. Join us in Atlanta where you will:

- Learn how to code complex devices, including repairs and adjustments, through interactive discussions with AOPA experts and your colleagues;
- Join in-depth discussions on compliance with Medicare billing rules and documentation expectations;
- Learn how to assess compliance risk areas and deal with them;
- Learn successful appeal strategies and hints on avoiding claim denials;
- Break-out sessions for practitioners and office staff;
- Detailed information on hot topic issues in O&P; and
- Earn 14 continuing education credits in two days

Seminar attendees enjoy a rate of \$175/night single/double occupancy at the InterContinental Buckhead. Make hotel reservations by calling 800 496 7621 and telling them that you're with the American Orthotic & Prosthetic Association. (Please use the full name rather than the acronym.) Cost of attending the seminar is \$525 for members/\$725 for non-members if you register by January 18. (After the early bird deadline, the cost goes up by \$25 per person.) Any additional attendees from the same office get a \$50 discount, just \$475 for members and \$675 for non-members. Join us in Atlanta, bring your toughest coding questions, and spend an informative two days with **AOPA's** experts and your colleagues.

[Click here to register.](#)

Questions? Contact Erin Kennedy at [ekennedy@AOPAnet.org](mailto:ekennedy@AOPAnet.org) or (571)431-0876.

[Back to Top](#)

## O&P RESOURCES FROM AOPA

### Prepare Yourself with the Best Tools of the Trade: Pre-Order AOPA's 2010 Illustrated Guide

This easy-to-use reference manual provides an illustrated guide to the coding system in use for orthotics and prosthetics, including an illustration and the official Medicare descriptors for each code.

Cost for **AOPA** Members is \$185. Cost to non-members is \$425.

[Click here visit the AOPA Bookstore and order the Illustrated Guide.](#)

Questions? Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## Check the AOPA Job Board for New Opportunities

If you need a position filled at your business or are interested in looking at other job possibilities within the O&P field, check out the [AOPA Online Job Board](#). In the past month the Job Board has been viewed over a thousand times. If you want people to find out about a job opening at your facility or are interested in posting your resume for employers to view for potential openings, visit the [AOPA Online Job Board](#) today.

And remember: if you advertise on the Online Job Board and decide to also advertise in the O&P

*Almanac*, then you'll receive a 5% discount on the cost of advertising in the *Almanac* and on the Job Board.

Questions? Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## December Audio Conference "Marketing Your Practice" Now Available on CD

Russell J. Hornfisher, VP of Sales for Becker Orthopedic and **AOPA** Board Member, hosted this audio conference which is targeted at helping to improve your company's bottom line. Topics include:

- What is marketing?
- Is marketing important in O&P?
- Who is your customer?
- How do you build relationships with that customer?
- Who is your most effective sales person?

This audio conference has been approved for 1.5 CE credits by both the American Board for Certification in Orthotics, Prosthetics and Pedorthics (ABC) and the Board for Orthotist/Prosthetist Certification (BOC). Those seeking credit should complete and return the provided quiz within 30 days and must score 80% or better to receive credit. The cost of the CD is \$99 for members (\$199 for non-members).

Questions? Contact Erin Kennedy, [ekennedy@AOPAnet.org](mailto:ekennedy@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## O&P INSIDER'S TRACK

### *The Only Up-to-the Minute O&P Newsline*

### People in the News

[Hanger Orthopedic Group, Inc.](#) announced a number of newly hired practitioners and promotions. **Tony Cruz, CPO** joins its Reno, Nevada patient care center. **Johnny Anders, CO** heads to its Pasadena, California facility. **Jason Ramsey, CP** has joined Hanger's Nashville, Tennessee team. **Dan Savloff, C.Ped.** will be practicing at Hanger's Havertown, Pennsylvania facility. **Jeffrey Fetherston, CPO** will be working with Hanger's Boardman, Ohio team. **Brian Rogers, BOCOP** will practice at Hanger's Jackson, Tennessee patient care center. **Leslie Roberts, CP** joins the Oak Ridge, Tennessee patient care center. **Kathryn Penney, CP** will practice at Hanger's Phoenix, Arizona patient care center. **James Feulner, CO** was promoted to Practice Manager of one of Hanger's Denver, Colorado facilities. Finally, **James (Jay) Small, CPO** was promoted to Practice Manager of the Hanger Prosthetics and Orthotics patient care centers located in Hurst and Grapevine, Texas.

**Molly Cooper, CPO, LPO** joined the [Orthotic and Prosthetic Assistance Fund](#) (OPAF) Board of Directors. Ms. Cooper is the Director of Clinical & Technical Services for SPS in Alpharetta, Georgia and is a graduate of the University of Washington School of Prosthetics and Orthotics. She has been an active volunteer for OPAF and the First Clinics with McKeever's First Ride and First Swing Clinics. Ms. Cooper is also a volunteer for ABC and is a clinical instructor for the Masters in Prosthetics & Orthotics program at Georgia Institute of Technology and at the University of Washington.

[Back to Top](#)

## Businesses in the News

[Bioness](#) and [SCOPE Orthotics and Prosthetics](#) were mentioned in an article in [USA Today](#).

[Freeman Manufacturing Co](#) announced the creation of its [online product catalogue](#).

[OrthoCare Innovations](#) was the subject of a short profile piece in the [New York Times](#).

[Hanger Orthopedic Group, Inc.](#) announced that it is relocating its corporate headquarters to [Austin, Texas](#).

[Back to Top](#)

## Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on January 26. So if you have a new employee or a new office, tell us! Share your news with the over 15,000 readers of the *O&P Almanac* and **AOPA In Advance** newsletter. Contact Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org).

[Back to Top](#)

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