



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

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

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O&P NEWS

BREAKING NEWS: Dr. Donald Berwick Nominated for CMS Administrator Position

Yesterday, the White House announced President Obama's nomination of Dr. Donald Berwick to be Administrator of the Centers for Medicare and Medicaid Services. Dr. Berwick currently serves as President and CEO of the Institute for Healthcare Improvement and is a professor at Harvard Medical School and the Harvard School of Public Health. Dr. Berwick's other accomplishments include serving on the Institute of Medicine's governing council from 2002-2007 and as the Chair of the National Advisory Council for the Agency for Healthcare Research and Quality.

AOPA will keep members updated in regards to the status of Dr. Berwick's nomination.

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

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Federal Parity Bill Introduced in U.S. Senate

A correction to the Special Edition AIA sent to members on April 16. Due to a technical problem with the title of the submitted bill, the Federal Prosthetics and Custom Orthotics Parity Act has been issued a new number, S.3223. Despite the new number and revised submission date, the bill maintains its two sponsors, Senators Olympia Snowe (R-ME) and Tom Harkin (D-IA). These same Senators had introduced a prosthetic only bill in the prior Congress championed by the Amputee Coalition of America (ACA).

[The text of S.3223 will be posted here as soon as the official version is released.](#)

ACA and **AOPA** have issued a joint press release to media outlets explaining the necessity and the impact of the bill. [Click here to read the very persuasive press release sent to media.](#)

ACA and **AOPA**, with important support from the O&P Alliance, have worked hard over the past year to get the bill introduced. Special kudos go to members of the O&P Alliance, each of whom signed on early, and especially to Peter Thomas who did yeoman's work in building the list of other supporting organizations. Lining up to support the legislation in addition to the Alliance members and ACA are 25 other non-profit organizations with a stake in O&P patient care outcomes.

When the American Orthotic & Prosthetic Association (**AOPA**) developed data demonstrating that the cost per insured of adding orthotics was so insignificant, the ACA and the Senators opted for the more comprehensive O&P parity coverage. ACA and **AOPA** have partnered on a number of opportunities, including an extensive co-branded advertising campaign, which has advanced the interests of O&P patients.

ACA from the onset has championed very effectively parity efforts at the state level for several years and to date 18 states have enacted some form of parity legislation - some with orthotics and prosthetics covered and some with only prosthetics. Parity bills do not mandate that insurers offer O&P coverage but if the insurer offers coverage, it must be on the same terms with their other medical and surgical benefits in their policy. Without parity insurers could continue penalizing O&P patients with lifetime caps or other coverage limitations.

The importance of Federal parity legislation has grown dramatically with the passage of the recent health care reform law which permits health insurers to sell across state lines under "health insurance compacts." These multi-state arrangements allow the insurer to select the lowest common regulatory denominator. It is feared that states without parity laws would often be the insurer's regulatory venue of first choice. This choice would in effect rescind or override any parity laws that may have been passed in other states served by the "health insurance compact." That makes a Federal parity law virtually indispensable both in filling in the gaps created as to ERISA plans that are unaffected by state laws as well as reinforcing existing state laws most crucial to preserve patient care that is not subject to lifetime limits or other arbitrary benefit caps.

The House version of parity, H.R. 2575, was introduced last year by Rep. Andrews (D-NJ) and Rep. George Miller (D-CA) who is also chair of the Education and Labor Committee.

AOPA would like to acknowledge and thank the organizations who have been supportive of the Parity Act:

- American Academy of Physical Medicine and Rehabilitation
- American Association of People with Disabilities
- American Academy of Orthotists and Prosthetists
- American Board for Certification in Orthotics, Prosthetics & Pedorthics
- American Medical Rehabilitation Providers Association
- Adapted Physical Activity Council
- Association of Assistive Technology Act Programs
- Board of Certification /Accreditation International
- Brain Injury Association of America
- Center for Medicare Advocacy
- Christopher and Dana Reeve Foundation
- Disability Rights Education and Defense Fund
- Easter Seals
- National Association for the Advancement of Orthotics and Prosthetics
- National Association of Social Workers
- National Commission on Orthotic & Prosthetic Education
- National Council on Independent Living
- National Spinal Cord Injury Association
- Orthotic and Prosthetic Alliance
- Paralyzed Veterans of America
- Research Institute for Independent Living
- Spina Bifida Association
- The Arc of the United States
- United Cerebral Palsy
- United Spinal Association

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

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As Vital as Ever: 2010 AOPA Policy Forum to be held May 26-27

Discussions at the national level of what should be done about health care have been going on for over a year now, and they aren't done yet. For O&P today there are two critical events taking place on the federal level. First, as a result of health care reform's passage, there are implementation issues that have yet to be resolved in terms of how the law will be applied and how regulations will take shape. Now that the Senate has introduced the Federal Prosthetic and Custom Orthotic Parity bill, both the House and Senate have parity bills ready for passage. Additionally there are challenges on the state level, particularly in regards to licensure, parity and budgets that are vital to the O&P community.

The 2010 **AOPA** Policy Forum on Wednesday and Thursday, May 26-27, 2010 at the Hyatt Regency

Washington on Capitol Hill looms as even more important with the opportunity for **AOPA** members during their Capitol Hill visits to make a specific "ask" of their legislator for action on O&P issues. At this year's **AOPA** Policy Forum, attendees will be briefed on

- What health care reform will mean to your business;
- How to discuss O&P concerns with members of Congress; and
- Techniques and talking points to take home to their states to further O&P's issues at the state level.

The agenda includes:

Wednesday, May 26

- AOPA members can fly into Washington on Wednesday morning in time for the "by invitation only" noon luncheon for Rep. William Cassidy (R-LA), a member of the House Education and Labor Committee;
- at 1 PM, the "Welcome and Overview" kicks off the afternoon of issue briefings and the analysis of the new health care law;
- from 5:00 to 6:00 PM, AOPA members will be invited to a reception which will provide quality time with Rep. Jason Altmire (D-4th/PA). Congressman Altmire is also a member of the House Education and Labor Committee and Small Business Committee and he is also one of the very few Democrats who stood up to intense political pressure and voted against the health care reform package;
- a 6:30 p.m. reception and dinner offers even more opportunities for expanded networking and information exchange.

Thursday, May 27

- The morning kicks off with a continental breakfast for the entire group and a final group briefing; and
- a full day of Congressional visits on the Hill.

This exciting Capitol Hill location will provide a new experience for returning attendees as well as a memorable first time for those who have not attended before. Call (800) 233-1234 or (202) 737-1234 before May 4 and mention the 2010 **AOPA** Policy Forum in order to receive the special room rate of \$255 per night, a bargain in Washington for this time of year.

[Click here to access the registration form.](#)

AOPA and our talented professional advocates are always working for you in Washington. But no voice is stronger or more listened to than a constituent's. Please join us at the 2010 **AOPA** Policy Forum on May 26-27 to add your voice to the ongoing discussion of what health care should be.

Questions? Contact Erin Kennedy at ekennedy@AOPAnet.org or 571-431-0876.

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2010 Thranhardt Award Winners Announced

The winners of the 2010 Thranhardt Award have been selected in anticipation of the 2010 **AOPA** National Assembly at Rosen Shingle Creek Resort on September 29 through October 2, 2010.

Dr. Andreas Kannenberg's winning entry, "A New Shoulder Orthosis to Treat Painful Shoulder and Facilitate Gait Rehabilitation of Stroke Patients," which is a clinical study with 40 stroke patients

investigating the newly developed shoulder orthosis Omo Neurexa and the extent to which it affects a common issue in rehabilitation of stroke patients: the painful shoulder after stroke (PSS) with or without shoulder subluxation. Dr. Kannenberg is Director of Medical Affairs in Duderstadt Germany for Otto Bock HealthCare GmbH. He has served in that position since 2003. He received his degree in medicine from Humboldt University of Berlin in 1989 and his medical board certification as a general practitioner in 1995. His clinical experience included general and family medicine, surgery, dermatology, internal medicine, rheumatology, orthopedics, and rehabilitation medicine.

The second winner is Dr. Maria Gerschutz, Ph.D. for her paper, "Quantitative Evaluation of Elevated Vacuum Suspension System Effectiveness Under Dynamic Conditions." Dr. Gerschutz's research examined a K3 transfemoral amputee who was measured using a positioning sensor with three prosthetic suspension systems: vented to the air, one-way suction, and elevated vacuum. Dr. Gerschutz is an applied research engineer at Ohio Willow Wood and she earned her Ph.D. in Engineering with an emphasis on biomedical engineering from Wright State University.

Make sure to attend the 2010 **AOPA** National Assembly September 29 through October 2. The Thranhardt Award winners will present their papers on Thursday, September 30 during a special General Session following the address from the Assembly's keynote speaker.

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

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Announcing a New AOPA Member Benefit - Health Advocacy: Saving Money and Alleviating Stress for You, Your Employees and Patients

Health care is growing increasingly complex, and it can be time-consuming to navigate the maze in order to secure the right services and make sound health care decisions. Health advocacy is a new type of specialty service that offers one-on-one professional help to resolve clinical and insurance-related health care issues, quickly and dependably.

AOPA has partnered with Health Advocate, Inc., to offer this unique and specialized service to members and their employees to help with complicated health care treatment and reimbursement challenges. A low fee of \$17.95 per individual or \$26.95 for family coverage per year per employee provides access to basic services such as personal health risk assessment tools, secure and confidential personal health records that can be shared with health providers at your direction and on-line health information that includes a newsletter. Post claim negotiation services and other options are available at modest additional fees.

The idea behind health advocacy is that experts-typically medical and/or claims and benefits specialists-help consumers with issues they may encounter when they access the health care system. For example, they can help individuals find the right medical care, expedite appointments with specialists, research treatments, resolve medical billing errors and claims issues and locate needed services.

Many of these issues can be thorny, and often must be addressed only during normal business hours during the work week. Having an expert interact with insurance companies and providers to resolve these issues can help you focus on your job and other important matters in your life.

More details are available at the partnership Web site. [Click here to access the site.](#)

Questions? Contact Health Advocate's **AOPA's** partner's hot line at (866) 939-3435.

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Update on the California Budget: The Fight for Medi-Cal O&P Reimbursements

The California Orthotics and Prosthetics Association (COPA) has sent an update regarding its opposition to budget recommendations that would cut Medi-Cal O&P reimbursements entirely if \$6 billion of federal funding is not forthcoming. COPA executive director Bryce Docherty testified before the Senate Budget Subcommittee #3: Health and Human Services to oppose the proposed "trigger" elimination of O&P benefits in the Medi-Cal Program. COPA's testimony met with success as the Senate subcommittee voted to reject the proposed cuts that affected O&P. COPA will continue the offensive to make sure O&P reimbursements are not cut from Medi-Cal. Currently there are hearings scheduled for the full Senate Budget Committee and House Assembly Budget Committee at which COPA will testify on behalf of O&P to urge those committees to reject the recommendations as well.

[Click here to read all the latest postings on the California Budget process from COPA.](#)

AOPA will keep members updated with any information about the ongoing budget battle in California.

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

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2010 Operating Performance Survey Needs Your Numbers

It's absolutely confidential when you provide your financial and other operating information to **AOPA's** consultant, Industry Insights. No one from the O&P community or **AOPA** staff sees any individual data. Data is destroyed after the survey is published. But it is vitally important that **AOPA** members contribute their information. More participation means the final report will be more reflective of the collective operating experience in the O&P field and more valuable to you.

Your participation automatically entitles you to a FREE customized Company Performance Report that will give you invaluable information about your business as compared with similar O&P facilities. It's a great benchmark for making better management decisions or identifying and fixing profit drains. You will also receive free access to the Business Optimization Analysis Tool (BOAT) web site for one year and a FREE copy of the final 2010 Operating Performance Report (\$185 members/\$325 non-members) with data presented by business size, location and profit leaders.

[Click here in order to complete the survey questionnaire by the April 30 deadline.](#)

Complete it online using the "save and return" feature so you don't have to do it in one sitting or download it and return the completed hard copy to Michael Becher, Industry Insights, 6235 Emerald Parkway, Dublin, OH 43016. You can also make participation completely painless by simply mailing Michael your year-end financials or audit statement.

You can reach Michael Becher for answers to questions or help in completing the survey at (614) 389-3100 extension 114 or by email at mbecher@industryinsights.com.

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Take the March Business Conditions Survey Today!

The Business Conditions Survey for March 2010 is now available. This month's survey asks questions about revenue, technology and the 2010 Policy Forum.

[Click here to take the March Business Conditions Survey.](#)

If you are the primary business decision maker at your O&P facility and are not receiving these surveys, please email Steven Rybicki at srybicki@AOPAnet.org.

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

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Help AOPA Explore Need for More Employee Insurance Benefits Savings

Just as **AOPA** has saved members significant dollars in their costs for casualty, property and liability insurance - there may be opportunities for members to experience similar savings in providing employee life, disability, vision and dental insurance benefits. The savings could be significant if a sufficient number of **AOPA** members join together in creating a group program to offer these benefits. The 2009 **AOPA** Compensation & Benefits Report disclosed that 68 percent of the responding companies offer life insurance and the cost is fully paid by 52 percent of those companies. Dental insurance was also offered by 68 percent of the companies, optical/vision by 46 percent and short term disability by 55 percent.

A group program could lower costs for members - an important consideration when the cost/price squeeze is affecting every facet of business today.

[Click here to take a brief survey](#), which will help **AOPA** determine the interest level and whether to devote modest resources toward developing a new member-insurance benefit service.

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

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Don't Miss the Next Mastering Medicare: Advanced Coding & Billing Techniques Seminar

Registrations are rolling in for **AOPA's** second "Mastering Medicare: Advanced Coding & Billing Techniques" seminar of 2010 in Pittsburgh, Pa., May 24-25. 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. In Pittsburgh 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 stay at the Hyatt Regency Pittsburgh Airport for just \$105/night!

Cost of attending the seminar is \$525 for members/\$725 for non-members if you register by April 23. (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 Pittsburgh, bring your toughest coding questions, and spend an informative two days with **AOPA's** experts and your colleagues.

[Click here to register.](#)

Contact Erin Kennedy at ekennedy@AOPAnet.org or (571)431-0876 if you have any questions.

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May 12 AOPAversity Audio Conference: New Rules for HIPPA: Are You Still Compliant?

The next **AOPA**versity audio conference, "New Rules for HIPPA: Are You Still Compliant?" will be held on Wednesday, May 12 from 1-2 p.m. EDT. Join us for this informative session to learn how the HITECH Act has updated HIPPA such as:

- What now constitutes a breach of PHI?
- When and how to notify a patient of a breach of their PHI
- What policies and procedures must be updated?
- How these new changes will be enforced
- What happens if you are not compliant?

The cost of participation is just \$99 per line for members (\$199 for non-members). Any number of employees may listen on a given line. Those needing continuing education can earn 1.5 credits by returning the provided quiz within 30 days and scoring at least 80 percent.

[Click here to register.](#)

Contact Erin Kennedy at ekennedy@AOPAnet.org or (571)431-0876 if you have any questions.

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Now Accepting Poster Presentations for the 2010 National Assembly

Present your research findings or a particular case presentation at the 2010 **AOPA** National Assembly with a Poster. Poster Presentations are a great way to have Assembly attendees exposed to your work. The poster format enables display of findings including photographs, diagrams, flowcharts and graphs and any sample educational materials developed. **AOPA** will include the poster title, author and a 3-5 sentence description in the Assembly final program. This information will be confirmed with the author in early August.

Presenters will prepare their poster presentations on-site Wednesday, September 29, 2010 from 8:00 AM - 4:00 PM. Posters will be presented formally on Friday, October 1 from 1:00 - 2:00 PM. Presenters must be in attendance next to their posters to speak with interested conference participants. Presentations should remain posted for the remainder of the program, but need to be removed by noon on Saturday, October 2, 2010.

[Click here to view poster presentation templates available at no charge.](#)

If you are interested in presenting a Poster, [click here in order complete an application](#). Applications will be accepted through July 2010.

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

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O&P RESOURCES FROM AOPA

2010 AOPA Coding Products Now Available

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The 2010 **AOPA** coding products are now available through the **AOPA** bookstore and may be ordered by calling (571) 431-0835.

The 2010 *Illustrated Guide*, *Quick Coder* and *Coding Pro* include all of the newly released HCPCS codes that describe O&P items. In addition, the 2010 *Coding Pro* contains expanded medical policy references and the 2010 *Quick Coder* includes a new section that lists all of the current modifiers used in O&P billing.

As an added bonus, if you purchase all three **AOPA** coding products at the same time, you will receive a bundled discount of \$50 off the regular retail price of the three items as sold separately.

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

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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 or (571) 431-0835.

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Are You Registered for AOPA's 2010 Series of Medicare Audio Conferences?

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. If you purchase all the conferences, all conferences from months prior to your purchase of the set will be sent to you as CDs.

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? (Available on CD)
- February 10: Hints on Passing Your Supplier Standards Inspection (Available on CD)
- March 10: Billing for Refused/Returned Devices and Deluxe Features (Available on CD)
- 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 or (571)431-0876.

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O&P INSIDER'S TRACK

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

People in the News

Aine Fox, an Irish student currently pursuing a Biomedical Engineering degree, is interested in volunteering with a patient care facility in the United States or with prosthetics outreach somewhere else abroad. Aine has an interest in prosthetics and orthotics and has previous experience volunteering in India. If you would like to contact Aine, send all email to aine.fox22@mail.dcu.ie.

Orthocare Innovations, LLC announced that **Dr. Toshiki Kobayashi** has joined the company as a Research Scientist. Dr. Kobayashi received his Ph.D. from the Department of Health Technology and Informatics at the Hong Kong Polytechnic University.

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Businesses in the News

The Orthotic and Prosthetic Assistance Fund (OPAF) announced the creation of the First Paddle clinic, adaptive kayaking for amputees and those with physical challenges. The inaugural clinic will take place May 23 at Michael Jones Pool facilities of Eastern Michigan University in Ypsilanti.

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on May 4. 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

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