

American Orthotic & Prosthetic Association (AOPA)

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AOPA In Advance SmartBrief

Breaking News

March 25th, 2014

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AOPA 2014 Coding Products are in the Bookstore – Order Now!



AOPA offers the best 2014 medical coding products in the industry at the greatest price. Get all of the codes, descriptions, illustrations, tips, and examples that you need!

Between the **Coding Pro** Software, **Quick Coder** Reference Set, and the all-important **Illustrated Guide**, you'll have the complete coding system in use for Orthotics, Prosthetics, and Shoes including HCPCS Codes, official Medicare Descriptors, and Illustrations for each code! Why wait? Get all 3 in the **AOPA 2014 Coding Suite!** Order yours today!

ORDER NOW!



Register Now for the Hot Coding & Billing Seminar in Las Vegas!

Don't miss the April 7-8 Coding & Billing Seminar in the heart of the Las Vegas Strip at Bally's Hotel & Casino!

There is a reason why the AOPA Coding and Billing Seminar is ranked #1 by the most successful O&P Professionals!



During the general session you will learn how to code complex devices, including repairs and adjustments, plus:

- O&P Overview of Federal Agencies
- Medical Policy Basics
- Review of Medicare LCDs/Policy Articles
- Specific guidelines on coding Lower Limb Prostheses, Spinal Orthoses and AFO/KAFO
- Documentation
- Claim Reviews
- Internal Audits
- Hot Topics, Utilization Data & Current Trends in O&P

AOPA experts provide the most up-to-date information to help O&P Practitioners and office billing staff learn how to code complex devices, including repairs and adjustments, through interactive discussions with AOPA experts, your colleagues, and much more. Meant for both practitioners and office staff, this advanced two-day event will feature breakout sessions for these two groups, to ensure concentration on material appropriate to each group.

[Register today by clicking here!](#)



Opportunities for Clinical O&P Research Support from AOPA



Specialists in delivering **superior treatments and outcomes** to patients with limb loss and limb impairment.

www.AOPAnet.org

The American Orthotic & Prosthetic Association is proud to announce a Request for Pilot Grant Proposals in eight potential areas of Orthotic and Prosthetic (O&P) research including an open topic.

AOPA is interested in funding original pilot research that will lead to larger trials that may qualify for government or other research funding support. For 2014 - 2015, the association is seeking proposals for one-time grants in amounts up to \$15,000 for one year.

The deadline for proposals under the Request for Pilot Grant Proposals is April 30, 2014

[For more information, please review the RFP Small Grants Announcement here!](#)

ABC Takes on New Level of Participation at the AOPA Policy Forum



The American Board for Certification in Orthotics, Prosthetics and Pedorthics, Inc. (ABC) is pleased to announce its expanded participation in the 2014 American Orthotic and Prosthetic Association (AOPA) sponsored Policy Forum April 2-4. Attending on behalf of ABC are board members James H. Wynne, CPO, FAAOP and Eric Ramcharran, CPO along with Executive Director Catherine Carter.

In addition, ABC is also sponsoring a student representative to attend the Forum. Thanks to an initiative from the National Commission on Orthotic and Prosthetic Education (NCOPE), there are 12 students from 11 of the nationwide O&P programs attending this year's Policy Forum. This unique and rewarding experience for students is designed to foster a future tradition of participation in national and local government affairs in O&P.



"It is of vital importance for the future of the profession to introduce future practitioners to how their voice can be heard in national and local politics. What better way for them to see how the system works, than to participate in it firsthand? This is a great opportunity for our students and NCOPE is thrilled to be the catalyst for this engagement," said Arlene Gillis, M.Ed., CP, LPO, FAAOP, NCOPE Chair.

"ABC has long supported the AOPA Policy Forum through participation of our board and we are very excited about this first time student sponsorship. In addition to our strong commitment to supporting the education and experience components of preparing future practitioners, we see this opportunity as one more way that we can support the future of the profession," said Curt Bertram, CO, FAAOP, ABC President.

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Businesses in the News: Ottobock Logistics & Distribution Operations Moves to Louisville

ottobock.

Medical device manufacturer **Ottobock** has announced it is relocating its North America Logistics & Distribution operations from Minneapolis and Toronto, Ontario, to Louisville, KY. Based in Duderstadt, Germany, Otto Bock HealthCare, GmbH, has more than 7,000 employees worldwide in fifty branches. Minnesota-based

Ottobock was established in 1958 as the Americas corporate headquarters.

"Louisville has a strong reputation of shipping expertise and we believe the creation of a regional distribution center there will build efficiency in today's competitive environment and support the accelerated growth we are anticipating," says Andreas Schultz, North American regional president & CFO of Ottobock.

The transition to Louisville is underway with limited receiving, stocking and shipping of Ottobock mobility products taking place and the warehouse being readied for additional inventory. Hiring has also begun to fill an estimated twenty new jobs by October 2014, and that number is expected to grow to twenty-five over the next three years. Tax increment financing in the amount of \$375,000 for up to ten years is assisting Ottobock in its \$3.375 million relocation and growth investment.

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Calling all Students and Residents—Gain National Recognition And Advance Your Career

Enter to win one of two prestigious awards--The Student-Resident Poster award honors two meritorious scientific papers submitted for presentation as a poster at the AOPA National Assembly. The purpose of these awards is to encourage students and residents to display outstanding posters at the AOPA National Assembly.

The Otto and Lucille Becker Award will be presented for the best orthotic abstract submitted and the Edwin and Kathryn Arbogast Award for the best prosthetic abstract submitted by a qualifying student or resident.

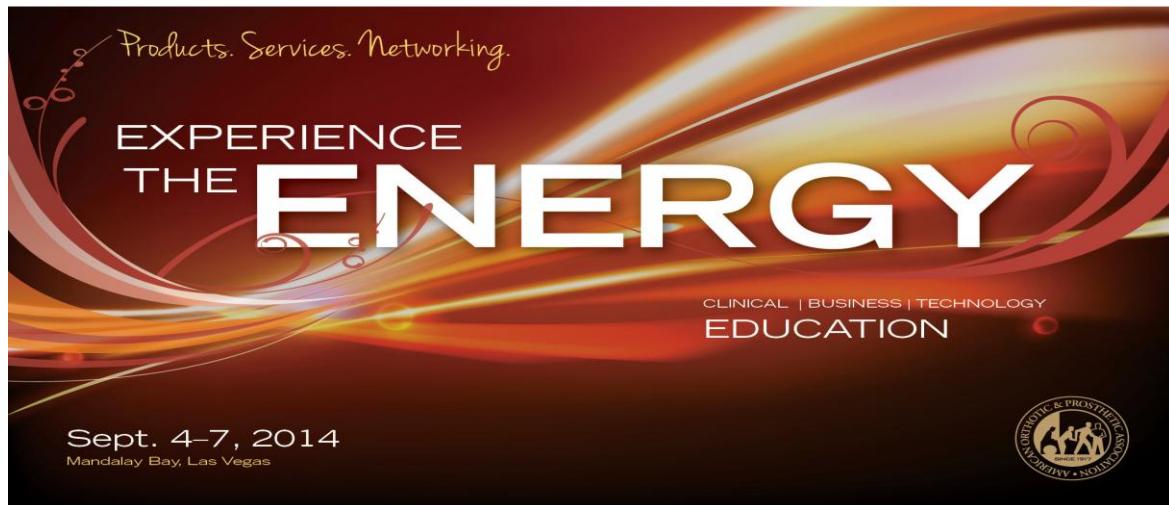


- ✓ The poster must be exhibited and presented at the AOPA National Assembly for the award recipient to receive the prize. The winners of the two scientific poster awards will be published in the O&P Almanac.
- ✓ The winners will receive a \$500 cash award, registration to the show, coach-class airfare to the National Assembly and three nights hotel. To qualify to present a poster in this category and eligible for consideration for this award, the main author must be a student (baccalaureate or master level) or a resident at a qualified patient care facility.
- ✓ Abstracts will not be considered for either award if they have been previously presented, published, or are currently submitted with pending decision on acceptance elsewhere.
- ✓ These awards have been made possible by a special endowment by Becker Orthopedic and WillowWood.

[**Submit your abstract here**](#)



AOPA's
national assembly '14
The premier meeting for orthotic, prosthetic, and pedorthic professionals



The 2014 AOPA Policy Forum is Coming – *Make a Difference!*



April 2-3, 2014

**Special Extended Programming Available April 3-4,
2014**

Renaissance Hotel – Washington, DC

April is Limb Loss Awareness Month, what better way to support the profession than to participate in the Annual Policy Forum, April 2-3 at the Renaissance Washington DC Hotel, with extended educational programs being offered April 3-4.

The Policy Forum is your best opportunity to learn the latest legislative and regulatory happenings and how they will affect you, your business and your patients. Once you are armed with the facts, we as a profession will educate our Members of Congress to offer common sense solutions and share how the O&P profession restores lives and puts people back to work. Your Congressional appointments will be organized by AOPA staff and lobbyist.

Policy Forum attendees will participate in enlightening sessions, such as:

- *The Horrific RACs Era for Prosthetics, Where Are We, and Where/When (If Ever) Might It End?*
- *Hear the latest on CMS, OTS Orthotics, What the Statute Says on Minimal Self-Adjustment, What CMS Says, Competitive Bidding and/or Other Directions for OTS Orthotics*
- *Competitive Bidding—Off the Shelf (OTS), New HCPCS Codes—How Does It All Make Sense?*
- *Medicare O&P Improvements Act, H.R. 3112*
- *Appropriations, Funding for Research & Education, S 521/S.522*
- *Emerging RAC Fairness Legislation*
- *Amputee Veterans Bill of Rights, H.R. 3408*
- *Federal Insurance Fairness for Amputees Bill (H.R. 3020)*

Quick Links

- [About the Policy Forum](#)
- [Extended Education Modules](#)
- [Registration](#)
- [Location & Hotel Reservations](#)
- [Schedule](#)



The Policy Forum ends on Thursday, April 3rd with advocacy visits with elected representatives and their staffs. AOPA's staff and lobbyists schedule these meetings for attendees.

The low registration fee of \$150 and a location close to Capitol Hill make it easy and convenient to participate. Join us in 2014 to make a difference for the entire profession and, visit the monuments, the museums and all the attractions our nation's capital has to offer – all just minutes from the hotel.

Register Now!

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Extended 2014 Policy Forum – Education Modules on April 3-4!

To maximize your time away from the office, the Policy Forum has been reformatted for 2014 to offer you additional learning opportunities on important and pertinent topics. You can customize your schedule and register for the additional modules you are most interested in.



Module I, Thursday, April 3, 5:00 – 8:00 PM

A Closer Look at How Washington WILL Impact your Business. (Includes dinner)

- Understanding Congressional Appropriations, How Does Money Get Out of Washington for Research, Educational & Other Programs
- CBO — What is the Congressional Budget Office, How Does It Work and Why is It Important?
- Special Programs That Will Impact Your Future: ACOs, DRGs, Post Acute Care Bundling & CMS's Office of Innovation
- Let's Sue the Bastards: A Primer About Suing the Medicare Program

Module II, Friday, April 4, 2014, 8:30 AM – 1:00 PM

Special Business and Clinical Educational Program Begins: Coding, RAC, OTS Coding, Appealing to the ALJ & FDA Educational Program Segments (Includes breakfast and lunch)

- Coding and Reimbursement Segment (2 hours)
 - Primer: Steps You Can Take to Avoid RAC/Pre-Payment Audits and Succeed If You Get Them
 - New Off-the-Shelf Orthotic Codes—Guide to Avoid Becoming a Witness Against Yourself.
- Taking Your Claims All the Way to the ALJ: How to Do It, and Win (1 hour)
- FDA: Has O&P Awakened a Sleeping Regulatory Giant—Overview of GMPs, Unique Device Identifiers, Complaint Files and Central Fabrication Compliance issues (1-1/2 hours)

Registration is available by clicking here!

A Big Thank You to AOPA's 2014 Policy Forum Sponsors!

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How to Use Advanced Beneficiary Notices (ABNs) Effectively April Audio Conference



The Advanced Beneficiary Notice (ABN) is a useful tool when used properly. Used incorrectly, it can result in unnecessary financial liability to providers. Join AOPA on April 9th, 2014 for an AOPAversity Mastering Medicare Audio Conference that will focus on why it's important to use ABNs successfully and why it's an important part of your business operation. An AOPA expert will address the following issues during the call:

- When an ABN is required and when it is not
- Properly executing an ABN
- Routine use of ABNs, why it is not allowed
- Modifiers to use when obtaining an ABN
- Communicating effectively with patients regarding ABNs
- Common ABN pitfalls

The cost of participating is always just \$99 for AOPA members (\$199 for nonmembers) and any number of employees may listen on a given line. Listeners can earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80%.

[**Register online here!**](#)

Contact Devon Bernard at dbernard@AOPAnet.org or 571/431-0854 with content questions.

Contact Betty Leppin at bbleppin@AOPAnet.org or 571/431-0876 with registration questions.

[Click here to go to the top of the newsletter.](#)

Upcoming Events

Apr 2-4	<p><i>2014 AOPA Policy Forum</i> Renaissance Hotel Washington, DC</p> <p>Learn more or register online here</p>
Apr 7-8	<p><i>Mastering Medicare: Adv. Coding & Billing Techniques Seminar</i> Las Vegas, NV</p> <p>Learn more or register online here</p>
Apr 9	<p><i>How to Use Advanced Beneficiary Notices (ABNs) Effectively</i> Audio Conference</p> <p>Learn more or register online here</p>

April 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

Get the AOPAverity Advantage!



Distance Learning Opportunities Through AOPA

New!

O&P ALMANAC

EARN CREDITS
2.0 CE
PER MODULE

Because of the highly educational content of the O&P Almanac's Reimbursement Page and Compliance Corner, O&P Almanac readers can now earn two business continuing education (CE) credits each time they read these articles and pass the accompanying quiz.

IT'S EASY AND IT'S FREE!



Read and learn from O&P Almanac's monthly reimbursement column and quarterly compliance corner—you will now not only gain knowledge, but also can earn CE credits by taking a short quiz and receiving a passing grade of 80 percent or higher. AOPA will automatically transmit the information to the certifying boards on a quarterly basis.

The print version of the O&P Almanac is delivered to all AOPA members, ABC certified practitioners, BOC certified practitioners as well as subscribers. Additionally the electronic version of O&P Almanac is available online at www.aopanet.org/publications/digital-edition/.

Learn more at:
www.aopanet.org/publications/op-almanac-magazine/

AOPAVERITY WEBCASTS

EARN CREDITS
1.5 CE
PER MODULE

AOPA offers two webcast series:

Series 1> Mastering Medicare: Coding & Billing Basics and Principles contains nine modules is a recommended prerequisite to the Advanced Coding and Billing Techniques Seminar.

Series 2> Practice Management: O&P Administration Services contains five modules, including topics such as Establishing an O&P Practice, Acquiring an existing O&P Practice, and Enrolling in Medicare and Medicaid.

Learn more at:
www.aopanet.org/education/webcasts/

AUDIO CONFERENCES

EARN CREDITS
1.5 CE
PER CONFERENCE

During these one-hour sessions, AOPA experts provide the most up-to-date information on a specific topic. Perfect for the entire staff—one fee per conference, for all staff at your company location (\$99 Member/\$199 Non-Member). A great team-building, money-saving, educational experience! Sign up for the entire series and get two conferences FREE. Entire Series (\$990 Members/\$1,990 Non-Members). The fee is per location and there is no limit on the number of staff you can assemble in one location.

Learn more at:
www.aopanet.org/education/audio-conferences/

VIDEO LEARNING LIBRARY

EARN CREDITS
1.5 CE
PER VIDEO

AOPA's video learning library offers many different types of high-level education—clinical, business, motivational, and more. Many of the videos have been approved for CE credits. After viewing the educational video in its entirety, complete and submit the quiz continuing education (CE) credits. AOPA will automatically transmit the information to the certifying boards on a quarterly basis for those with passing grades of 80 percent or higher. Those not passing the quiz will be notified.

Peruse the complete library at:
www.aopanetonline.org/education



AOPAverity

AOPAverity is your one-stop resource for quality O&P education, developed explicitly for orthotic, prosthetic and pedorthic professionals. Most education has been approved for continuing education (CE) Credits. Learn on your terms with one of our opportunities listed above!

Earn CE credits accepted by certifying boards:



Visit www.AOPAnetonline.org/education today!