



AOPA In Advance SmartBrief

Breaking News

March 11th, 2014

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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.

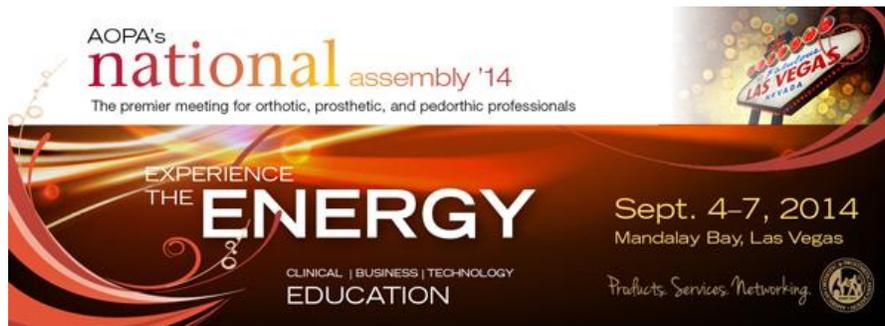
AOPA is interested in funding original pilot research that will lead to larger trials that may qualify for government or other research funding support. For 2014-2015, the association is seeking proposals for one-time grants in amounts up to \$15,000 for one year.

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!](#)

2014 AOPA National Assembly ~ Submission Deadline Extended to March 17th

Share Your Research ▪ Advance Your Career ▪ Improve Patient Care



Deliver a Presentation at the 2014 AOPA National Assembly
The largest meeting in the United States for the O&P Profession

Submission Deadline Extended to March 17!

Several individuals have requested additional time to submit a paper or their symposium proposal. Therefore the clinical sessions workgroup has extended the submission deadline until next Monday, March 17.

Participate in the country's oldest and largest meeting for orthotic, prosthetic and pedorthic professionals. Five distinct tracts for Orthotists, Prosthetists, Pedorthists, Technicians and Business Administrators are being organized.

Your submissions, based on sound research and strong empirical data, will set the stage for a broad curriculum of highly valued clinical and business offerings at the 2014 AOPA National Assembly.

Learn More ►

Should you have questions about the submission process or the National Assembly in general, please contact AOPA Headquarters at (571) 431-0876 or tmoran@AOPAnet.org.

AOPA National Assembly
September 4-7, 2014
Mandalay Bay Resort, Las Vegas, Nevada
www.AOPAnet.org

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DME MACs Retract Article on Provision of Off the Shelf and Custom Fitted Orthoses



On February 27, 2014, the four DME MACs published a joint policy bulletin regarding the proper use of off the shelf (OTS) and custom fitted orthosis codes entitled: *Correct Coding - Definitions Used for Off-the-Shelf, Custom Fitted and Custom Fabricated Orthotics (Braces)*. This bulletin provided clarification regarding the proper use of OTS codes and/or custom fitted codes when submitting claims for orthotic devices. In addition, the bulletin provided guidelines regarding the types of providers who were eligible to provide and submit claims for both custom fitted and custom fabricated orthoses.

[AOPA published a comprehensive summary of the bulletin in the March 4, 2014 AOPA SmartBrief newsletter which may be viewed here.](#)

On March 7, 2014, the DME MACs announced that the bulletin was being retracted and all versions of it were removed from the DME MAC websites. AOPA believes that a revised version of the bulletin will be released in the next several weeks and will review any revisions to determine what changes were made and will provide a report to AOPA members regarding any substantial changes. [To review the original version of the bulletin, please click here.](#)

Questions regarding this issue may be directed to Joe McTernan at jmcternan@aopanet.org or Devon Bernard at dbernard@aopanet.org

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Jurisdiction D Publishes Results of Pre-Payment Probe Review of Claims for L5987

Noridian Healthcare Solutions, the Jurisdiction D DME MAC has released results of its pre-payment probe review involving claims for L5987. Of the 99 claims selected for the probe review, 81 were denied for an overall error rate of 79%. According to the DME MAC, major reasons for claim denials included a lack of documentation to support the patient's functional level, a lack of documentation of the need to replace components described by L5987, and failure to respond to the additional documentation request. As a result of the 79% error rate, the Jurisdiction D DME MAC has announced that it will initiate a widespread pre-payment review for claims involving L5987.



AOPA reminds its members that the DME MACs expect the medical need for any device or component to be documented in both the provider's records as well as those of the prescribing physician. In addition, the DME MACs expect detailed information supporting the patient's functional level to be incorporated into the prescribing physician's note. Failure to obtain this documentation will often result in claim denials. [The full report may be viewed at the following link.](#)

Questions regarding this issue may be directed to Joe McTernan at jmcternan@aopanet.org or Devon Bernard at dbernard@aopanet.org

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LIMBS International Sends 150 Legs to Bangladesh

LIMBS International announced that they will be sending 150 legs to a partner clinic, The Center for Disability in Development (CDD), in Bangladesh. CDD is one of LIMBS' longest-standing partners and has worked with LIMBS to provide care to amputees throughout Bangladesh. They were instrumental in the effort to help the victims of the factory collapse in 2013 and are now launching a four-year project with LIMBS to fit 300 amputees.



Thanks to the efforts of one of LIMBS' board members, who works for Boeing, along with two of his fellow coworkers who are originally from Bangladesh, Boeing has offered to transport the legs to Bangladesh this month on a new plane they are delivering. This generous offer not only allows the legs to be delivered at no cost, but also expedites the delivery time to allow the project to start immediately. Congratulations to LIMBS International for celebrating their 10th Anniversary and for ushering in a new exciting initiative, Project: Mobility; a plan focused on restoring mobility to thousands of amputees by providing low-cost, high-quality, sustainable prosthetic devices over the next 10 years.

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March 2014 O&P Almanac Is Here - Get your CE's!

The March Issue of The *O&P Almanac* is hitting shelves!

Special Ops

By *Christine Umbrell*

While most prosthetists and orthotists rely on their creative instincts to fit patients with the best devices, several have taken their innovative impulses to an extreme. The *O&P Almanac* shares the stories of four practitioners who have created unique components to solve specific problems for patients.

This month's reimbursement page focuses on how to successfully navigate Administrative Law Judge Hearings. Go to page 16 and get your CE's!

Click on the Magazine to the right to get the latest issue and click below to take your quiz!



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

Attention AOPA Supplier Members: 2014 Policy Forum Sponsorship Opportunities

The 2014 AOPA Policy Forum will be held April 2-3, with post Policy Forum education events April 3-4 at the Renaissance Hotel in Washington, DC.

There is no better way to participate in Limb Loss Awareness Month and to support your customers during this era of RAC Audits, Competitive Bidding, Pending litigation's, FDA Issues and so much more.



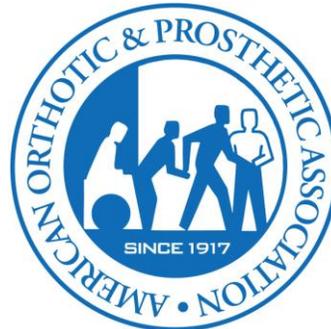
Sponsors of the 2014 Policy Forum will receive the following recognition:

- * Logo placement on the Congressional Directory provided to all attendees
- * Recognition on www.AOPAnet.org homepage
- * Acknowledgement in the O&P Almanac and AOPA in Advance SmartBrief Newsletter both before and after
- * One complimentary registration for you or your staff representative to attend the meeting
- * Announcements providing special recognition during the Policy Forum
- * Attendee Mailing List
- * Inserts included in Attendees' Meeting attaché bags
- * Any give-aways that you would like to provide will be placed in attendee meeting bags, or on tables during the meeting (e.g., portfolios, pens, notepads, tumblers, etc.)
- * Recognition at the 2014 AOPA National Assembly
- * Logo placement on signage during the Policy Forum and post Policy Forum educational events
- * Significant recognition over and above what is listed here will be provided to Gold Sponsors
- * Press Release recognition

[Sign up today!](#)

Quick Links

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



Viva AOPA - Coding & Billing Seminar Las Vegas!

Don't miss the April 7-8 Coding & Billing Seminar in the heart of the Las Vegas Strip at the Mirage 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 Protheses, 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!](#)

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Businesses in the News: Rx Textiles and SPT Tech Merge to Become Paceline!

In 2010, **Rx Textiles** acquired **SPT Technology, Inc.**, bringing together two established and well respected companies. Rx Textiles, Inc. and SPT Technology, Inc. are excited to announce their new company name: **Paceline, Inc.**

Joe Davant, President of Paceline, states: "When Rx Textiles acquired SPT Technology three years ago, our goal was to create one unified company capable of providing our customers with a wider range of products and more efficient levels of service. Bringing Rx and SPT together under the Paceline name accomplishes that goal and sets the stage for our future growth into many different product fields."

Rx Textiles and SPT Technology have specialized in developing and manufacturing products for a variety of medical needs. In the orthotics and prosthetics industry, both companies are known as suppliers of high quality, innovative fabrics, as well as a full line of first rate lamination products.



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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. To make this experience even more beneficial, 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)
 - o Primer: Steps You Can Take to Avoid RAC/Pre-Payment Audits and Succeed If You Get Them
 - o 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!](#)

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www.LCodeSearch.com

24/7

EXPERT CODING ADVICE 24/7

- The O&P coding expertise you've come to rely on is now available whenever you need it.
- Match products to L codes and manufacturers—anywhere you connect to the Internet.
- This exclusive service is available only for AOPA members.

Contact Lauren Anderson at 571/431-0843 or landerson@AOPAnet.org.

Log on to **LCodeSearch.com** and start today.

Not an AOPA member? **GET CONNECTED**

Visit AOPA at www.AOPAnet.org.

MANUFACTURERS: Get your products in front of AOPA members!
Contact Joe McTernan at jmcternan@AOPAnet.org or 571/431-0811.

The ABC's of Audits: What to Expect & How to Respond
March Audio Conference



Audits have arrived and they are here to stay. An auditor's job is to seek out questionable Medicare payments made in the past and recoup as much money for the Medicare program as they can. But where did they come from? How do they work? To answer these questions and many more, including how to prepare for an audit, attend the audio conference. Join AOPA on March 12th for a Mastering Medicare Audio Conference that will focus on the following issues:

- Learn who is auditing your claims and why
- How do audits work
- What restrictions do the auditors have
- How to identify potential problems
- How to handle an audit (documentation, timely responses, etc.)

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 bleppin@AOPAnet.org or 571/431-0876 with registration questions.

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Upcoming Events

Mar 12

**The ABC's of Audits:
 What to
 Expect and How to
 Respond
 Telephone Audio
 Conference**
[Learn more or register
 online here](#)

March 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
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23	24	25	26	27	28	29
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Apr 2-4

**2014 AOPA Policy
 Forum
 Renaissance Hotel
 Washington, DC**
[Learn more or register](#)

[online here](#)

Apr 7-8

**Mastering Medicare: Adv. Coding
Techniques Seminar
Las Vegas, NV**

& Billing

[Learn more or register online here](#)

Get the AOPAversity Advantage!

AOPAversity



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/

AOPAVERSITY 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 dif-

ferent 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



AOPAversity

AOPAversity 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!