



AOPA In Advance SmartBrief

Breaking News

March 13th, 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!](#)

Calling All Students & Residents – Gain National Recognition & 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 2014 AOPA National Assembly. The purpose of these awards is to encourage students and residents to display outstanding posters at the AOPA National Assembly.



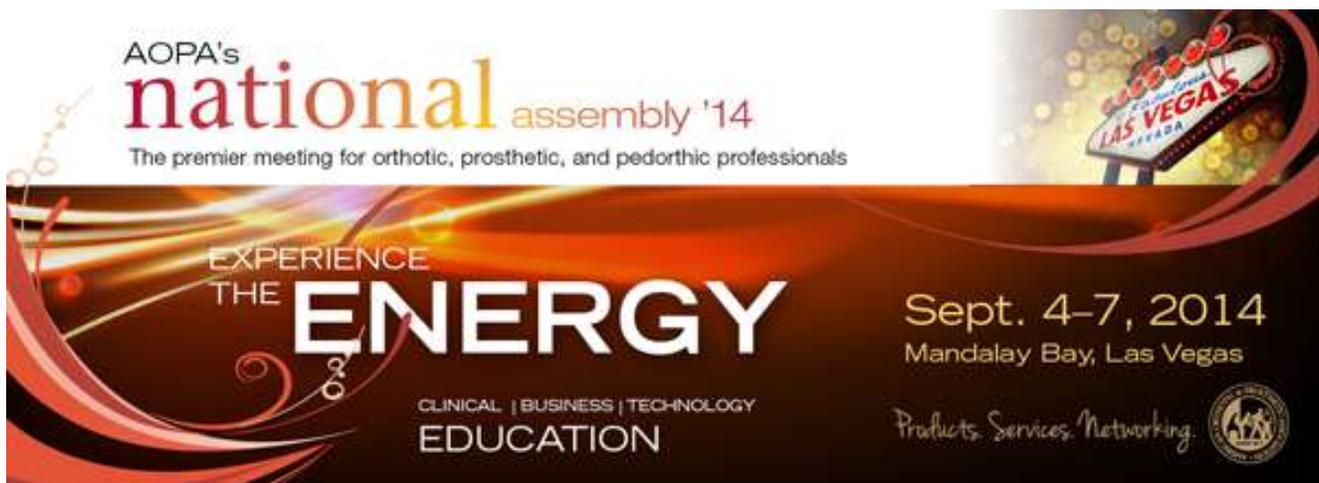
The Otto and Lucille Becker Award will be presented for the best orthotic abstract submitted and the Edwin and Kathryn Arbogast Award for the best prosthetic abstract submitted by a qualifying student or resident.

- ✓ 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](#)



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

EXPERIENCE
THE **ENERGY**

CLINICAL | BUSINESS | TECHNOLOGY
EDUCATION

Sept. 4-7, 2014
Mandalay Bay, Las Vegas

Products. Services. Networking.



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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O&P PAC Corner

The O&P PAC Corner provides updates on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&P PAC has recently supported. The O&P PAC recently received donations from the following AOPA member(s)*

- Maynard Carkhuff

The O&P PAC recently made contributions to the following candidate(s)*:

- Sen. Dick Durbin (D-IL), Assistant Majority Leader, Sponsor of the Wounded Warrior Workforce Enhancement Act (S.522) and the Wounded Warrior Research Enhancement Act (S.521)
- Sen. Charles Grassley (R-IA), Senior member of both the Senate Finance Committee and the Senate Budget Committee



The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House, Senate and other officials running for office to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

In order to participate in and receive information about the O&P PAC, federal law mandates that you must first sign an authorization form.

[Click here to view and sign an O&P PAC authorization form.](#)

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
Or the \$85 Room Rate 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 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: OPAF First Row Clinic Comes To DC This Month!



OPAF's First Row Clinic is coming to Washington, DC this month as part of the March 22 Limb Loss Education Day with **Amputee Coalition!**

First Row offers amputees and those with physical challenges the chance to try adaptive rowing and sculling as a single or as part of a team, using ERGs. The clinic will be lead by Katie Lednar, with South Orlando Rowing Association. Katie was part of the coaching staff that trained Oksana Masters and Rob Jones to their Gold Medals in the London Paralympics. Katie will be assisted by DC's own Pamela Lehnert and her staff of row coaches to show you the Opportunities and Possibilities with Adaptive Rowing!

Don't delay and sign up today! Registration can be found on the Amputee Coalition website at amputee-coalition.org or follow the link from the OPAF website at opafonline.org. This will be a full day of education, recreation, food and fun and more at the Medstar National Rehab Hospital. Register and see YOU on March 22!

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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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Contact Joe McTernan at jmcternan@AOPAnet.org or 571/431-0811.

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

Upcoming Events

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

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 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 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



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!