AOPA In Advance SmartBrief
Breaking News
May 13th, 2014

AOPA Headlines:

The AOPA 2014 National Assembly Preliminary Program Is Here – Register Today!

FDA Approves Pre-Market Notification for the DEKA Prosthetic ARM

Jurisdiction D DME MAC Releases Results of 1st Quarter Review of Diabetic Shoes

Hit A Home Run with the Boston Coding & Billing Seminar!

Donations Needed To Support Government Relations Outreach

Participate in the 3rd Annual Technical Fabrication Contest

OTWorld: International Trade Show Enjoys Continued Growth

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

Modifiers: How & When To Use Them - May Audio Conference

Upcoming AOPA Events

It’s Time to Participate in the 2014 AOPA Operating Performance Survey!

You should have received a paper version of the survey in your mailbox, and you can also fill it out online at www.AOPA-survey.com.

All participating AOPA member facilities will receive an individual, confidential Company Performance Report FREE that will compare your facility’s operating performance against other O&P facilities of a similar size and location. This individual company report, assessing the financial health of your facility, would cost several hundred dollars if prepared by your own consultant. The individual report is AOPA’s way of saying “thank you” for being a member and participating in the survey.

You can purchase a copy of last year’s survey for $185 (for AOPA members, $325 for non-members) at our online bookstore.

Please contact us with any questions at 571/431-0843, and we hope you will take advantage of this members-only opportunity.
AOPA National Assembly
September 4-7, 2014 ~ Las Vegas

THE PRELIMINARY PROGRAM IS HERE – REGISTER TODAY!

Don’t miss this incredible show as we combine the ENERGY of Las Vegas with the ENERGY of 200 Exhibitors and the ENERGY of more than 2,300 attendees along with top-notch business and clinical experts to give you the dynamic 2014 AOPA National Assembly.

CLICK HERE OR ON THE IMAGE TO ACCESS THE AOPA 2014 NATIONAL ASSEMBLY PRELIMINARY PROGRAM

Why You Should Attend

- Earn more than 32 CE credits
- Learn in any of the five dedicated education tracks—providing you with the most relevant education for:
  - orthotists
  - prosthetists
  - technicians
  - pedorthists
  - business managers
- Scientific programs featuring extensive symposia on scoliosis, pediatric orthotics, microprocessor knees and more
- Unprecedented business education featuring experts in O&P business management, documentation, healthcare reform & marketing
- Networking and career advancement for practitioners and suppliers at all levels of experience—opportunities abound, from receptions to golf, to a happy hour reception to the wine auction and tasting
- Fabulous shopping, entertainment, championship golf and unparalleled people watching—all of this on the Las Vegas Strip!

No other city competes with the energy, atmosphere, and excitement of Las Vegas! It’s the place to be – We’ll see you there!
FDA Approves Pre-Market Notification for the DEKA Prosthetic ARM

On May 9, 2014 the Food and Drug Administration (FDA) approved the 510(K) premarket notification for the DEKA Arm System, a myoelectric prosthetic arm system that has been developed by DEKA Integrated Solutions Company and funded primarily through a grant from the Defense Advanced Research Projects Agency (DARPA). The FDA reviewed the DEKA arm through its de novo classification process, a regulatory pathway for low to moderate risk medical devices that are considered to be innovative. This process does not rely on information previously submitted for “predicate” devices as a means to evaluate new products but rather reviews the submitted product as a one of a kind device.

According to the FDA, data from a Veteran’s Administration 4 site study that included 36 participants who used the DEKA arm to perform several activities of daily living (ADLs) was used in its review of the 510(K) notification. This study showed that 90% of the participants reported that they were able to perform activities using the DEKA arm system that they were unable to perform with their existing prosthesis.

FDA approval of the 510(K) pre-market notification clears the way for DEKA to manufacture and market its prosthetic arm to healthcare professionals and consumers. DEKA has not announced when it intends to have the prosthesis available to the public.

Jurisdiction D DME MAC Releases Results of 1st Quarter Review of Diabetic Shoes

Noridian Healthcare Services, who serves as the Jurisdiction D DME MAC, recently released the results of its widespread pre-payment review of claims for diabetic shoes that were submitted between December 2013 and March 2014. Of the 2,924 claims reviewed, 2,404 were denied representing an overall error rate of 82%. Jurisdiction D reported that the most common reasons for denial included failure of the certifying physician to document specific foot abnormality, failure of the certifying physician to document management of the patient’s diabetes, and failure of the supplier to document the in-person fitting of the shoes at delivery.

It is important to make sure all of the requirements of the LCD and Policy Article that govern Medicare coverage of diabetic shoes have been met. Failure to do so will result in unnecessary claim denial and continued scrutiny of future claims.

Questions regarding this issue may be addressed to Joe McTernan at jmcternan@aopnet.org or Devon Bernard at dbernard@aopanet.org.
Hit A Home Run with the Boston Coding & Billing Seminar!

Don’t miss the June 12-13 Coding & Billing Seminar in the heart of Boston!

There is a reason why the AOPA Coding and Billing Seminar is ranked #1 by 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 & 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 billing staff learn how to code complex devices, including repairs and adjustments, through interactive discussions with AOPA experts and your colleagues. Meant for both practitioners and office staff, this advanced two-day event will feature breakout sessions to ensure concentration on material appropriate to each group.

Register today by clicking here!

Donations Needed To Support Government Relations Outreach

During the 2014 National Assembly in Las Vegas AOPA will be hosting the 7th Annual Wine Tasting & Auction. This exciting event provides attendees with a unique opportunity to mingle, network, learn about and taste a variety of wines, but most importantly raise awareness of and funds for AOPA's Government Relations outreach. Let’s keep the tradition of success alive and make the 7th Annual Wine Tasting & Auction the best ever.

Please join the fun, the "good cause" and add to the continued success of the Wine Tasting & Auction by donating today! Your special donations are what make this event unique and successful. Your attendance is what makes it fun! Your donation may be one of the gems of your cellar, jewelry, artwork, wine glasses, a bottle of your favorite spirit, cigars, etc. We also have a team of personal shoppers who can locate that perfect item for you if you would prefer to make a monetary donation.

Please consider donating today! The donation form is available here.

Thank you in advance and we look forward to seeing you at the 2014 National Assembly and the 7th Annual Wine Tasting & Auction.

Any questions about making a donation or the auction in general, contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0811.
Participate in the 3rd Annual Technical Fabrication Contest

This year’s contest is to fabricate a lower extremity Orthosis or Prosthesis that best reflects the entrant’s interpretation of “energy” as it applies to Prosthetics and Orthotics. The projects submitted will be judged on ingenuity, design, finish and function. All entries will require a statement that provides the contestant’s insights as to why they fabricated the specific design submitted. Enter the contest here!

en·er·gy noun, plural en·er·gies. The capacity for vigorous activity; available power; an adequate or abundant amount of such power; often, energies. a feeling of tension caused or seeming to be caused by an excess of such power; an exertion of such power; the habit of vigorous activity; vigor as a characteristic;

One winner and one runner-up will be selected in each of the three categories: practitioner, technician and student. All three categories will also be entered into the People’s Choice Award—where congress attendees will vote and select their favorite device.

- First Place Winners receive a $500 Cash Prize
- Runners up receive a $200 Cash Prize
- The People’s Choice Award recipient will receive $300

Special recognition in the form of a trophy and Press Release will be awarded to the school representing the winning students.

OTWorld: International Trade Show Enjoys Continued Growth

OTWorld in Leipzig, currently opened today from May 13th – 16th, is all about sharing knowledge across disciplines and across the world. 548 exhibitors from 37 countries will be showcasing their new products, with 260 of the exhibiting companies coming from outside Germany. This means that foreign participation in the trade show has risen to its highest level ever, at 47 percent. The gross surface area occupied by the show has grown by five percent to 44,000m². For the first time, there are exhibitors from Finland, Australia and Mexico. The main features of the program involve well-known and highly regarded international keynote speakers and an interdisciplinary dialogue at the highest academic level between technicians, doctors and physiotherapists.

In two fully-booked exhibition halls, the leading international trade show, which takes place concurrently with the World Congress, affords an overview of the latest developments in the global market for supports, aids and braces. OTWorld provides the opportunity for the entire sector involved in prosthetics, orthotics, orthopaedic footwear technology, technical rehabilitation and compression therapy to meet up in Leipzig. "Once again, all the national and international market leaders are represented at OTWorld. And once again, the event provides ample evidence of its position as the world’s leading event for the sector and a unique interface between theory and practice," explains Martin Buhl-Wagner, President & Chief Executive Officer, Leipziger Messe.

Click here to go back to the top of the newsletter.
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
Modifiers: How & When To Use Them
May Audio Conference

AOPAversity

Learn how the modifiers affect your claims and learn how to use them properly to avoid potential claim denials. Join AOPA on May 14th, 2014 for an AOPAversity Mastering Medicare Audio Conference that will focus on how to use your modifiers.

- What is the difference between the RA & RB modifier?
- Which modifier allows you to provide services to a patient under hospice care?
- What is the true meaning of the KX modifier?

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

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Distance Learning Opportunities Through AOPA

New!
O&P ALMANAC

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 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/.

AOPAVERITY WEBCASTS

AOPA offers two webcast series:

Series 1> Mastering Medicare: Coding & Billing Basics and Principles contains nine modules and 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

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/$129 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/$1,290 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

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. The credits will be awarded 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!