



AOPA In Advance SmartBrief

Breaking News

July 29th, 2014

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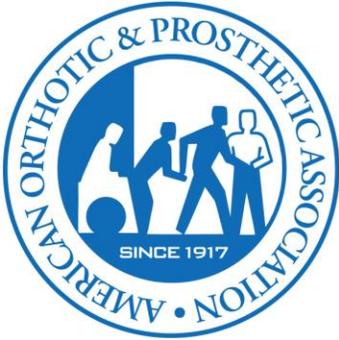
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Between the **Coding Pro** Software, **Quick Coder** Reference Set, and the all-important **Illustrated Guide**, you’ll have the complete coding system in use for Orthotics, Prosthetics, and Shoes including HCPCS Codes, official Medicare Descriptors,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

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AOPA Members & Patients Send Strong Message on Prior Authorization



The O&P community and their patients sent a significant message to CMS opposing the proposed Prior Authorization rule citing the flaws in this additional layer of bureaucracy. The proposal contains neither a promise of payment nor a suspension of audits. Without both and some additional “fixes” the only likely consequence would be another layer of bureaucracy which would delay patient care as well as reimbursements for providers. As of the July 28, 2014 comment filing deadline, 294 patients had registered their objections to the proposed rule. Another 448 comment letters were sent to CMS by AOPA members using the AOPAVotes website. Unknown at this time is how many individual comments were separately filed by members.

AOPA conducted a four pronged effort to make sure that CMS understood that the O&P community has definite concerns about what may have been a well-intentioned effort to help relieve the backlog in the appeals process. Members were educated on the details of the CMS proposal through two free webinars with more than 400 members participating. *AOPA In Advance SmartBrief* items and blast emails further educated members and alerted them to the problems in the CMS proposal and urged members to file their individual comments. The AOPAVotes website provided the template for member comments as well. A special postcard was developed by AOPA and then provided to members for distribution to their amputee patients to sign and send to CMS, resulting in the 294 patient comments. The final step was the process authorized by the AOPA Board to appoint a workgroup tasked with developing AOPA comments working with AOPA staff.



[Click here for the AOPA comments filed with CMS July 28, 2014.](#)

Thanks to all who participated in this effort!

2015 Medicare O&P Fee Schedule Update Released



The annual update to the Medicare O&P fee schedule is tied to the change in the Consumer Pricing Index for Urban Areas (CPI-U) from June to June of the previous year. The Bureau of Labor and Statistics (BLS) recently announced that from June 2013 to June 2014 the CPI-U increased by 2.1%. This means that the base increase in the 2015 Medicare O&P fee schedule will be 2.1% for claims with a date of service on or after January 1, 2015. The 2.1% increase will be adjusted downward by the annual productivity adjustment which will be published later this year. The productivity adjustment for the last several years has been approximately 1% but may be higher or lower depending on statistical factors used by the BLS. AOPA will publish the final update to the 2015 O&P fee schedule, including the productivity adjustment once it is released.

While it is not a factor in calculating the Medicare fee schedule update, federal sequestration remains in effect for Medicare payments and will result in an additional 2% reduction on Medicare reimbursement.

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

**“This Just In”: A New National Assembly Session
You Can’t Afford To Miss!**

AOPA’s
**national
assembly '14**

SEPT. 4-7 ★ MANDALAY BAY ★ LAS VEGAS

Calling All Business Managers!



Receive an update on the latest regulatory and legislative challenges and how AOPA is fighting to keep your business alive and well in this time of turmoil. Find out the latest on RAC and other Medicare audits—learn survival skills to avoid audits and to prevail as well as proposals to eliminate audits and fix the broken claim denial appeals process. What you learn may help protect your future! Attend business certificate programming, topics on, marketing, revenue growth, documentation, improving business processes, exit planning, compliance and more.

“This Just In”

A New National Assembly session!
A Session so important that for the first time ever
AOPA will repeat it during the Conference.

Friday, September 5 at 10:45 – Noon
Saturday, September 6 at 3:30 – 5:00 PM

REGISTER NOW

The Perils of OIG, Audits, Excessive Delays in Access to ALJs, Proposed Prior Authorization and OTS Conundrums: Tips on Business Survival in the Brave New World of Post-ACA Health Care”

1. It Started with a Flawed OIG Report
2. No Silver Bullets, But Maximizing Your Chances of Safely Navigating Audits
3. ALJs: Getting to the Front of the Line, and How to Succeed in your Hearing
4. Prior Authorization—Where is this Likely to End Up, and What Changes Will It Demand from Our Business?
5. CMS OTS List, Split Codes, New Regs, Orthotic Fitters and Assistants and More

Experience the Energy! September 4-7 at the Mandalay Bay Resort in Las Vegas

Quick Links:

- [Registration](#)
- [Preliminary Program](#)
- [Hotel Reservations](#)
- [Questions?](#)



Special Poster Exhibit at the 2014 Assembly

Don't miss a special exhibit of peer-reviewed scientific posters from the recent **7th World Congress of Biomechanics** held July 6-11, 2014 in Boston, MA. The World Congress has a rigorous process to review scientific papers, consisting of a review committee comprised of hundreds of scientists with expertise in their respective research domains.

AOPA's
**national
assembly '14**
SEPT. 4-7 • MANDALAY BAY • LAS VEGAS

While in Vegas, be sure to take a few minutes to explore this special display in the Exhibit Hall. We are sure you will be impressed by the scope of orthotic and prosthetic research being conducted at university laboratories and medical schools throughout the world.

If you are interested in what O&P practitioners/researchers and student/residents have been investigating, you will want to check out their juried posters in the Exhibit Hall. Presentations of the orthotic and O&P posters will take place Friday, September 5 from 1-2 PM. Prosthetic posters will be presented Saturday, September 6, from 1-2 PM.

People in the News: Ottobock Appoints U.S. Business Development Manager in Orthotics

Ottobock announced the new hire of Connie Withers as its US Business Development Manager-Orthotics. Withers joins Ottobock's Orthopedic Rehab team with more than two decades of experience in the industry, previously working as territory sales manager, key accounts director and vice president of Sales for Southern Prosthetic Supply. In her new position, she will be responsible for assisting in the growth of Ottobock's off-the-shelf and third party orthotics through the O&P sales chain across the US.



"Connie comes to Ottobock as a professional sales leader with a highly successful record of business development," says Matt Swiggum, executive vice president of sales for Ottobock North America. "A major strength is her ability to establish and maintain customer relationships, and we look forward to her contributions across the various Ottobock business units of technical orthopedics, orthopedic services, and Bio Cybernetics International."

Businesses in the News: OPERF Receives Major Donation from ABC

The Orthotic and Prosthetic Education and Research Foundation (OPERF) is pleased to announce a \$100,000 donation from the American Board for Certification in Orthotics, Prosthetics and Pedorthics, Inc. (ABC). The funds will be used beginning in 2015 for awards to residents and students. The ABC student scholarship and resident travel awards will be awarded beginning in 2015 and the generous donation will guarantee that they continue to be awarded for a minimum of five years. Full details of the award programs will be announced in the coming months.



"This incredibly generous donation demonstrates ABC's dedication to excellence in orthotics and prosthetics," said Don Katz, MHA, CO/L, FAAOP, chair of OPERF. "We are thrilled to partner with ABC to enhance the opportunities that OPERF can offer to students and residents."

"ABC, like OPERF, is committed to promoting education and development in O&P. We are proud to partner with OPERF to sponsor these awards that will foster the success of future practitioners," said Curt A. Bertram, CO, FAAOP, president of ABC.

The 7th Annual Wine Tasting & Auction: It's Much More Than You Think

Don't let the name fool you, the auction includes more than just wine. We have bourbon, scotch, artisanal & craft beers and items from Tiffany's, plus a stocked open bar. But don't worry we also have several lots of world class wines up for auction, [just take a look at some of last year's offerings](#).

Also if you fancy yourself as a wine aficionado, then put your knowledge and taste buds to the test with the blind tasting challenge; **[a new event for this year's auction!](#)**



The 7th Annual Wine Auction & Tasting is being held on Friday, September 5, from 6:30 to 8:00 PM during the 2014 AOPA National Assembly at the Mandalay Bay Resort & Casino in Las Vegas, Nevada. So, if you have not made plans yet, be sure to pencil in the time and [register](#) for the 7th Annual Wine Auction & Tasting.

You may register for the event when you register for the 2014 National Assembly or you may [register here](#).

[For more information about the 7th Annual Wine Auction & Tasting click here](#), or contact Devon Bernard at dbernard@AOPAnet.org and stay tuned, as we release some highlights of the items up for auction this year!

Top 10 Reasons to Arrive in Vegas a Day Early

Participate in the 2014 Thranhardt Golf Classic September 3rd, 2014 Desert Pines Golf Course

1. Cheer on amputee golfers and interact with your patients at the First Swing Clinic from 9AM – Noon, prior to tournament play.
2. Come enjoy new FUN contests, including a chance to win \$10,000!
3. Room rates are only \$99 at the Mandalay Bay!
4. Meet and compete with new O&P colleagues at the most strategic golf course in Las Vegas!
5. Win some extra gambling money in the many extra golf games!
6. Enjoy free lunch and refreshments.
7. Support 2 causes: The inspiring efforts of the Orthotic & Prosthetic Activities Foundation and AOPA's Capitol Connection, supporting legislative, research & educational efforts on O&P issues.
8. Enjoy bragging rights for best putter, best chipper, and longest driver.
9. Catch up with O&P colleagues you haven't seen in years.
10. Most of all, come have FUN for the love of the game!



[Sign up for the 2014 Thranhardt Classic when you register for the 2014 Assembly](#). Only \$195 per golfer or \$750 per foursome. Fees include cart, greens fees, transportation, and refreshments. Club & shoe rental available. If you have questions, or if you want to sponsor a hole or donate items for a goody bag, contact Betty Leppin at 571-431-0876 or bleppin@aopanet.org.



Introducing The New & Improved O&P Almanac - Your Connection to Everything O&P!

O&P Almanac, The flagship publication for Orthotics & Prosthetics since the 1950s, turns a new page as the American Orthotic and Prosthetic Association reveals the new July 2014 issue.

[Dive inside today!](#)

Inside you'll find:

- New Departments
- Superior Education
- Best Practices
- New Member Spotlight
- Current Events
- Updated O&P News
- Earn CE Credits
- Key Information For Your Success!

Relaunch ▪ Redesign ▪ Renew

QUIZ ME! Earn 4 CE Credits on Pages 17 & 34

Take the quiz here: <http://bit.ly/OPalmanacQuiz>

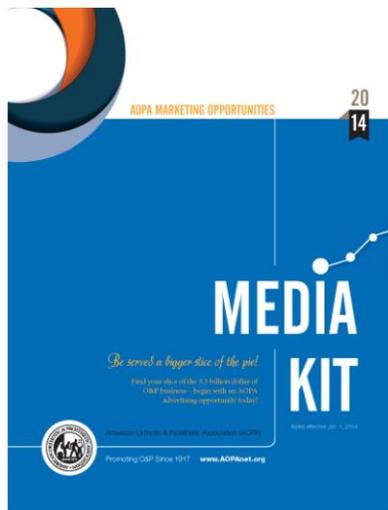


ADVERTISE WITH THE O&P ALMANAC!

Let AOPA's variety of marketing opportunities help meet your company's marketing goals. Each month, reach more than 15,000 O&P professionals, facility owners, and industry personnel!

GET CONNECTED TO EVERYTHING O&P

[Review the AOPA 2014 Media Kit here](#) or contact AOPA's Director of Ad Sales, Bob Heiman, at 856/673-4000 or bob.rhmedia@comcast.net.



**AFO/KAFO Policy: Understanding the Rules
August Webinar**



Obtaining Medicare reimbursement for AFOs and KAFOs can sometimes be a challenging and often frustrating experience. Join AOPA for an AOPAversity Mastering Medicare Audio Conference that will focus on the nuances of AFO/KAFO LCD and Policy Article and help you to better understand the rules. Attendees will learn:

- What documentation must exist in order to use the KX modifier on your claim
- What are the coverage rules for AFOs with ambulatory vs. non-ambulatory patient
- How to bill for repairs to AFO's and KAFO's
- When is it okay to use a custom fabricated AFO/KAFO
- Basic review of the major component of a Medicare medical policy



The cost of participating is 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.



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

Upcoming Events

Aug 13 *AFO/KAFO Policy:
Understanding The Rules
Webinar Conference*
[Learn more or register online here](#)

Sept 4-7 *AOPA 2014 National Assembly
Las Vegas, NV*
[Learn more or register online here](#)

Oct 20-21 *Mastering Medicare: Coding
& Billing Techniques Seminar*
St. Louis, MO
[Learn more or register online here](#)

August 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
31						

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!