



## **AOPA In Advance SmartBrief**

*Breaking News*

August 21st, 2014

## **AOPA Headlines:**

[Submit Comments to CMS on OTS Orthotics Before the August 28<sup>th</sup> Deadline!](#)

[Pennsylvania O&P Society Announces Availability of Licensure Application](#)

[DME MACs Issue Clarification Regarding Date Requirements on Proof of Delivery Documentation](#)

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[Upcoming AOPA Events](#)

### **AOPA Members: Did You Vote in the 2014 AOPA Elections?**

Final Notices have been sent to the primary contact on your AOPA Membership – Have you participated in AOPA's Governance and voted for the 2015 Board of Director Vacancies?

If you have not voted yet, the time is now to cast your vote! Please verify your company's member ID, designate 1 voting representative from your office to vote, and [Click here to vote in the 2014 AOPA Elections!](#)



Join us for the Annual Membership Meeting next week at the 2014 AOPA National Assembly in Las Vegas, Saturday, September 6th, 2014 from 7:15 - 8:30 AM to hear the results and greet your new leadership. If you have any questions, please contact Steve Custer at [scuster@AOPAnet.org](mailto:scuster@AOPAnet.org) or 571/431-0810.

## A New CMS Proposed Rule Could Limit Your Patients' Access to Care AND Eliminate Orthotic Fitters

We've received approximately 350 letters signed by AOPA members so far!  
We need more -- The deadline is 12 noon on August 28<sup>th</sup>

[Submit Comments to CMS on OTS Othotics Before the Deadline!](#)



CMS released a proposed rule on July 11 that addresses Off-the-shelf Orthoses and the definition of Minimal Self-Adjustment. In an effort to define the scope of individuals authorized to fit orthotic devices deemed by CMS to be off-the-shelf (OTS), the proposed rule will add physicians, treating practitioners, PTs and OTs as "individuals with specialized training" to the current definition that includes certified orthotists as qualified individuals to provide custom fitting of orthoses.

The proposed rule states that *orthotic assistants and fitters are not considered to have specialized training for the purposes of providing custom fitting of orthoses* and therefore any devices they fit or adjust will be considered OTS.

CMS has previously defined "minimal self-adjustment" in expansionist terms for defining OTS orthotics, which could have later implications for competitive bidding of products not appropriate for delivery without service. The new rule compounds instead of corrects the issue, and could limit your patients' access to care.

[Submit Comments to CMS on OTS Othotics Before the Deadline!](#)

CMS's proposed rule would expand the list of codes defined as "off-the-shelf" orthotics and expand the definition of "minimal self-adjustment" beyond Congress's statutory definition. CMS would also classify any orthotics provided by certified orthotic fitters or licensed orthotists as OTS. AOPA is urging you to **submit comments by August 28th** for us to deliver by the September 2 deadline. [Submit your comments at this link and AOPA will hand deliver all of the AOPA member comments to CMS.](#)



You can also submit your customized comments to:

<http://www.regulations.gov/#!submitComment;D=CMS-2014-0092-0002>

## Pennsylvania O&P Society Announces Availability of Licensure Application

The new applications for licensure, which comply with the Amendment (HB104) are available on the PA Board of Medicine website. Licensure without exam is available until March 2015.

All ABC and BOC certified orthotists, prosthetists, pedorthists and orthotic fitters will qualify during the licensing without exam period based solely on certification and not years of experience or education.

**VEGAS, HERE WE COME.**

Join us at the Viva Las Vegas Welcome Reception

Thursday, Sept. 4, 2014 from 5 - 7:30 p.m.

AOPA's  
**national  
assembly '14**  
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## DME MACs Issue Clarification Regarding Date Requirements on Proof of Delivery Documentation



The four Durable Medical Equipment Medicare Administrative Contractors (DME MACs) have published a joint article on each of their websites that provides clarification regarding who may enter the date on proof of delivery documentation. While the signature must be personally applied by the beneficiary or their designated representative, the date may be entered by either the beneficiary, their representative, or the supplier of the item(s). The clarification also indicates that “auto-filling” of the date, where the date is automatically applied to the proof of delivery document, is also acceptable for documentation purposes.

The DME MACs reminded suppliers that however the date is applied, it must match the actual date of delivery of the completed item(s).

Questions regarding this issue may be directed to Joe McTernan at [jmcternan@aopanet.org](mailto:jmcternan@aopanet.org) or Devon Bernard at [dbernard@aopanet.org](mailto:dbernard@aopanet.org).

## People in the News: College Park Appoints New Clinical Education Manager

**College Park Industries** announced Mark Vukov, CPO, has joined its staff as clinical education manager. Vukov will lead the Education Department, providing clinical education to College Park Industries’ domestic and international customers. He also will teach College Park’s Mastering Prosthetics Technology workshops.

“We are pleased to have Mark as the newest member of the College Park team,” William Carver, COO of College Park Industries, stated in a company press release. “His vast clinical experience and teaching expertise will be a true asset to our customers.”



Vukov is an ABC-certified prosthetist-orthotist who worked for the past 10 years at Becker Orthopedic in Troy, Mich., as a clinical practitioner. He also served as head of the Orthotics-Prosthetics Department at Henry Ford Hospital in Detroit, where he developed and conducted instructional seminars to resident physicians and nursing staff and gave O&P lectures for the Departments of Vascular Surgery, Orthopedics and Neurosurgery.



Extraordinarily significant findings show Medicare data proves the value of an O&P intervention based on economic criteria.

Get Involved and Spread the Word About The Valuable Benefits of O&P Care.

How Do You Share The News? Click Here! [MobilitySaves.org](http://MobilitySaves.org)

## Clock is Ticking – Still Time to Attend the Las Vegas National Assembly!

### *There is still time to register for the Amazing 2014 Las Vegas National Assembly!*

If you need credits, why not attend the country's oldest and largest meeting for prosthetic and orthotic professionals? Take advantage of five dedicated education tracks—providing the most relevant education for prosthetists, orthotists, technicians, pedorthists and business managers.

**Learn from MDs, PhDs, Wound Care Specialists, Research Scientists and Top-Notch Practitioners.**

Featured programming includes:

- Challenges Flowing from a Successful Scoliosis Orthosis Trial (Symposium)
- Emerging Trends in Pediatric Orthotic Management (Symposium)
- Cranial Remolding Treatment, What Does the Evidence Tell Us? (Symposium)
- The Impact of Current Research and Outcomes on the Future of Amputee Care (Symposium)
- Elevated Vacuum and the Client with Transfemoral Amputation—Goals, Observations and Measurements from Bench to Clinic (Symposium)
- Evaluating Evidence to Improve Clinical Care in P&O (Symposium)
- A special session on advancing prosthetic care featuring Jason Highsmith, PhD, DPT, CP, FAAOP, Hugh Herr, PhD and Janos Ertl, MD
- 4-days of Pedorthic education focusing on treatment of the Diabetic Foot
- 4- days of Top business programming such as Growing Your O&P Practice Revenue in a No-Growth Environment and the three R's (Research, Regulation and Reimbursement)
- 4-days of Technical Education featuring top clinicians and fabricators
- Plus a plethora of Free Papers, Workshops, Posters, PPT presentations and more!

**Don't miss a new featured program: This Just In**—OIG, Audits, ALJ Delays, and More, where we will cover topics such as the Perils of OIG, Audits and 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

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

**REGISTER NOW**

**Preliminary Program:** <http://bit.ly/Assembly14Prelim>

**Register online:** <https://www.expotracs.com/aopa/2014/>

**General Information:** <http://www.aopanet.org/education/2014-assembly/>

**Hotel Reservations:** <http://www.aopanet.org/education/2014-assembly/attend/#hotel>

**Questions:** Visit [www.AOPAnet.org](http://www.AOPAnet.org) or Contact AOPA at 571/431-0876 or [info@AOPAnet.org](mailto:info@AOPAnet.org)

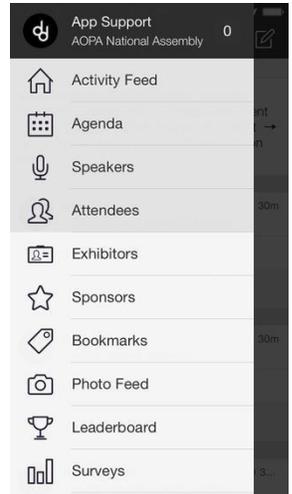


AOPA'  
**national  
assembly '14**  
SEPT. 4-7 ★ MANDALAY BAY ★ LAS VEGAS

## Download the Exclusive AOPA 2014 National Assembly App



Download the National Assembly Mobile App to your iPhone, Android or iPad to create a personal agenda, download handouts, review speaker bios, rate speakers, utilize the interactive exhibit hall map, send messages to individual attendees, post messages to all attendees through the news feed or filter the agenda by tracks (orthotic, pedorthic, technical, business, prosthetic, workshops or ppts).



It's easy to add the app to your Smartphone:

- For iPhone/iPad users, simply go to the app store and search 2014 National Assembly and install.
- For Android users, simply go to the Play Store and search 2014 AOPA National Assembly and install

You will be asked to enter your email address and select two interests. One interest should be the O&P School you graduated from even if it is the school of hard knocks. We've create various ways for you to connect with your alumni, including through the app and during the welcome reception.

***Get the App Today!***



**Use This Coupon When You Are in Las Vegas – The Place to Be!**

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LOCATED AT THE FLAMINGO HOTEL & CASINO  
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Present this coupon for a Free Margarita with a \$20 minimum food and beverage purchase at Margaritaville Las Vegas.

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May not be combined with any other coupon or discount.  
One card per person per visit. Expires 09/30/2014.

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## HIPAA Compliance: Business Associate Agreements (BAA) Must be Updated by September 23<sup>rd</sup>, 2014



As a reminder in January 2013 the HIPAA Omnibus Rule was released and the rule contained new requirements for all of your Business Associate Agreements (BAA), and had a compliance date of September 23, 2013. However, the Omnibus rule did allow for a one year grandfathering period for amending or updating any BAAs which were in effect prior to January 25, 2013.

This one year grandfathering/grace period is coming to a close. If a BAA was in effect prior to the release of the Omnibus rule, you have until September 23, 2014 to make any required revisions in order to remain compliant with HIPAA.

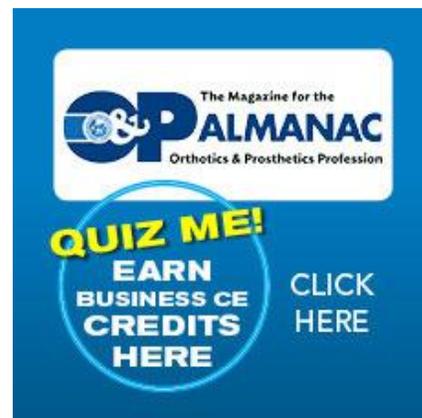
In order to stay compliant with the Omnibus requirements and the September 23, 2014 deadline, below are some key items that you will want to include in your BAAs. Keep in mind that these are just the minimum amount of revised requirements you may want to address within your amended or new BAAs; you will want to create amendments or new agreements that are specific to your needs:

- Include a section that allows you to verify that the BA is in compliance with the HIPAA security and privacy regulations.
- Ensure that the BA will report all breaches to you in a timely manner, and that these notifications are done in a standard format. You may want them to provide you with the contact information for those affected; a detailed account of the breach, including what was breached; and any steps they are taking to ensure the breach doesn't occur again. Think of any information that you may require when you have to report the breach.
- If a BA uses any subcontractors be sure to ensure that the subcontractor agrees to the same restrictions and conditions you apply to the BA.
- BA must comply, where appropriate, with the Security with regard to electronic PHI
- To the extent the BA is to carry out the covered entity's obligation under the Privacy Rule, the BA must comply with the same requirements of the Privacy Rule that apply to the covered entity in the performance of said obligations

Any questions, please contact Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org).

You may also visit the AOPA website at:

<http://www.aopanet.org/legislative-regulatory/hipaa/>



## Compliance, Coding, and Documentation Is Coming To St. Louis



### AOPA ESSENTIAL CODING & BILLING SEMINAR – ST. LOUIS

**Compliance, Coding, Billing, Audits, Documentation -- We've got you covered!**

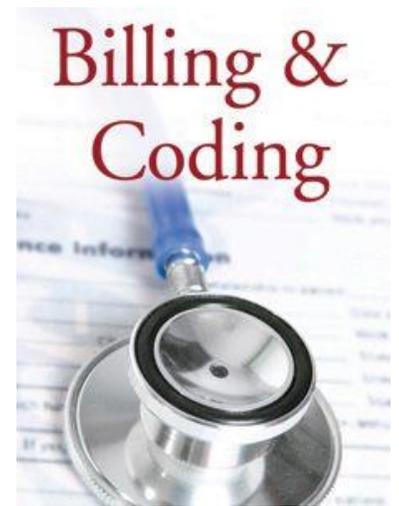
*What better place than the "Show Me" state to host the final Coding & Billing Seminar of 2014?*

This interactive seminar is meant for both practitioners and office staff. The advanced two-day seminar features specialized break-out sessions for each group to ensure review of concentration specific materials.

You'll leave with:

- 14 Continuing Education Credits from ABC or BOC
- Course credit for the Business Certificate Program
- Peace of mind knowing that you are billing Medicare correctly
- Priceless education

Come see why participants leave saying *"Thank you!! I had a great time and learned so much. I look forward to next year!!"*



#### Renaissance St. Louis Grand Hotel

October 20-21, 2014

AOPA experts, with over 70 years of combined experience, provide you the most up-to-date guidance to help O&P Practitioners & office billing staff learn how to code complex devices, including repairs.

**REGISTER NOW**



***Are you ready to stump them with your hard-hitting questions?***

**[Make your hotel reservations online](#)** or via phone at 800-468-3581 or 314-621-9600 and mention the AOPA Coding & Billing Seminar for an approximate rate of \$129/night. Make your hotel registrations before the September 29th cut-off date!



Extraordinarily significant findings show Medicare data proves the value of an O&P intervention based on economic criteria.

Get Involved and Spread the Word About The Valuable Benefits of O&P Care.

How Do You Share The News? Click Here! [MobilitySaves.org](http://MobilitySaves.org)

## Don't Miss Out on the Fun: Register Today for the Wine Auction & Tasting

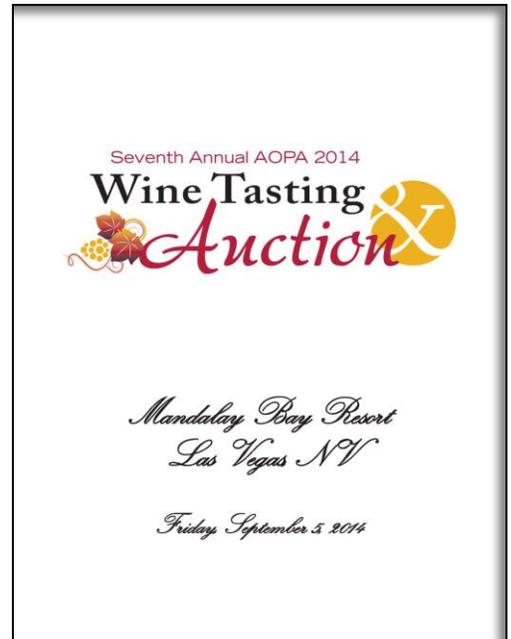
Registration is still open for the 7<sup>th</sup> Annual Wine Auction & Tasting being held on Friday, September 5, from 6:30 to 8:00 PM during the 2014 AOPA National Assembly at the Mandalay Bay Resort & Casino in Las Vegas, Nevada. You may register for the event when you register for the 2014 National Assembly or you may [register here](#).

Don't let the name fool you, the auction includes more than just wine. We have bourbon, scotch, artisanal & craft beers, cigars and special surprise items, plus a stocked open bar. But don't worry we also have several lots of world class wines up for auction. [Don't believe us, then take a look for yourself and have a sneak peak at this year's auction catalogue.](#)

So, if you have not made plans yet, be sure to pencil in the time and [register](#) for the 7th Annual Wine Auction & Tasting. The Wine Tasting & Auction is the perfect addition to any fabulous Las Vegas night you may have planned.

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

[For more information about the 7th Annual Wine Auction & Tasting click here](#), or contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org).



## AOPA Gives Thanks To The 2014 Supplier Plus Partners!



**Urban Legends in O&P: What to Believe  
September Webinar**



Rumors run as rampant in O&P as any other industry. Just because you hear the same things from different people does not always mean they are true. AOPA will attempt to dispel some of the bigger myths surrounding O&P billing. Some of the topics discussed will include:

- Billing for diabetic shoes involving amputees;
- Financial liability on non-assigned claims;
- Proper use of the KX modifier;
- Prostheses and Power Wheelchairs;
- Billing for unlisted procedure codes



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](mailto:dbernard@AOPAnet.org) or 571/431-0854 with content questions.

Contact Betty Leppin at [bleppin@AOPAnet.org](mailto:bleppin@AOPAnet.org) or 571/431-0876 with registration questions.



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

**Upcoming Events**

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

Sept 10      *Urban Legends in O&P:  
What to Believe*  
Webinar Conference  
[Learn more or register online here](#)

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

**September 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				

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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/](http://www.aopanet.org/publications/digital-edition/).

Learn more at:  
[www.aopanet.org/publications/op-almanac-magazine/](http://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/](http://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/](http://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](http://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](http://www.AOPAnetonline.org/education) today!