



American Orthotic & Prosthetic Association

www.AOPAnet.org

**AOPA In Advance SmartBrief**

*Breaking News*

September 18th, 2014

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**Get Your AOPA Coding Products in the AOPA Bookstore – Order Today!**



AOPA offers the best 2014 medical coding products in the industry at the greatest price. Get all of the codes, descriptions, illustrations, tips, and examples that you need!

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!](#)

**ORDER NOW!**



## Mobility Saves Lives & Money at AOPA's 2014 National Assembly!



The Attendees of the AOPA National Assembly were among the first to get a detailed glimpse of Mobility Saves, the importance of the Dobson-DaVanzo Study, and how to participate in the O&P campaign of the year!

During the assembly presentation on Sunday September 7<sup>th</sup>, in Mandalay Bay Ballroom L, Thomas Kirk, PhD, and Ashlie White affirmed that the study's findings confirm that O&P intervention and services save money for payers, and more importantly, helps preserve or regain mobility for patients!

***Don't worry – If you didn't make it to Vegas for the meeting, YOU can still participate!***

- 1.) Go to [MobilitySaves.org](http://MobilitySaves.org) to learn and utilize the cost-effectiveness study for both orthotics and prosthetics!
- 2.) Follow Mobility Saves on [Facebook](#), [Twitter](#), [YouTube](#), and [LinkedIn](#)
- 3.) Spread the word to practitioners, payers, and referral sources!

### **Get Involved With The Major Public Relations Campaign**

AOPA is continuously looking for content for inclusion in our O&P library of materials, which is made available to all AOPA Members via Mobility Saves. We are working to create and promote the cost-effectiveness study funded by AOPA and commissioned by The Amputee Coalition -- The study proves that orthotics and prosthetics saves lives and money!

If you have a video clip that you would like us to consider using as part of the campaign, please send the video or video link to Tina Moran at [tmoran@aopanet.org](mailto:tmoran@aopanet.org). While we can't assure that everything, and particularly content that is promotional to a specific product, is going to appear on the site, we strongly request that if members have a compelling patient centered story, and/or compelling video highlighting O&P care and its impact on restoring function and independence, please share it with us!



**Questions?** Contact Steve Custer at 571/431-0876 or email at [scuster@AOPAnet.org](mailto:scuster@AOPAnet.org)

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

You Know *Mobility Saves*—  
But How Do You Spread The News?  
Simple! Visit ***MobilitySaves.org***.



## Veteran's Administration Releases Revised Prosthetic Limb Contract Template



The Veteran's Administration (VA) has recently released a new contract template that will govern the provision of prosthetic limbs to veterans by private contractors. The new template, which will be mandatory for use by all VA contracting officers, will replace existing contract templates as their terms expire.

Revisions to the contract template include the following:

- Contractors will be required to be accredited by either ABC or BOC
- Prosthetic services must be provided by properly certified and trained individuals
- Contractors must prove that they have received specific education and training in order to fit certain devices that represent technology that may only be provided with training and education offered by the manufacturer of the device.
- Changes to the prosthetic prescription must be authorized by the VA contracting officer
- The VA may prescribe and authorize the provision of a utilization and function monitoring device for purposes of data collection. Contractors must provide data collected to the VA
- Contractors will be required to provide semi-annual service for each prosthetic limb it provides to a veteran. These service visits will be compensated and providers may bill for up to 4 units (60 minutes total) of the prosthetic labor code (L7520) for these visits
- Final inspection of new prosthetic limbs and socket replacements by the VA amputee clinic will be required
- Approved miscellaneous codes (L5999 and L7499) will be reimbursed at 150% of the contractors purchase price minus any contractually negotiated discount

Sources at the VA have indicated that the award of new contracts using the revised template will continue to be based on a competitive model using the proposed contractual discount as only one of several factors in determining the award. Other factors include the quality of care provided, the ability to service the veteran community, and the ability of the VA to provide services within its own facilities.

Copies of the two documents released by the VA that address the revisions to the contract template may be viewed by clicking on the link below.

- [Price Schedule - Prosthetic Limb Contract Template](#)
- [Statement of Work - Prosthetic Limb Contract Template](#)

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).



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](https://www.MobilitySaves.org)

## Businesses in the News: ABC Launches CPM Exam Preparation Videos



The American Board for Certification in Orthotics, Prosthetics and Pedorthics, Inc. (ABC) is pleased to announce the launch of two videos specifically for candidates of the ABC Clinical Patient Management Exam.

Each video gives prospective candidates an overview of the ABC CPM exam experience, helping them understand how the exam is structured and what they'll be expected to do. The videos show how our experienced examiners perform live evaluations of candidate's patient management skills and ability to formulate a treatment plan.

"This inside look at the CPM exams is yet another example of ABC's commitment to assisting individuals in preparation for their national board exams. We feel strongly that an in-person evaluation of a candidate's ability to interact with patients and an assessment of their decision making skills is the only way to ensure safe and effective patient care," says Catherine A. Carter, ABC Executive Director.

The videos are available through the [ABC website](#) and on YouTube.

## Challenged Athletes Foundation Grants Applications Are Now Open



The Challenged Athletes Foundation (CAF) is accepting applications for its annual Access for Athletes grant through December 5th.

Applicants are able to apply in one of three categories: coaching/training fees, such as gym membership and coaching fees; competition expenses, such as entry fees, flights, and lodging for an event; or equipment. Grant awards will be announced in April 2015.

The grant, intended to remove financial impediments to participation in sports, provides funding for equipment such as sports wheelchairs, handcycles, monoskis, and sports prostheses, as well as resources for training and competitions. Eligibility requirements include a physical disability that is recognized within the International Paralympic Committee (IPC) classifications and financial need.

For more information, and to access the application to apply for a grant, please visit the [CAF website](#).

## Hugh Herr is R&D Magazine's Innovator of the Year

R&D Magazine today introduced its annual Innovator of the Year Award winner, Dr. Hugh Herr. As *R&D Magazine's* 14th Innovator of the Year Award honoree, Dr. Herr heads the Biomechanics research group at the MIT Media Lab, where he is creating bionic limbs that emulate the function of natural limbs. A double amputee himself, Herr is responsible for breakthrough advances in bionic limbs that provide greater mobility and new hope to those with physical disabilities.



Dr. Herr's research group has developed gait-adaptive knee prostheses for transfemoral amputees and variable impedance ankle-foot exoskeletons for patients suffering from drop foot, a gait pathology caused by stroke, cerebral palsy and multiple sclerosis. He has also designed his own bionic legs, the world's first bionic foot and calf system called the BiOM. Dr. Herr is also founder of the company iWalk (BiOM) and has helped war veterans and some of the victims from the Boston Marathon bombings walk again through the use of his developed prosthetics.

## 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.

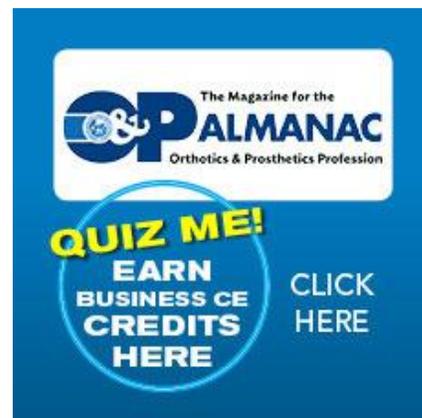
In order to stay compliant with the Omnibus requirements and the September 23, 2014 deadline, below are some key items that you will want to include in your BAAs. Keep in mind that these are just the minimum amount of revised requirements you may want to address within your amended or new BAAs; you will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



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

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

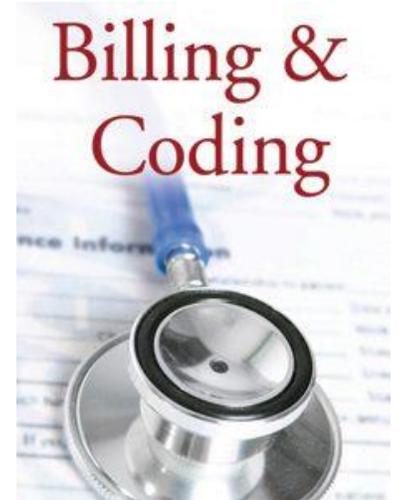
*What better place than the "Show Me" state to host the final Coding & Billing Seminar of 2014?*

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!



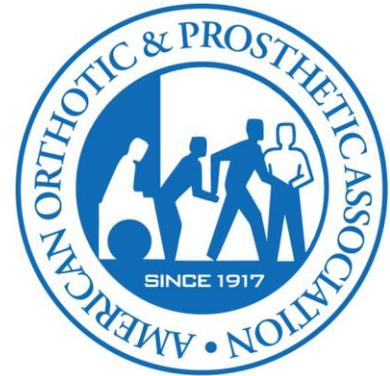
## AOPA Announces New Board of Directors for 2014-2015 Term

During the American Orthotic & Prosthetic Association's (AOPA) 2014 National Assembly, results of the electronic voting by members were announced. AOPA members elected new officers to its executive committee and welcomed two newly elected members to the Board of Directors.

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

On December 1st, 2014 the members of the Board will begin the 2014-2015 term. The new officers and directors are:

- Charles H. Dankmeyer Jr., CPO – President
- James Campbell, PhD, CO, FAAOP – President Elect
- Anita Liberman-Lampear, MA – Immediate-Past President
- Michael Oros, CPO, FAAOP – Vice President
- Jeff Collins, CPA – Treasurer
- Chris Nolan – Supplier Director
- Pam Lupo, CO – Director
- Jeff Lutz, CPO – Director



Currently serving Board members are:

- Maynard Carkhuff – At-Large Director
- Eileen Levis – Director
- Dave McGill – At-Large Director
- Scott Schneider – Supplier Director
- Donald Shurr, CPO, PT – Clinical At-Large Director

Current AOPA President Anita Liberman-Lampear, MA, introduced the Board saying, “this team that has been elected by AOPA’s membership is comprised of professionals who have extensive business and clinical experience and have demonstrated their commitment to the O&P industry. I look forward to serving with this distinguished panel as we begin a year that will demand hard work confronting threats on the state- and national-level, and fighting to protect our patients and their access to quality care.”

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## 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](mailto:landerson@AOPAnet.org).

Log on to  
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and start today.

Not an AOPA member? **GET CONNECTED**

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



## People in the News: Ottobock Hires Director of E-Commerce and Inside Sales

**Ottobock** is pleased to announce the hire of Chris Wintenburg to fill the newly created position of Director of E-Commerce and Inside Sales for North America.

In his new position, Wintenburg is responsible for managing Ottobock e-business relationships, driving the overall success of North America online sales, increasing throughput and online sales for all business units and product categories, and managing inside sales efforts.

Wintenburg comes to Ottobock with nearly thirteen years experience at Dell Inc. where he held the positions of Online Support Product Manager, E-Business Senior Manager, Services Business Manager, and Services Solution Director. Prior to Dell Inc. he was an IT Manager with Ball Aerospace & Technologies Corp. in Boulder, CO. He holds a Bachelor of Science in Computer Science from Regis University (Denver, CO) and a Master of Engineering in Engineering Management from the University of Colorado at Boulder. Wintenburg also served in the US Army as a Special Operations Team Leader for the 82nd Airborne Division (Fort Bragg, NC) and the 19th Special Forces Group (Golden, CO).

"The creation of this new position is part of a focused effort to strategically reach our customers in multiple sales channels," says Matt Swiggum, executive vice president of sales for Ottobock North America. "Chris's extensive experience in the important areas of online and inside sales makes him a particularly good fit to lead this effort, and we are pleased to have him join our team."



**ottobock.**

## September 2014 O&P Almanac – Get Your CE's & The Latest News!

### [The September O&P Almanac is Online Here!](#)

*Open it today and get your hands on the latest news and **hot features** including:*

#### **Reforming the Audit Process | Page 18**

Officially known as the Medicare DMEPOS Audit Improvement and Reform Act, HR 5083 aims to improve audit effectiveness and efficiency in paying for durable medical equipment, prosthetics, orthotics, and supplies under the Medicare program.

#### **Growing Strong | Page 22**

Becoming an advocate for your pediatric patients' physical and emotional development improves care and fosters positive long term relationships.



### **Be A Participating Provider? Now is the Time to Assess your Status with Medicare for 2015**

*Page 16 – Reimbursement Page – Earn 2 CE's*

*Read the Column and [Take Your Quiz Here: http://bit.ly/OPalmanacQuiz](http://bit.ly/OPalmanacQuiz)*

**Medicare Enrollment, Revalidation, & Participation  
October Webinar**



Medicare can often be a challenging and frustrating experience. Join AOPA for an AOPAversity Webinar that will focus and cover the basics of Medicare Enrollment Procedures. The topics for discussion will include:

- Reviewing new Medicare Enrollment Standards
- Reviewing the Medicare Enrollment Application
- PECOS vs. the 855S Form
- Difference between a participating Medicare provider and a non-participating Medicare provider
- When you must revalidate and reenroll your Medicare number
- When/How you may change your participation status



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**

- Oct 08      *Medicare Enrollment, Revalidation, & Participation 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](#)
- Nov 12      Gifts: Showing Appreciation Without Violating the Law Webinar Conference  
[Learn more or register online here](#)

**October 2014**

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
5	6	7	<b>8</b>	9	10	11
12	13	14	15	16	17	18
19	<b>20</b>	<b>21</b>	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/](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!