



American Orthotic & Prosthetic Association

[www.AOPAnet.org](http://www.AOPAnet.org)

## AOPA In Advance SmartBrief

*Breaking News*

September 23rd, 2014

## AOPA Headlines:

[\*\*HIPAA Compliance: Business Associate Agreements Updated by TODAY\*\*](#)

[\*\*Veteran's Administration Releases Revised Prosthetic Limb Contract Template\*\*](#)

[\*\*Hugh Herr is R&D Magazine's Innovator of the Year\*\*](#)

[\*\*Business News: Ottobock Launches Genium Bionic Prosthetic System Protective Cover\*\*](#)

[\*\*People in the News: U.S. Team Members Take the Gold in Paraclimbing Championship\*\*](#)

[\*\*September 2014 O&P Almanac – Get Your CE's & The Latest News!\*\*](#)

[\*\*Your Gateway to Everything Coding & Billing in St. Louis\*\*](#)

[\*\*Get Your AOPA Insurance Program Quote with Cailor Fleming Insurance\*\*](#)

[\*\*Medicare Enrollment, Revalidation, & Participation - October Webinar\*\*](#)

[\*\*Upcoming AOPA Events\*\*](#)

**Get Involved With the Major O&P Public Relations Campaign of the Year!**

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!

**SUBMIT VIDEO**



## HIPAA Compliance: Business Associate Agreements (BAA) Must be Updated by TODAY



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 complaint 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).



THE HENRY B. GONZALEZ CONVENTION CENTER

## 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](http://MobilitySaves.org)

## People in the News: U.S. Team Members Take the Gold in Paraclimbing Championship

An American team of 14 men and women collected seven medals in the finals of the Paraclimbing World Championships, held in Gijón, Spain.

The paraclimbing competition took place in conjunction with the IFSC lead and speed climbing world championships, held every two years.



*The following U.S. team members took home medals:*

**Men, Leg Amputees:** Ronald Dickson, second place; Craig DeMartino, third place

**Women, Leg Amputees:** Christa Brelsford, first place

**Men, Arm Amputees:** Ryan Snyder, first place

**Women, Arm Amputees:** Maureen Beck, first place

**Women, Seated:** Chloe Crawford, first place; Julia Sikut, second place



## Get Your CE's in the September before the October Issue is Here!

### 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)*



## 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.

## Businesses News: Ottobock Launches Genium Bionic Prosthetic System Protective Cover

Ottobock announces the launch in the US & Canada of the Genium Protector, a designed cover for its Genium Bionic Prosthetic System.

The cover's shin component is combined with an innovative footshell and works to protect against potentially damaging impact, environmental influences and wear. Other highlights of the Genium Protector include:

- Easy closure making it simple to put on and take off
- Convenient charging, even through clothing
- A smooth surface that lets clothes slip on and off with ease
- Anti-slip fabric that helps keep socks from falling down
- A length adjustment option that allows the shin component to be shortened if desired
- An anatomically shaped knee that facilitates kneeling



**ottobock.**

According to Adam McPherson, North America market manager for Ottobock's microprocessor-controlled knees, particular emphasis was placed on aesthetics and durability.

"We think users of the Genium Protector will be especially impressed with its style details and its toughness. Its natural shape fills out clothing and provides visual balance to the sound limb and its robust design really works to reduce impact from jolts and wear and tear. Best of all, the Genium Protector doesn't impact the functions and dynamics of the Genium in any way, and we believe it's a great solution to protecting the valuable investment of a prosthetic knee."

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

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

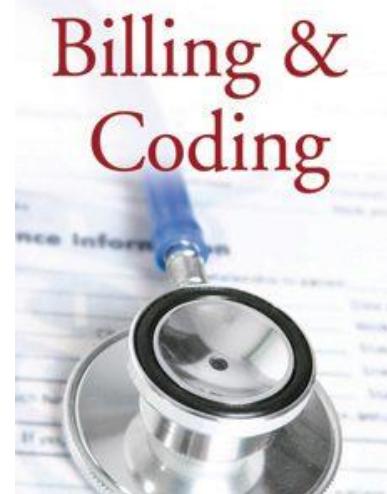
*What better place than the "Show Me" state to host the final Coding & Billing Seminar of 2014?*

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!



## Get Your AOPA Insurance Program Quote with Cailor Fleming Insurance

The American Orthotic & Prosthetic Association (AOPA) and Cailor Fleming Insurance announced the renewal of their partnership effective January 1, 2015 to serve the Orthotic and Prosthetic profession with a wide range of custom designed insurance products for O&P facilities and manufacturers. Jim Weber, MBA, AOPA Board Treasurer, and Thomas F. Fise, JD, Executive Director of AOPA, made the announcement at AOPA headquarters stating they "are pleased with the result. AOPA is extending the relationship with Cailor Fleming for another 5 years."



AMERICAN  
ORTHOTIC & PROSTHETIC  
ASSOCIATION  
SERVING THE O&P FIELD FOR OVER 90 YEARS



"Because of the unique exposures the industry faces, we designed an insurance program specifically for these risks and offer comprehensive protection that helps your business succeed, whether it's a patient care facility, central fab, manufacturer, or distributor" said Don Foley, a principal of Cailor Fleming insurance and the manager of the firm's O&P program. "Royalty payments Cailor Fleming makes to AOPA based on their premium revenue helps make sure AOPA has the resources it needs to hire the most talented lobbying team, conduct comparative effectiveness research, and continue to offer its wide range of services to members."

Insurance coverage for AOPA members currently insured in the AOPA program will remain in force. Cailor Fleming will be available to present coverage and cost proposals to any interested AOPA members. The AOPA Insurance Program offers broad property, general and professional liability. In addition, when needed, auto, umbrella and workers compensation can be written.



To get your insurance quote, please contact Don Foley at [dfoley@cailorfleming.com](mailto:dfoley@cailorfleming.com) or call 330/782-8068. You may also visit Cailor Fleming online here: <http://www.cailorfleming.com/OandP.asp>

# www.LCodeSearch.com

## EXPERT CODING ADVICE 24/7

The LCodeSearch.com website features a large banner with the text "www.LCodeSearch.com" and "EXPERT CODING ADVICE 24/7". Below the banner is a search interface with fields for "Search by L Code", "Search by Category", and "Search by Manufacturer". A sidebar on the right shows a diagram of the human body with "Orthotics" and "Prosthetics" categories. The main content area displays search results for various medical codes and products.

- 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  
LCodeSearch.com  
and start today.

Not an AOPA member? GET CONNECTED

Visit AOPA at [www.AOPAnet.org](http://www.AOPAnet.org).

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

## Medicare Enrollment, Revalidation, & Participation

October Webinar

# AOPAversity

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

		October 2014						
Oct 08	<i>Medicare Enrollment, Revalidation, &amp; Participation</i> Webinar Conference <a href="#">Learn more or register online here</a>			1	2	3	4	
Oct 20-21	<i>Mastering Medicare: Coding &amp; Billing Techniques Seminar</i> St. Louis, MO <a href="#">Learn more or register online here</a>	5	6	7	8	9	10	11
Nov 12	<i>Gifts: Showing Appreciation Without Violating the Law</i> Webinar Conference <a href="#">Learn more or register online here</a>	12	13	14	15	16	17	18
		19	20	21	22	23	24	25
		26	27	28	29	30	31	

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 AOPAverity Advantage!



## 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/)

### AOPAVERITY 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 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](http://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](http://www.AOPAnetonline.org/education) today!