



American Orthotic & Prosthetic Association

www.AOPAnet.org

## AOPA In Advance SmartBrief

*Breaking News*

September 25th, 2014

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**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**



## CMAJ Publishes Research on Better Patient Care Coordination Reducing Healthcare Use

Better coordination of patient care between health care providers could lessen use of the health care system use by seniors and those with chronic conditions, according to research recently published in the *Canadian Medical Association Journal*.



A Toronto-based research team found that individuals who frequently visit emergency departments and clinics and are admitted to hospitals use a disproportionate amount of health care resources despite their relatively small numbers.

The team analyzed 36 randomized controlled trials and 14 companion reports – a total of 7,494 patients – to find improvements that could decrease health care usage of frequent users.

Findings showed a 20% decrease in hospital admissions for patients receiving a care coordination quality improvement strategy compared patients who receive standard care. The study also showed a 31% decrease in visits to the emergency department by older patients.

“Quality improvement strategies focused on the coordination of care reduced hospital admissions among patients with chronic conditions and reduced emergency department visits among older patients,” **Andrea Tricco, PhD**, Li Ka Shing Knowledge Institute, St. Michael’s Hospital, Toronto and the Division of Epidemiology, Dalla Lana School of Public Health, University of Toronto, stated in a press release.

Case management, changes in primary health care team functions and patient education were factors in the reduction, Tricco noted.

[For more information, visit CMAJ here.](#)



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)

## In O&P Memory: Becky Porter-Spiares, CFm

Becky Lynne Porter-Spiares, 54 of Waco, passed away Wednesday, September 10, 2014, at her home. Becky was an account and national education executive for Nearly Me Technologies, Waco, Texas, a provider of mastectomy and fashion products, and was a member of the American Orthotic & Prosthetic Association (AOPA) and the American Association of Breast Care Professionals (AABCP).

Porter-Spiares was born August 15, 1960, in Fort Hood, Texas, to Betty Ruth (Talley) Porter and Bobby Ray Porter. She was preceded in death by her husband, Jeffrey Dwayne Spiares, who passed away November 2013, her father, and sister. She is survived by her mother, two sons, two granddaughters, two brothers, and several other family members.



## Businesses in the News: BCP Group Acquires Baker O&P

BCP Group has announced its acquisition of **Baker Orthotics & Prosthetics**, a North Texas O&P provider for more than 60 years. BCP Group will provide operational support and practice resources to support Baker O&P's continued growth.



Gordon Stevens, CPO, will continue to serve as president of Baker O&P and become an equity partner in BCP Group. The practice will continue to operate as Baker O&P.



“Supporting great patient care will always be the focus of BCP Group and what is most important to me, and I am proud to associate with Gordon and his high quality team,” Matt Bulow, CP, CEO of **Bulow Orthotic & Prosthetic Solutions** and BCP Group founding partner, stated in a press release. “They are a great addition to our group of high quality clinical partners.”

“Our partnership with BCP Group provides our organization with what was important to me,” Stevens stated in the release. Stevens said BCP will prioritize patient care, offer professional growth opportunities for Baker employees and will provide operational and infrastructure resources. He added, “From a personal perspective, I wanted to be able to realize some value while maintaining a meaningful ownership interest and leadership position to continue to grow the organization.”

“Gordon and the Baker team have done a tremendous job setting up for growth and are now well positioned to expand across the North Texas Market,” **Grant Rutledge**, president of BCP Group, stated in the release. “BCP Group continues to make investments in resources that can help Baker achieve its growth goals.”

Financing for the transaction was provided by BCP Group's existing investors, including BCP Group management and partners as well as principals from Frist Capital in Nashville, among others.

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

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

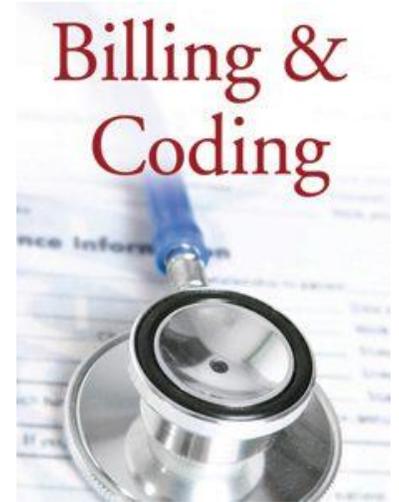
*What better place than the "Show Me" state to host the final Coding & Billing Seminar of 2014?*

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

## 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  
**LCodeSearch.com**  
and start today.

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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.

## OTS Orthotic Regulations – O&P Highlights

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.

### Campaign Results

AOPA has submitted comments to CMS on behalf of members. Using AOPAvotes.org and the patient postcards, 378 members and 203 patients submitted comments.

[Click here to read AOPA’s submitted comments.](#)

If you have questions, please contact us at 571/431-0876 or [scuster@AOPAnet.org](mailto:scuster@AOPAnet.org).

## Prior Authorization – O&P Highlights

Although CMS may have thrown us a curve when they published their proposal to require 89 lower limb prosthetic codes be subject to prior authorization on May 28, 2014, it became clear that in its proposed form, the rule would do more harm than good.

AOPA’s Board authorized an educational campaign to inform members about how this rule could impact patients in delaying access to care and delayed provider reimbursements among other problems. AOPA held 2 free webinars for members to learn from AOPA Board members and staff about what Prior Authorization is and is not. AOPA submitted comments to CMS on behalf of members, and encouraged members to submit their individual comments or use the template and pre-written comments detailing the problems in the Prior Authorization proposal and what needed to be changed to make it workable for patients and the O&P community. 448 members commented using AOPA’s online portal on AOPAvotes.org.

AOPA also mailed all patient care member locations 10 postcards for distribution to amputee patients so they could register their concerns directly with CMS about how Prior Authorization will negatively impact patient care. 294 patient postcards were delivered to CMS by the July 28, 2014 deadline! In total AOPA members and their patients submitted 742 comments, in addition to customized comments that members submitted directly to CMS.

[Read AOPA’s statement here.](#)

**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	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/](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!