



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

January 13, 2015

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**Stay in the Know: Subscribe to AOPA's Take!**

AOPA has designed this blog to keep you readily informed with important issues and news that arise within the O&P world. This is a more immediate avenue to find the latest updates.



*AOPA's Take* is available at no charge to all members of the O&P community and subscribing is simple. Go to [www.aopastake.org](http://www.aopastake.org) and click on the subscribe button. Fill out a few fields and you're in! Welcome to *AOPA's Take*....Where you go when you need to know!

## O&P Industry Leaders Attend the Inaugural AOPA Leadership Conference

On January 9-11<sup>th</sup> more than 150 O&P industry leaders participated in the inaugural AOPA Leadership Conference held at the Eau Palm Resort & Spa in Palm Beach, Florida. While the stunning views and great weather outside of the meeting room proved to be quite a temptation, the group remained focused on the task at hand: discussing the ways to ensure the continued success of O&P as an industry despite the current and unforeseen challenges the industry faces.



Attendees spent the first morning of the meeting hearing from dynamic speakers who presented a snapshot of what the industry should expect in the future and the strategies that AOPA has developed to address any challenges head-on. In the next session, speakers provided global perspective on the future of the O&P industry in a worldwide marketplace. Attendees then broke out into small discussion groups where specific challenges were discussed with a focus on how the O&P industry can prepare for what the future may hold. The group reconvened to share the insight developed during the breakout sessions and then began a second breakout session that focused on various opportunities that the future may hold for the O&P industry. The first day ended with the group coming back together to provide reports on each of their breakout sessions.

The second day of the conference began with a thorough review of the issues that were identified as crucial to the future of O&P during the breakout sessions from the previous day. The program continued with presentations and discussion regarding the future reimbursement landscape for O&P, as well as presentations that focused on perspective from the insurance industry, the role of the FDA in O&P, and the potential for alternate delivery models for O&P services in the future.

Charles Dankmeyer, Jr., CPO, AOPA President, ended the conference with a recap of the many accomplishments that had occurred in just one and a half days and encouraged the O&P leaders in attendance to make sure that the discussion did not end after the meeting; that the meeting was just the beginning of many more discussions and efforts to ensure the success of the O&P industry for many years to come.



To learn more about the inaugural AOPA Leadership Conference, read the preview article that was published in the January 2015 *O&P Almanac* and look for the full conference recap that will be published the subsequent issues of the *O&P Almanac*.

**It's Not Too Late: Register Now for the Coding & Billing Seminar in Savannah, GA**



## **Did you Miss Last Year's Seminars?**

**Don't Miss out this Year! The AOPA Coding & Billing Experts Are Coming to Savannah February 9-10!**

### **THE FIRST CODING & BILLING SEMINAR OF 2015!**

The world of coding and billing has changed dramatically in the last few years. The AOPA experts are here for you! The Coding & Billing Seminar will teach you the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

The seminar includes hands-on breakout sessions, where you will practice coding complex devices, including repairs and adjustments. Breakouts are tailored specifically for practitioners and billing staff. Start the year off right for your business, staff, and patients!

**Join your Colleagues February 9th & 10th in Savannah, GA!**

#### ***Today's Top 10 Reasons to Attend***

1. **Get Your Claims PAID**
2. **Increase Your Company's Bottom Line**
3. **Stay Up-To-Date On Billing Medicare**
4. **Code Complex Devices**
5. **Earn 14 CE Credits**
6. **Learn About Audit Updates**
7. **Overtake Denials**
8. ***Submit YOUR Specific Questions Ahead of Time***
9. **Advance Your Career**
10. **AOPA Coding & Billing Experts with over 70 Years of Combined Experience**

***Don't miss the opportunity to experience two jam-packed days of valuable O&P coding and billing information. [Learn more and see the rest of the year's schedule here.](#)***

**Register Now**

## Jurisdiction B DME MAC Reports Results of Pre-Payment Review of Spinal Orthoses

National Government Services, who serves as the Jurisdiction B DME MAC, recently reported the third quarter 2014 results of its ongoing widespread pre-payment review of spinal orthoses described by HCPCS codes L0450-L0640. Of the 553 claims reviewed, 532 were denied, resulting in an error rate of 96.2%.

While the extremely high error rate is obviously cause for concern, of even bigger concern is the report that many of the denials were due to the lack of a “detailed description of the modifications necessary at the time of fitting the orthosis to the beneficiary.” This signals that the DME MAC are now looking very closely at providers who are billing custom-fitted versions of orthoses that have a corresponding off-the-shelf (OTS) code available for use. The report from Jurisdiction B follows a recent report from Jurisdiction D that reported error rates of 100% for knee orthoses described by L1832 and L1843 due, in part, to lack of documentation regarding “substantial modifications made for the custom fitted item being billed.”

It is clear that the DME MACs are now using the criteria outlined in policy necessary to justify claims for custom-fitted orthoses as grounds to deny claims. AOPA members are reminded that it is crucial to document the specific modifications that were made to an orthosis in order to achieve a custom fit and ask referral sources to document the medical need for a custom-fitted orthosis rather than an off-the-shelf orthosis.

Questions regarding these recent audit results 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).

## Save the Date for the 2015 AOPA Policy Forum



### SAVE THE DATE FOR THE 2015 AOPA POLICY FORUM

Mark March 23-25 in your Calendar to Make a Difference!

The Policy Forum is your best opportunity to learn the latest legislative and regulatory happenings and how they will affect you, your business, and your patients. Once you are armed with the facts, we as a profession will educate our Members of Congress to offer common sense solutions and share how the O&P profession restores lives and bring people back to work. Your Congressional appointments will be organized by AOPA staff and lobbyists.

Join us March 23-25 at the Renaissance Hotel in Washington, DC. Stay tuned for more details!

## Fillauer Celebrating a Century in Chattanooga, TN

This evening, Mayor Andy Berke, of Chattanooga TN, will issue a proclamation declaring it Fillauer Companies Day, in honor and recognition of Fillauer Companies, INC celebrating 100 years in business.



Founded in September 1914 by George W. Fillauer, Sr., Fillauer opened as Red Cross Pharmacy on Third Street across from Erlanger Hospital in Chattanooga. In the late 1920's, Fillauer renamed itself Fillauer Surgical and started its Orthotic and Prosthetic divisions.

## Amputee Coalition Announces New Board Members



The Amputee Coalition's board of directors has elected John "Mo" Kenney, Brandon Dale, and Dennis Fields to their board.



John "Mo" Kenney, CPO, owns and manages Kenney Orthopedics, Prosthetic and Orthotic Practice, with nine locations in Kentucky and Indiana. He is the clinical director of the National Commission on Orthotic and Prosthetic Education. At Hanger Orthopedic Group, he was the area practice manager in Kentucky, where he provided evaluation and treatment for patients and managed three branch offices.

In his position at Hanger, Brandon Dale manages, business operations including P&L, business expansions and multiple patient care clinics. Previously he served as vice-president and general manager of CARES (Critical and Rehabilitative Equipment Solutions), Hanger's hospital orthotic supply outsourcing division.



From 1982 to 1996, Dennis Fields was a division general manager with Jefferson Smurfit (now Smurfit-Stone), a global leader in packaging for consumer and durable goods products. As general manager, he deftly positioned its graphics division as a single-source supplier to leading consumer products companies, such as Procter & Gamble and R. J. Reynolds.

## President Obama Signs ABE Act

On December 19, 2014, President Barack Obama signed into law the Achieving a Better Life Experience (ABLE) Act.

This law will allow eligible individuals with disabilities and their families the opportunity to create a tax-exempt savings account that can be used for maintaining health, independence, and quality of life.

For more information on the ABE Act and what it could mean to you, visit [www.realeconomicimpact.org/News.aspx?id=460](http://www.realeconomicimpact.org/News.aspx?id=460) and scroll down to "ABLE Accounts: 10 Things You Must Know."

## The January 2015 O&P Almanac Is Here!

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

### 24 | **Putting the 'She' in O&P**

The number of female O&P practitioners in the United States has increased 152 percent in the past decade, offering hope for an even more gender-balanced workplace in the next 10 to 20 years. But disparities still exist, say experts. [Read More](#)



### 21 | **This Just In: New Year, New Congress**

With a Republican majority in the U.S. Senate, will the 114th Congress have a big impact on O&P-related legislation? [Read More](#)

### 32 | **Education Fast Track -**

O&P leaders have their eyes on the Baylor College of Medicine new 30-month O&P master's degree. Could this accelerated program change the training model for educators, students, and residencies? [Read More](#)



## Get Your Continuing Education Credits:

### PPS Billing Exemptions

Page 18 – Reimbursement Page – Earn 2 CE's



**READ MORE**



## Upcoming AOPA Events

- Jan 14, 2015      *Fill In the Blanks: VA Contracting and the New Template*  
Webinar Conference  
[Learn more or register online here](#)
- Feb 9-10, 2015      *AOPA Mastering Medicare: Essential Coding & Billing Seminar*  
Savannah, GA  
[Learn more or register online here](#)
- Feb 11, 2015      *Find Success: Tips, Strategies and Understanding the Appeals Process*  
Webinar Conference  
[Learn more or register online here](#)
- March 23-25      *AOPA Policy Forum*  
Washington, DC