



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

February 19, 2015

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DME MAC Joint Publication on Proof of Delivery

The DME MACs recently released a [joint publication](#) that discussed the proper format for proof of delivery documentation to support Medicare claims. The joint publication indicated that medical reviewers have consistently seen a list of HCPCS codes and their descriptors used on proof of delivery documentation, especially for orthotic and prosthetic claims.

According to the DME MACs, this practice is not acceptable for proof of delivery purposes as it does not allow the medical reviewer to make a determination of what was billed and if it was coded correctly. The joint DME MAC publication provides the following recommendation for maintaining proper proof of delivery documentation:

“The preferred method is use of a brand name and model number, brand name and serial number or manufacturer name and part number to identify the product. If this type of information is not available for the product, suppliers may use a detailed narrative description of the item; however, it must contain sufficient descriptive information to allow a proper coding determination. This “narrative description” of the item is not the HCPCS code narrative.”

The joint publication also alluded to the possibility that claims going forward with PODs, which simply list the HCPCS codes and their descriptors, will be denied. This abrupt change appears to be inconsistent with existing policy found in the [Medicare Program Integrity Manual](#) and other CMS policy documents.

AOPA Kicks off Prizes at the AAOP



Be sure to visit the AOPA Booth #269 and spin the “Wheel of Prizes”. Prizes include: 2015 Quick Coders & Coding Pros, Gift Cards provided by Cailor Fleming, San Antonio Convention Center Goodies, Bottles of Wine, Complimentary registration to an AOPA Audio Conference, and Discounts on AOPA Products... including the new **2015 Coding Products!** Each day one lucky winner will win a complimentary registration to the 2015 AOPA National Assembly.



O&P PAC Corner Update

The O&P PAC Corner provides updates on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&P PAC has supported. The O&P PAC recently received donations from the following **AOPA** member(s)*:

- George Breece

The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House, Senate and other officials running for office to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

In order to participate in and receive information about the O&P PAC, federal law mandates that you must first sign an authorization form.

[Click here to view and sign an O&P PAC authorization form.](#)

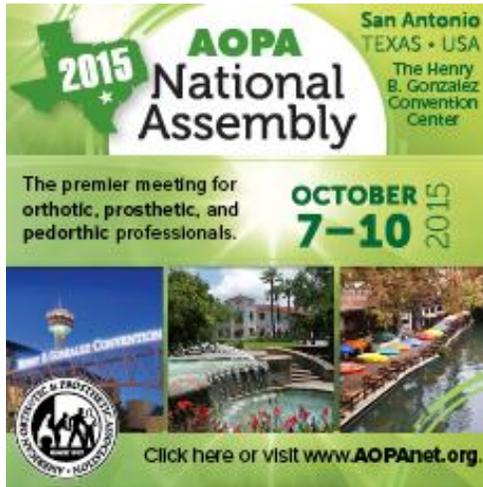
The O&P PAC recently made contributions to the following members of Congress:

- Rep. Mike Thompson (D-CA). Rep. Thompson is a member of Ways & Means, Subcommittee on Health and one of the original sponsors of the O&P Improvements Act in the 113th Congress.
- Rep. Glenn Thompson (R-PA). Rep. Thompson was one of the original sponsors of the O&P Improvements Act in the 113th Congress
- Rep. Dutch Ruppersberger (D-MD). Rep. Ruppersberger is a member of the Appropriations Committee and was a co-sponsor on key pieces of O&P legislation in the 113th Congress.

*Due to publishing deadlines this list was created on 02/19/2015 and includes only donations received between 02/02/2015 and 02/19/2015. Any donations received on/or after 02/19/2015 will be published in the next issue of the *SmartBrief*.

Save the Date for AOPA's National Assembly

Make plans now to attend the 2015 National Assembly, Oct. 7-10, 2015 in San Antonio.

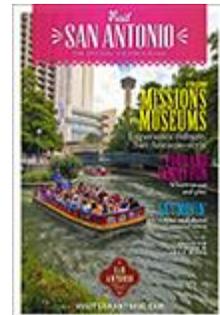


The 2015 Assembly will be held at the Henry B. Gonzalez Convention Center, located on San Antonio's famous riverwalk.

San Antonio's River Walk is one of the most visited sites in Texas, providing scenic pathways and waterways for the city's cultural and historic sites, as well as a picturesque link between restaurants, hotels and shops. The [San Antonio River Walk](#) is a verdant oasis of cypress-lined paved paths, arched stone bridges and lush landscapes. It gently winds through the city center, providing millions of visitors each year with easy access to the city's cultural hot spots, historic sites and other attractions.

Plan ahead and take these four easy steps to get the most of your trip to San Antonio. ,

1. Go to Visit San Antonio.com <http://visitsanantonio.com/> to sign up for San Antonio's official newsletter and learn more about what interests you most. Whether it is the Arts, Music, Festivals, Family, Local Attractions or Shopping you will find a calendar of events and local information at VisitSanAntonio.com
2. Request a Free Visitors Guide – Learn about local attractions and things to do. *Request your guide* here <http://visitsanantonio.com/english/Leisure-Guide-Request-Form>
3. Download SAVE coupons from the San Antonio Vacation Experience. Get exclusive deals and discounts. <http://visitsanantonio.com/VisitSanAntonio/media/vsa-media/SAVE%20Coupons/2014-SAVE-WebCoupons.pdf>
4. Download a copy of the riverwalk map to see all the great places you will want to visit within walking distance to the convention center. <http://visitsanantonio.com/VisitSanAntonio/media/vsa-media/maps/SAT09 SA River Walk.pdf>



See you in San Antonio!

Get The Latest O&P Education in Seattle!

AOPAversity

The AOPA Coding Experts are Coming to Seattle April 13-14!



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 April 13 & 14 in Seattle, WA!

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. **Overturn 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**

**PAID
IN FULL**

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!

Let's Get Political

You can make a difference!

AOPA 2015 POLICY FORUM

MARCH 23-24, 2015
Special Extended Program March 24-25

AOPA POLICY FORUM

Meet your Members of Congress in Washington, DC with AOPA!

The 2015 AOPA Policy Forum will be held March 23-24, 2015 with post-conference events being held March 24-25 at the Renaissance Hotel in Washington, DC.

REGISTRATION IS OPEN.

Register at bit.ly/policyforum2015.

Support your profession!

Make your plans now to attend the 2015 AOPA Policy Forum.

EARN CREDITS
10.5 CE
Applied For

Stay an extra day to participate in post-forum education modules and earn 10.5 CE Credits.



Location

Renaissance Hotel
999 Ninth St., NW
Washington, DC

Registration Fees

Policy Forum	\$150
Module I	\$200
Module II	\$300
Entire Program	\$575 (save \$75!)

BIG VALUE
EARN UP TO
10.5 CE
CREDITS!

Support your profession, make your plans today!



Meet your member of Congress and tell them how, through orthotics and prosthetics:



American Orthotic & Prosthetic Association
www.AOPAnet.org

Catch the Latest Updates With AOPA's Webinar Series

Monthly Webinar Series

What is it? This is Regulatory and Business education that you can count on. No one in the O&P profession knows the ins and outs of Medicare, coding, billing or VA contracting like AOPA.

[Sign up](#) for all 2015 Webinars for only \$990 for members... that's 2 free webinars! If you missed one, we will send you the recording. The monthly Webinars are a great way to bring your staff together for lunchtime learning by AOPA experts.

January 14	Fill In the Blanks: VA Contracting and the New Template
February 11	Tips, Strategies and Understanding the Appeals Process
March 11	Who Gets the Bill: A Look at Medicare Inpatient Billing
April 8	Lower Limb Protheses Policy: Learn the Policy Inside and Out
May 13	The New Player in Town: Understand the RAC Contract
June 10	Building a Medicare Approved Compliance Plan
July 8	Who's on First? Medicare as a Secondary Payer
August 12	OTS vs. Custom Fit: The True Story
September 9	Prior Authorization, How Does it Work
October 14	Understanding the LSO/TLSO Policy
November 11	Make a Good Impression: Marketing Yourself to Referrals
December 9	Bringing in the New Year: New Codes and Changes for 2016

Call for Papers: Become a Presenter at the 2015 AOPA National Assembly



The AOPA National Assembly Planning Committee has issued a call for papers for the 98th Annual AOPA National Assembly to be held October 7-10, 2015 in San Antonio, Texas. The submission deadline is March 10, 2015.

Share your expertise and advance your career by being part of the country's oldest and largest meeting for the orthotic, prosthetic and pedorthic profession.

- Papers are being accepted for podium, poster and/or symposium sessions for each of the five concurrent education tracks (orthotic, prosthetic, pedorthic, technician, and business). For more information or to submit a paper [click here](#).
- All submission must be submitted electronically.
- Before submitting a paper, please review the model for the abstract format which also provides additional information about the submission process. The model abstract is [available here](#).

For general information about the Assembly

Visit: <http://www.aopanet.org/education/2015-assembly/>

Email: Assembly@AOPAnet.org

Contact: Tina Moran at (571) 431-0808.

Don't miss this unique, fun learning experience.



AOPA is currently accepting exhibit applications for the 2015 AOPA National Assembly, which is due to take place in San Antonio, TX on October 7-10, 2014. The Henry B. Gonzalez Convention Center will serve as the event's venue. This event, the oldest and largest of its kind in the United States, will feature dedicated tracks of the most relevant education for prosthetists, orthotists, technicians, pedorthists and business managers.

Why Exhibit?

Exhibiting at this important event will give you the opportunity to:

- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in the exhibit hall.
- Take advantage of fun traffic-building opportunities.
- Take advantage of education sessions to learn what's happening with Medicare, and other regulatory agencies that affect the success of your product.
- Increase visibility for your company/organization in a targeted market.
- Host a Manufacturer's Workshop and/or Product Preview Theater presentation.
- Speak to AOPA reimbursement experts, who can answer all your O&P coding, reimbursement and compliance questions.
- Hear from top researchers and clinicians to learn what products and support is needed from manufacturers.
- Participate in key education programs and plenary sessions.

Who Attends?

Access to key Decision Makers

O&P Practitioners, pedorthists, physicians, technicians, fitters, students, educational instructors, facility owners, marketing personnel, physical therapists, residents, office managers, billing specialists, occupational therapists, researchers, engineers, manufacturers, distributors and suppliers of O&P products and services.

What you will Get?

As an exhibitor you will receive:

- 24 hour perimeter security guard service.
- FREE breakfast and lunch.
- Exhibitor Service Kit—Exhibitors will receive two sets of information. The first will be the Exhibitor Confirmation Packet that contains your booth assignment, payment confirmation, and additional materials. The second set of information is the Exhibitor Service Kit which is an online guide provided by Freeman Decorating that includes all information and order forms you need to plan a successful trade show event; to include shipping information, booth rental, electric and internet needs.
- Exhibitor Newsletters—provide you with up to date information regarding the show.

- Complimentary exhibitor company listing on the National Assembly website, O&P Almanac, show APP and 2015 National Assembly Preliminary Program.
- Opening night reception for all attendees held in the exhibit hall
- Post-event registration mailing list of all National Assembly attendees.
- Two exhibitor full conference badges (per 10x10 exhibit space) which include: admission to all education sessions, CE credits, meeting materials, social functions, and lunch tickets.
- Private lounge area exclusive to exhibitors.

Sign up today to exhibit at the 2015 AOPA National Assembly!

Upcoming AOPA Events

Feb 11, 2015	<i>Find Success: Tips, Strategies and Understanding the Appeals Process</i> Webinar Conference <u>Learn more or register online here</u>
March 10, 2015	Deadline for <i>National Assembly Call for Papers</i> <u>Learn more and apply online here</u>
March 11, 2015	<i>Who Gets the Bill: A Complete Look at Medicare Inpatient Billing</i> Webinar Conference <u>Learn more or register online here</u>
March 23-25	<i>AOPA Policy Forum</i> Washington, DC <u>Learn more or register online here</u>
April 8, 2015	<i>Lower-Limb Prosthesis Policy: Learn the Policy Inside and Out</i> Webinar Conference <u>Learn more or register online here</u>
April 13-14	<i>Essential Coding & Billing Techniques Seminar</i> Seattle, WA <u>Learn more or register online here</u>