



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

March 31, 2015

### **AOPA Headlines:**

**[Jurisdiction D Publishes Results of Pre-Payment Audits for L5980](#)**

**[Renewed Hope for Relief from Recent O&P Challenges – Medicare O&P Improvement Act](#)**

**[Spread the Mobility Saves' Message](#)**

**[It's Not Too Late to Register for Seattle](#)**

**[Exhibit at the 2015 AOPA National Assembly in San Antonio, TX](#)**

**[Thank You to All Who Submitted Papers](#)**

**[Upcoming Events](#)**

### **Jurisdiction D Publishes Results of Pre-Payment Audits for L5980**

Noridian Healthcare Solutions, LLC, who serves as the Jurisdiction D DME MAC has recently released its results of pre-payment audits for prosthetic feet described by L5980. From November 2014 until February 2015, Noridian reviewed 56 claims of which 42 were denied. Based on dollars, this represents a claim denial rate of 67%. While this is certainly not encouraging news, it does continue a downward trend in the overall denial rate.

Noridian began auditing claims for L5980 in January 2013 and has had consistent denial rates in the mid 80% range since. The significant drop in denial rate during the 1<sup>st</sup> quarter of 2015 is somewhat encouraging as it indicates that providers are finally able to obtain some off the specific documentation that the DME MACs are looking for. It is important to remember that in order for Medicare to deem prosthetic feet described by L5980 as medically necessary, there must be documentation in both the prescribing physician's record and the providers records that support a K3 functional level assessment for the patient.

Questions regarding these recent 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).

## **Renewed Hope for Relief from Recent O&P Challenges – Medicare O&P Improvement Act**

Seldom does a single piece of legislation do so much for a vital segment of patients and healthcare providers as does the new version of the Medicare O&P Improvement Act of 2015 introduced by Sen. Grassley (R-IA) and Sen. Warner (D-VA) in the Senate (S. 829). The House bill (H.R. 1530) was introduced by Rep. Glenn Thompson (R-PA) and Rep. Mike Thompson (D-CA). Three of the four have previously sponsored versions of the bill and adding Sen. Warner continues the bipartisan support this legislation has always generated.

Introduction of the bills on March 23, 2015, on the opening day of AOPA's Policy Forum, paves the way for O&P's relief from the following patient care and business disruptions experienced over the past five years by:

- Curbing overzealous audits
- Denying payments to unlicensed/unqualified providers
- Recognizing orthotists' and prosthetists' notes by stating that they "shall be considered part of the medical record"
- Separating orthotics and prosthetics from durable medical equipment
- Resolve the illegal delays for appealing denied claims to the Administrative Law Judge (ALJ), by adjustments to the recoupment policy
- Offering voluntary negotiation process to provide a prompt equitable settlement such as made available to hospitals
- Requiring CMS to separate appeals process data so O&P claim outcomes are tracked and reported separately from other DME claims
- Mandating CMS to adhere to the statutory definition of off the shelf orthotics eligible for competitive bidding as only being those needing "minimal self adjustment" by the patient, and no other person.

[Click here](#) to view the bills and talking points.

### **But That's Not All – Rep. Meadows (R-NC) introduced H. R. 1526 – The Medicare Audit Improvement Act of 2015!**

Improvements to the existing chaotic RAC audit situation is exactly what Rep. Meadows' bill accomplishes through provisions that recognize that the orthotists' and prosthetists' notes "shall be considered as part of the medical record of the individual." The bill also requires CMS to separately report determinations made on O&P claim denials/appeals as well as the HCPCS codes accounting for the greatest number of determinations and the total dollars involved. Under the bill no more than "half of the amount of any payments made" to a qualified supplier may be recouped before that appeals process for such a claim is treated as exhausted.

Joining as a co-sponsor of the Medicare O&P Improvement Act (S. 829) should be the "ask" to your Senator and joining as a co-sponsor for the House version (H.R. 1530) and the Medicare Audit Improvement Act of 2015 (H.R. 1526) should be the "ask" to your representative. [Click here](#) to access template letters for all three bills, and talking points.

## Spread the Mobility Saves' Message



The Mobility Saves Facebook campaign has reached over 5,000 followers and we can't express our gratitude and appreciation at this supportive community. This is YOUR community. Please keep passing along the Mobility Saves message to your colleagues and friends. The purpose of this campaign

is to raise awareness, provide support, and most of all educate paters, regulators, referral sources, practitioners, and consumers that the research shows Mobility Saves!

1. Visit [MobilitySaves.org](http://MobilitySaves.org) to learn more and utilize the cost-effectiveness study! Download the brochures, PowerPoints, and white papers.
2. Follow Mobility Saves on [Facebook](#), [Twitter](#), [YouTube](#), and [LinkedIn](#)!
3. Spread the word to practitioners, payers, and referral sources!
4. Submit Testimony [here](#), in the form of a video clip, photo, or personal story.



*Spread the good word about the valuable benefits of O&P Care*

**Get Social with #MobilitySaves**



# AOPAiversity

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.

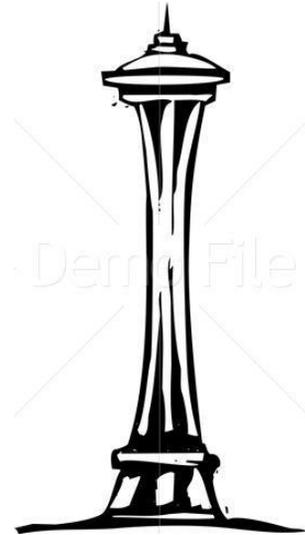
The seminar includes hands-on breakout sessions, where you will practice coding complex devices, including repairs and adjustments. Breakouts are tailored specifically for practitioners and billing staff. Start the year off right for your business, staff, and patients!

**Join your Colleagues April 13 & 14 in Seattle, WA!**

## *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. **Overtturn 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.](#)



Seattle is two cities in one—it combines a world-class metropolis within wild, beautiful, natural surroundings. Visitors and Seattleites enjoy Seattle's lively downtown, great shopping, wonderful restaurants, espresso carts on every corner, and thriving community full of live theatre and museums.

Seattle, Washington  
April 13-14

## Exhibit at the 2015 AOPA National Assembly in San Antonio, TX

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:

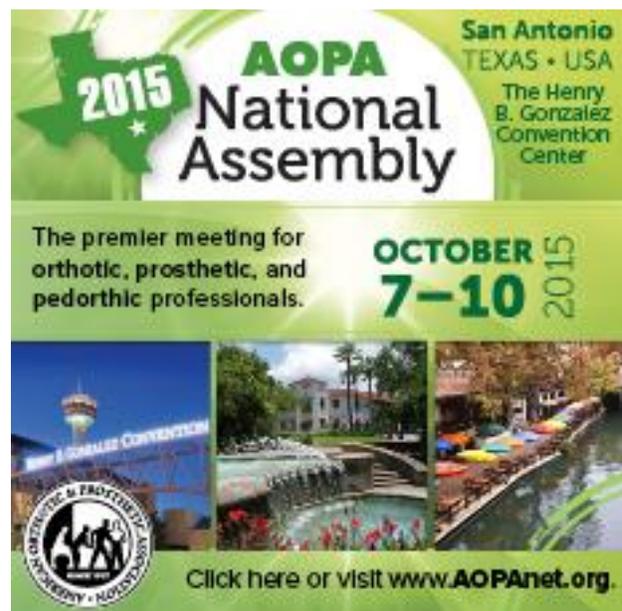
- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in 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?** Obtain 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.

**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

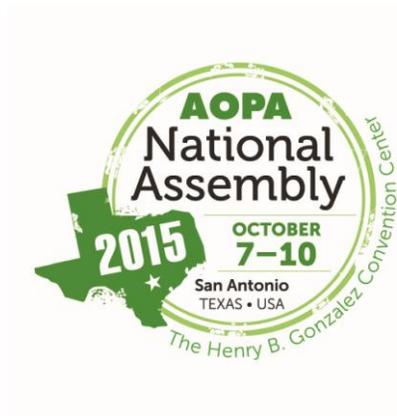


information, booth rental, electric and internet needs.

- 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!

### Thank You to All Who Submitted Papers



Become a Presenter at the 2015 AOPA National Assembly  
Share Your Expertise \* Advance Your Career \* Improve Patient  
Care

Henry B. Gonzalez Convention Center in San Antonio, Texas  
October 7-10, 2015

**The submission deadline ~ Monday, March 30.**

AOPA would like to thank those who submitted papers for the National Assembly. 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.

Your submissions, based on sound research and strong empirical data, will set the stage for a broad curriculum of highly valued clinical and scientific offerings at the 2015 AOPA National Assembly. All free paper abstracts for the 2015 AOPA National Assembly must be submitted electronically. Abstracts submitted by e-mail or fax will not be considered. All abstracts will be considered for both podium and poster presentations. The review committee will grade each submission via a blind review process, based on the criteria below and reach a decision regarding acceptance of abstracts.

- Relevance, level of interest in topic
- Quality of Scientific Content
- Quality of Clinical Content

For further information, contact Tina at (571) 431-0808 or [tmoran@AOPAnet.org](mailto:tmoran@AOPAnet.org)

## Upcoming AOPA Events

- April 6-12, 2015     *National Public Health Week.*  
[Learn more here](#)
- April 8, 2015         *Lower-Limb Protheses Policy: Learn the Policy Inside and Out*  
Webinar Conference  
[Learn more or register online here](#)
- April 13-14, 2015   *Essential Coding & Billing Techniques Seminar*  
Seattle, WA  
[Learn more or register online here](#)
- May 13, 2015        *The New Player In Town: Understand How the RAC Contract Works*  
Webinar Conference  
[Learn more or register online here](#)