



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

May 5, 2015

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AOPA Supports the Efforts of O&P Businesses During Recent Small Business Administration Hearing

AOPA applauds and supports the efforts of O&P businesses that participated in the April 27, 2015 Small Business Administration (SBA) hearing regarding Medicare audits and their impact on small businesses. While AOPA did not actively participate in the latest hearing, it has provided important testimony during two several earlier SBA hearings on Medicare audits (once AOPA's President testified and at the other AOPA's Executive Director testified) and supports the efforts of any O&P companies who are willing to take the time and effort to make sure their stories are heard. You can see AOPA's earlier testimonies [here](#). Medicare audits are the single largest threat to the survival of O&P businesses and no stone should be left unturned when pursuing the fair and equitable treatment of honest providers who help restore mobility to patients who require O&P services.

The recent SBA hearing is yet another example of how providers can make sure their voice is heard. AOPA will continue to support the efforts of its members in any activities that support the continued survival of the profession.

DME MACs Revise Policy Regarding Billing for Custom Fitted Orthoses

The four DME MACs have revised a joint coding bulletin regarding the proper coding of custom fitted prefabricated orthoses versus off the shelf (OTS) orthoses. The revised bulletin reiterates the need for “substantial modification by a qualified individual” when billing for a custom fitted orthosis as opposed to an off the shelf orthosis. This is nothing new and is simply a re-statement of what has been existing policy for several years. The revised bulletin does add a new twist however. It states that if a HCPCS code is identified as prefabricated but does not have a corresponding code that describes the same product delivered as an OTS orthosis, it can only be used to bill orthoses that are supported by documentation of substantial modification to the orthosis performed by an individual with expertise in fitting. If this documentation does not exist, or the substantial modification was performed by a person without expertise in fitting, the orthosis must be billed with the appropriate miscellaneous code (L1499, L2999, L3999) and the supplier must indicate that the orthosis was delivered as an OTS item in the narrative field on the claim form.

The Medicare LCDs for spinal orthoses, AFOs/KAFOs, and knee orthoses have all been updated, effective May 1, 2015, to incorporate the language of the revised coding bulletin. AOPA members are reminded to ensure that when providing a custom fitted orthosis, they must ensure that documentation supports not only the need for whatever modifications were required to obtain a proper fit of the device but that the modifications were performed by a certified orthotist or other medical professional that is deemed qualified to perform the modifications.

A link to the revised coding bulletin published by the DME MACs may be found at the link below.

<http://www.medicarenhic.com/viewdoc.aspx?id=2645>

Questions regarding this issue may be directed to Joe McTernan at jmcternan@aopanet.org or Devon Bernard at dbernard@aoapnet.org.

Protest of DMEPOS, Home Health and Hospice Contract Award Dismissed

While there has not yet been an official announcement from CMS, the status of two formal protests of the contract award to Connolly, LLC to serve as the national RAC contractor for DMEPOS, Home Health, and Hospice claims has been changed to “dismissed” on the Government Accountability Office (GAO) website. The dismissal of the protests clears the way for CMS to finalize the award of the contract and authorize Connolly, LLC to begin work in the near future.

The original contract award was announced on December 30, 2014 but was put on hold after two protests were filed by Performant Recovery, who currently serves as the Jurisdiction A RAC contractor.

While it is yet to be officially determined when Connolly will begin actively auditing Medicare DMEPOS, Home Health and Hospice claims, it is expected that it will occur sometime in the near future, likely in June or July of 2015.

Better Business Performance Starts Here!



Benchmark your company with other O&P businesses for FREE by participating in the **2015 Operating Performance Survey and the 2015 Compensation Survey**. It's easy and it's FREE!

What is it? Each year, AOPA offers members the opportunity to take part in an operating performance survey, so that members can compare the financial

well being of their business with similar O&P facilities. Every other year, this survey includes data on compensation and benefits.

Why invest the 60 minutes to complete the questionnaire? Measuring your financial performance and compensation benefits against other O&P businesses is the first step in making strategic decisions based on your company's strengths and weaknesses and clarifying new goals and strategies to strengthen your business. Without some baseline data, it is hard to know if the strategies you are implementing are effective, or how you compare to other O&P facilities of similar size, location and types of services offered.

How to participate:

Surveys are being sent to members by USPS and email starting May 1. Dedicate 60 minutes to complete the survey and submit the hard copy by fax; OR complete the survey securely online at www.AOPA-survey.com; OR mail your data to Industry Insights and they will enter it for you. Your data is confidential. The **deadline** for submission is **June 19, 2015**.

What do I get?

All participating AOPA member facilities receive an individual, confidential Company Performance Report FREE that compares your facility's operating performance against other O&P facilities of a similar size and location. This individual company report, assessing the financial health of your facility, would cost several hundred dollars if prepared by your own consultant. Participants also receive a FREE copy of the final published reports with aggregate data (\$185 if purchased). This year, as an added incentive, return the completed 2015 questionnaire and receive AOPA's Mastering Medicare Webcast series FREE – a \$693 value. You or your colleagues can earn 13.5 CE credits if you earn 80% or higher on the webcast quizzes.

Please contact us with any questions at (571) 431-0810, and we hope you will take advantage of this members-only opportunity.

It's hard to improve if you don't know where you're starting from.

McKeever's First Ride 2015 in Atlanta a Success!



OPAF's McKeever's First Ride, Atlanta 2015 was blessed with the "Dynamic Duo" of Dale Beatty and Reggie Showers. Dale Beatty co-founded Purple Heart Homes, after recuperating from the loss of both legs, from an accident sustained while serving in the Military. Reggie Showers, is known as the "World's Fastest Amputee" for his World Record drag motorcycling championships. Dale and Reggie both speak to groups around the country, inspiring youth, adults, Military and civilians facing adversity to press past limits and discouragement, in order to fulfill their potential.

Over 90 volunteers were on hand to assist 50 plus participants. Over 15 teens participated in TEEN McKeever's station, where they learned about the needs of deployed Military and stuffed Care Packages with goodies and notes to boost their morale. Thanks to our McKeever's First Ride sponsors - ABC, Endolite, SPS, Hanger Clinic, College Park Industries, SureStep, and CHOA, the 13th event was a success!

Ability Prosthetics and Paceline Host Successful First Swim Clinic in NC

Ability Prosthetics and Orthotics and Paceline hosted an OPAF First Swim Clinic on Saturday, March 28th at Queens University of Charlotte in Charlotte, North Carolina. First Swim was led by three time Paralympic swim champion, Jason Wening, CPO and the Queens University swim team. There were a total of twelve participants in addition to Jason as well as Ability and Paceline staff and the Queens University of Charlotte swim team, family, friends and observers, giving us a total attendance of over 45 people.



Participants came from across the state of North Carolina and as far away as Maryland to partake in this wonderful day. OPAF intern, Emma Durante did local coordination of the event. Emma is a senior at Queens and a four year member of the swim team who intends to pursue Occupational Therapy for her graduate degree.

2015 AOPA National Assembly

The 98th Annual AOPA National Assembly will be held October 7-10 at the Henry B. Gonzalez Convention Center in San Antonio, Texas. Located directly on San Antonio's famous Riverwalk, you will enjoy this beautiful, historic city. Whether you choose a leisurely stroll, or a ride on one of the riverboats, take time to see San Antonio's famous Riverwalk with the many shops, restaurants, nightlife, dining options, museum along the way.

With over a 100 abstracts submitted from the call for papers announcements—the scientific program is expected to be one of the best ever. Individual workgroups representing orthotics & prosthetics, Pedorthics, Business and Technical Education are busy organizing the education program with a goal of releasing the online version of the preliminary program mid-May.

Registration will open in early-May, but you can start planning ahead by making your hotel reservation at the Grand Hyatt by visiting <https://resweb.passkey.com/go/2015AOPA> or calling 888-421-1442.

To get the most of your trip to San Antonio, we have provided four easy steps to make the most of your trip to San Antonio and help you learn more about what interests you most.

Go to 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



1. Request a Free Visitors Guide — Explore arts and culture and learn about local attractions and things to do. [Request your guide](#) here.
2. [Download SAVE coupons](#) from the San Antonio Vacation Experience. Get exclusive deals and discounts.
3. Download a copy of the [River Walk map](#) to see all the great places you will want to visit within walking distance to the convention center.

Questions? Visit www.AOPAnet.org or call AOPA headquarters at (571) 431-0875.

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:

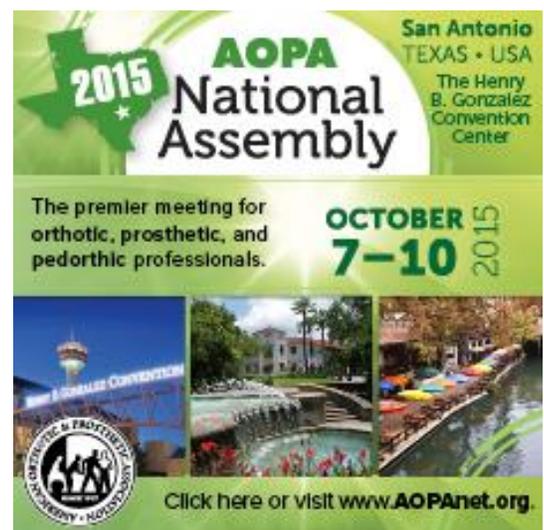
- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in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

Upcoming AOPA Events

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| May 13, 2015 | <p><i>The New Player In Town: Understand How the RAC Contract Works</i>
Webinar Conference
Learn more or register online here</p> |
| June 1, 2015 | <p>AOPA 2015 National Assembly in San Antonio
<i>Preliminary Program Available; Early Bird Registration Opens</i></p> |
| June 10, 2015 | <p><i>Stay out of Trouble: Building a Medicare-Approved Compliance Plan</i>
Webinar Conference
Learn more or register online here</p> |
| July 8, 2015 | <p><i>Who's on First? Medicare as a Secondary Payer</i>
Webinar Conference
Learn more or register online here</p> |
| July 13-14, 2015 | <p>Essential Coding & Billing Techniques Seminar
<i>Philadelphia, PA</i>
Learn more or register online here</p> |