



AOPA In Advance SmartBrief

Breaking News

May 7, 2015

AOPA Headlines:

Jurisdiction A DME MAC Announces Pre-Payment Probe Reviews for L1940 and L4360

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

Comcast SportsNet Warrior Amputee Softball Classic – June 6, 2015

Better Business Performance Starts Here!

Spread the Word About The Mobility Saves' Testimonial Contest!

Register for the 2015 National Assembly!

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

Upcoming Events

Jurisdiction A DME MAC Announces Pre-Payment Probe Reviews for L1940 and L4360

The Jurisdiction A DME MAC recently announced that it will be initiating widespread pre-payment probe reviews for claims for both L1940—AFO, Plastic or other material, custom fabricated; and L4360—Walking boot, pneumatic and/or vacuum, with or without joints, with or without interface material, prefabricated item that has been trimmed, bent, molded, assembled, or otherwise customized to fit a specific patient by an individual with expertise. Both of these reviews are being initiated as a result of a high volume of claim denials identified by the Comprehensive Error Rate Testing (CERT) contractor.

AOPA members are reminded that probe reviews are often a preliminary step that often leads to more comprehensive widespread pre-payment reviews. It is extremely important that if you receive a probe review request that you ensure your response is as complete as possible and includes all documentation necessary to support your claim.

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

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.

Comcast SportsNet Warrior Amputee Softball Classic – June 6, 2015



Join the fun and excitement of the 3rd annual Comcast SportsNet Warrior Amputee Softball Classic presented by Medical Center Orthotics & Prosthetics on Saturday, June 6 at 7:00 pm at Prince George's Stadium in Bowie, Maryland!

The Comcast SportsNet Amputee Warrior Softball Classic will feature the Wounded Warrior Amputee Softball Team, which is comprised of amputee veterans who have overcome severe injuries to again become competitive athletes. They will be joined on the field by numerous current NFL stars, for a seven-inning softball game filled with entertainment, activities and special guests.

The teams will be led by managers Kirk Cousins of the Washington Redskins and Dennis Pitta of the Baltimore Ravens, and captains Navorro Bowman and Darnell Dockett, area natives and members of the San Francisco 49ers. Other expected players include Redskins Niles Paul, Nick Sundberg, Silas Redd and Ricky Jean-Francois, and Raven Mike Campanaro. Comcast SportsNet host and analyst Brian Mitchell, a former Redskins great, will also appear in the game.

For more information on this very special event and to order your tickets [click here](#) or call 301.464.4865 today.



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!

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.

Spread the Word About The Mobility Saves' Testimonial Contest!



**MOBILITY SAVES
TESTIMONY CONTEST**

**mobility saves™
LIVES & MONEY**

A CHANCE TO WIN \$500

Submit your **VIDEO TESTIMONY** to win!

The Contest

Become part of an important public relations campaign that proves cost effectiveness for orthotics and prosthetics and perhaps win \$500 just by submitting your testimony.

Why Participate?

- Help patients obtain medically necessary devices
- Support the O&P profession
- Become part of a Major Public Relations Campaign
- Help spread the word that orthotic and prosthetic devices not only restore lives but are cost effective too!
- All entrants will receive a t-shirt
- One (1) Grand Prize Winner (\$500), one (1) Second Place Winner (\$250), and one (1) Third Place Winner (\$100) will be selected.
- All entries must be received by 11:59 PM EST on September 30, 2015

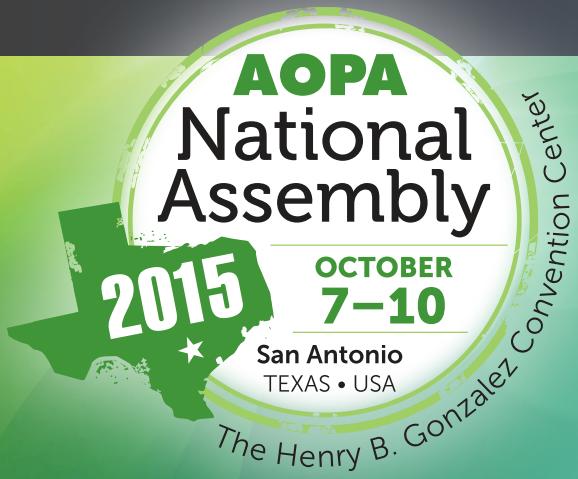
It's as easy as **1•2•3!**

1. Create your video testimony by using your smartphone or video camera.
2. Complete the online entry form at <http://bit.ly/MobilitySavesContest>
3. Upload your video testimony or email video from your smart phone.

Questions?

Contact us at (571) 431-0876 or ymazur@AOPAnet.org.

www.mobilitysaves.org



AOPA Brings the Big Picture Together in San Antonio, Texas!

Practitioners, physicians, technicians, fitters, students, educational instructors, facility owners, marketing personnel, residents, office managers, billing specialists, researchers, manufacturers, distributors and suppliers of O&P products and services should come to San Antonio to stay on the edge of their profession and to mix and mingle with other top professionals from across the country and around the world. Up to 36 CE credits will be available at this fabulous AOPA National Assembly.



Registration is Open

for the 2015 AOPA National Assembly,
Oct. 7-10, 2015, in San Antonio, Texas.

Plus, at the 2015 AOPA National Assembly,

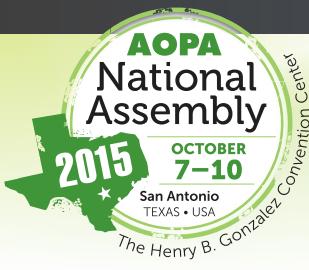
- **CHOOSE FROM FIVE EDUCATION TRACKS** providing you with an expanded menu of relevant education for orthotists, prosthetists, pedorthists, technicians, and business managers.
- **ATTEND SCIENTIFIC PROGRAMS** focused on Gait, Neuro-Orthopaedics, Upper Limb O&P, Socket Fit, Treatment of Dysvascular Foot Disease and more that will further sharpen your clinical skill.
- **PARTICIPATE IN TOP-TECHNICAL EDUCATION**, including hands-on demonstrations of 3-D printing.
- Partake in an innovative **FOUR DAY PEDORTHIC EDUCATION** track focused on diabetic treatment, wound care and other pedorthic care from a faculty of physicians, wound care experts and diabetes educators that will put you far ahead of the game in your pedorthic patient care delivery.
- Participate in unprecedented **BUSINESS EDUCATION** featuring experts in O&P business management, documentation, coding and billing, healthcare reform and marketing.
- **LEARN THE STEPS YOU CAN TAKE TO AVOID RAC/ PRE-PAYMENT AUDITS** and succeed if you are audited. Hear the current impact of OTS Orthotic Codes on your business. Review recent audit results, and learn how to turn challenges into opportunities, and strategies into revenue without breaking the rules.



Make the Alumni Connection

When completing your Assembly registration, be sure to include your graduating school and year so you can be invited to connect with other alumni from your school. (Even if it is the school of hard knocks, connect with your classmates.)

- Connect with your classmates through Mobile App – your school will be set up as a networking group
- Proudly wear your school button which will be provided at registration
- Join your friends at the Welcome Reception where you will find a table and message board for your school.
- Meet your friends at informal social gatherings.



All Star Line-up includes:



Keynote Presentation by Governor Abbott (invited). Receive a Texas size welcome to the 98th Annual AOPA National Assembly from Texas Governor Greg Abbott (*invited*). A native Texan, Abbott was born in Wichita Falls and raised in Duncanville. After graduating from The University of Texas with a B.B.A. in Finance, he received his law degree from Vanderbilt University. Shortly after graduating from law school, he was partially paralyzed by a falling tree while jogging. He and his wife, Cecilia, a former school teacher and principal, have been married for 30 years. They live in Austin with their daughter, Audrey.



Rahila Ansari, MD, currently serves as Assistant Professor of Neurology at the V.A. Medical Center in Cleveland, Ohio. She is a dedicated clinician scientist with a particular interest in helping patients with neurological weakness.



Louis J. DeCaro, DPM, FACFAP, is a Podiatric Physician who specializes in pediatrics with a special interest in sports medicine and biomechanics for both adults and pediatrics. Dr. DeCaro is President and fellow of the American College of Foot & Ankle Pediatrics (ACFAP).



Patrick DeHeer, DPM, is Board-certified in foot and ankle reconstructive surgery. He is a leader in the field of podiatry with years of experience treating the full spectrum of foot and ankle ailments.



Michael Dillon, PhD, is a Senior Lecturer at the National Centre for P&O and an affiliate of the Musculoskeletal Research Centre, La Trobe University. He specializes in transfemoral prosthetics and ischial containment socket designs. He currently serves as President of ISPO Australia.



Janos Ertl, MD, is Assistant Professor of Orthopaedic Surgery, Indiana University School of Medicine and the Chief of Orthopaedics at Wishard Memorial Hospital, IUSM. Dr. Ertl is a board-certified, orthopaedic surgeon who specializes in Adult Trauma and Sports Medicine.



John Fergason, L/CPO, is the Chief Prosthetist at the Center for the Intrepid Military Medical Center and adjunct faculty for the Army Baylor Doctoral PT Program and the UT Southwestern P&O Program. While at Brooke Army Medical Center he and his staff continue to treat the most complex patients seen as a result of battlefield injury.



Goeran Fiedler, PhD, currently serves as Assistant Professor in the Master of Science in Prosthetics & Orthotics (MSPO) program at the University of Pittsburgh. He holds graduate degrees in Clinical Engineering, Biomechanics, Health Sciences, and performed his Post-doctoral training at the University of Washington Department of Rehabilitation Medicine.



Robert S. Gailey, PhD, PT, is a professor at the University of Miami Miller School of Medicine, Department of Physical Therapy. He also has a joint appointment as a Health Science Researcher with Miami Veterans Affairs Medical Center and is the Director of the Functional Outcomes Research & Evaluation Center and is a Special Advisor to the Department of Defense for amputee rehabilitation.



Andrea Ikeda, MS, CP, currently serves as a research prosthetist at the Center for the Intrepid at Brooke Army Medical Center. She received her MS in Biomedical Engineering from the University of Virginia.



Katia Langton, MD, CPed, is Doctor of Chiropractic and Certified Pedorthist. She speaks regularly to health care practitioners and policy-makers on the need to implement and standardize foot screenings and comprehensive assessments for Diabetic and high risk feet to prevent foot complications and sustain costs in health care as this disease progresses globally.



Teri Rosenbaum-Chou, PhD, received her doctorate in bioengineering at the University of Utah. Her post-doctoral work involved prosthetic outcomes research within the Physical Medicine and Rehabilitation Department at the University of Utah.



Elizabeth Russell Esposito, PhD, is a Biomechanics Researcher at the Center for the Intrepid at Brooke Army Medical Center. She specializes in lower extremity biomechanics with a focus on prosthetic technology and secondary injury prevention.



Urs Schneider, PhD, MD, is head of the Fraunhofer Orthopedics Research Department in Stuttgart. He is a medical doctor and leads an interdisciplinary engineering team with research focused on improved mobility solutions in rehabilitation and orthopedic surgery.



J. Megan Sions, PhD, DPT, PT, OSC, specializes in evaluation and treatment of muscle and joint dysfunction and vestibular disorders with special interest in the management of spinal pain and disorders, particularly in older adults.



Jason Wilken, PT, PhD, is the Director of the Military Performance Lab at the Center for the Intrepid at Brooke Army Medical Center. He is an Adjunct Faculty member for the Army-Baylor University Doctorate Program in Physical Therapy, Fort Sam Houston, Texas.



Diana Veneri, EdD, PT, research agenda includes teaching methodologies in physical therapy education and treatment interventions for persons with neurologic impairment. Most recently, she is developing a research project to study the effectiveness of education materials created specifically for persons with above-knee amputation in developing countries.



About San Antonio

You will enjoy the location of this year's National Assembly—the Henry B. Gonzalez Convention Center and adjacent hotels are located directly on San Antonio's famous Riverwalk. In addition to shops, restaurants, and nightlife—you'll find the Rivercity Mall and plenty of dining, museums and art. Whether you choose a leisurely stroll, or a ride on one of the riverboats, take time to enjoy San Antonio's famous Riverwalk.



San Antonio Welcome's National Assembly Attendees

Show your badge at a long list of restaurants, airport shops and entertainment facilities to receive special discounts ranging from **FREE APPETIZERS** to **20% DISCOUNTS** to **TWO FOR ONE ADMISSIONS**. Check out the list at bit.ly/sanantonio2015.



Meeting Location and Hotel Accommodations

The 2015 AOPA National Assembly will be held at the Henry B. Gonzalez Convention Center, 200 East Market St., San Antonio, TX 78205. Located adjacent to the Grand Hyatt, Marriott and Westin hotels, and just 8 miles away from the San Antonio International Airport. Attendees are responsible for making their own hotel reservations. AOPA has reserved a block of rooms at the Grand Hyatt (adjacent to the Convention Center), at the Marriott

Riverwalk (across the street from the Convention Center) and at the Westin (across from the Convention Center). The room rate is \$229.

Visit bit.ly/assemblyhotel to secure your hotel reservation and learn about travel discounts available on Southwest Airlines as well as discounts on ground transportation.

Schedule At A Glance

WEDNESDAY

October 7, 2015

7:30 AM – 3:00 PM	Exhibitor Set up
8:00 AM – Noon	Manufacturer Workshops – Tier A
8:00 – 10:00 AM	Manufacturer Workshops – Tier B
10:30 AM – 12:30 PM	Manufacturer Workshops – Tier C
1:00 – 5:00 PM	Manufacturer Workshops – Tier D
5:15 – 7:15 PM	Welcome to San Antonio Reception

THURSDAY

October 8, 2015

7:30 AM	Opening General Session and Thranhardt Presentations
10:00 – 11:00 AM	Break in Exhibit Hall
11:00 AM – Noon	Five Concurrent Education Tracks
Noon – 1:00 PM	Lunch in Exhibit Hall
Noon – 1:00 PM	TXAAOP Membership Meeting and Luncheon
1:00 – 2:00 PM	Poster Presentations in Exhibit Hall
2:00 PM	Five Concurrent Education Tracks
5:15 – 6:30 PM	Happy Hour in Exhibit Hall
6:30 – 8:00 PM	Wine Auction

FRIDAY

October 9, 2015

7:30 AM – 10:00 AM	General Session and Business Meeting
10:00 – 11:00 AM	Break in Exhibit Hall
11:00 AM – Noon	Five Concurrent Education Tracks
Noon – 1:00 PM	Lunch in Exhibit Hall
1:00 – 2:00 PM	Poster Presentations in Exhibit Hall
2:00 PM	Five Concurrent Education Tracks

SATURDAY

October 10, 2015

7:30 AM – 8:30 AM	General Session
8:00 AM – Noon	Exhibit Hall
9:00 AM – Noon	Concurrent Education
1:00 – 5:00 PM	Manufacturers Workshops

3 Easy Ways for Early Bird Rates!

How to Register

Review the registration category descriptions (located online) and complete one registration form for each attendee. For your convenience, there are three easy ways to register.

- 1. REGISTER ONLINE** at www.AOPAnet.org and select registration. Payments must be made by credit card when registering online.
- 2. REGISTER BY FAX** by completing the registration form and faxing it to (401) 765-6677. Please do not mail your form after faxing it.
- 3. REGISTER BY MAIL** by completing the registration form and mail it with payment to 2015 AOPA National Assembly, c/o ExpoTrac Registration Services, P.O. Box 1280, Woonsocket, RI 02895.

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:

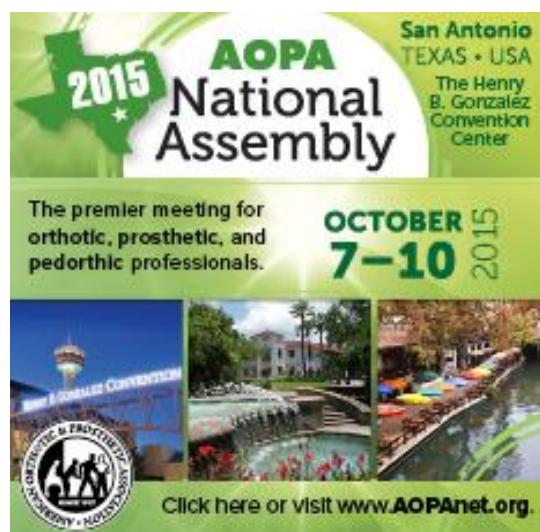
- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in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

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