



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

June 2, 2015

### **AOPA Headlines:**

[OSHA Inspection of O&P Facilities - Are You Prepared?](#)

[Congratulations to the 2015 AOPA National Assembly Thranhardt Award Contenders!](#)

[Did you Know that Nearly 1 in 5 Medicare Patients who Receive an Off-the-Shelf \(OTS\) Orthosis Later Receive a Custom-Fitted or Custom Fabricated Device?](#)

[The June 2015 O&P Almanac is Here- Get Your CE's & The Latest News!](#)

[The Key to Better Business: 2015 Operating Performance and Compensation Survey](#)

[Register for the AOPAversity Webinar: Stay Out of Trouble: Building a Medicare Approved Compliance Plan](#)

[Upcoming Events](#)

### **OSHA Inspection of O&P Facilities - Are You Prepared?**

Recently, an AOPA member in Minnesota reported that their facility was subject to an inspection by the Minnesota Department of Labor and Industry to ensure compliance with federal Occupational Safety and Health Administration (OSHA) regulations. While inspections such as these are not a regular occurrence, O&P facilities remain subject to OSHA regulations and may be inspected at any time.



While the AOPA member reported a generally favorable outcome of the inspection, there were a few issues addressed by the inspector that AOPA members should be aware of. These include proper labeling of any chemicals that are stored and used within your facility, proper ventilation of work areas, and the availability of proper protective equipment for employees who may be exposed to occupational or environmental hazards while performing their job responsibilities. The inspector specifically discussed the need for employees to be properly trained in the Globally Harmonized System (GHS), the international standard for classification and labeling of chemicals. The use of GHS in the United States was mandated with the publication of a final rule on March 26, 2012 and became effective on May 25, 2012. Visit the [GHS training presentation](#) that was provided by the inspector in Minnesota. While your state may have different requirements, it may be worthwhile to have your staff [review the material](#) in preparation for possible inspection of your facility by either state or federal OSHA inspectors.

Questions regarding OSHA compliance 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).

## **Congratulations to the 2015 AOPA National Assembly Thranhardt Award Contenders!**

Launched by a gift from J.E. Hanger in memory of Howard R. Thranhardt, CP, the series has become one of the most distinguished honors in the orthotics and prosthetics profession.

**Attend the 2015 AOPA National Assembly to see the "best of the best" at the award winning Thranhardt Lecture Series. This year's award contenders are outlined below.**

Thursday, October 8  
Henry B. Gonzalez Convention Center  
Ballroom A  
8:45 - 10:00 AM

### **Can Individuals with Transtibial Amputation Reduce the Metabolic Demand of Walking Using Real-time Visual Feedback?**

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



### **Balance-Confidence May Help Explain Physical Function and Community-Integration among Individuals with Unilateral Transfemoral and Transtibial Amputations**

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

### **High Prevalence of Cranial Asymmetry May Exist in Infants with Neonatal Brachial Plexus Palsy**

Megan Tang, MS is a graduate of Georgia Institute of Technology. She completed her orthotics residency at University of Michigan O&P Center. Megan is currently working as a prosthetics resident with Georgia Orthopedic Resources.



### **Immediate Postoperative Prosthesis, a Comparative Analysis**

Art Shea, CPO has 23 years of experience in O&P and has worked with New England O&P Systems for 13 years. His education includes a BA in physics and a certification in prosthetics from Florida International University in 1992.

Check out the [Assembly preliminary program](#) to see the exceptional education schedule you have come to expect from AOPA. We will see you in San Antonio!

For more information, visit our [2015 AOPA National Assembly website](#) or contact [info@AOPAnet.org](mailto:info@AOPAnet.org).



**Did you Know that Nearly 1 in 5 Medicare Patients who Receive an Off-the-Shelf (OTS) Orthosis Later Receive a Custom-Fitted or Custom Fabricated Device?**

**The result: wasted Medicare funds on that OTS device AND a delay in the patient receiving any improvement in their symptoms.**



Medicare’s own data shows that frequently patients who receive a Medicare-reimbursed OTS device subsequently also receive a Medicare-reimbursed custom-fitted or custom-fabricated orthotic device. Clearly, some modest portion of these data reflect instances in which OTS devices are fitted out of necessity in the acute or emergent setting and occasionally with the knowledge that a custom device will be required further down the road. There are also instances with progressive disorders where an OTS device may be sufficient for a period of time before their condition warrants a custom device. Clinical experience indicates that such instances could account for a relatively small portion of the 19%. But it also appears likely that there is a very significant percentage of cases where OTS devices do not fully or appropriately meet the patients’ needs.

Type	Total Patients	RECEIVED OTS AS FIRST ORTHOTIC DEVICE		SUBSEQUENTLY RECEIVED CUSTOM FITTED/FABRICATED DEVICE	
		Patients	Percent of Total Patients	Patients	Percent of OTS Patients
<b>TLSOs</b>	20,408	1,519	7.4%	163	10.7%
<b>LSOs</b>	197,906	19,917	10.1%	3,372	16.9%
<b>AFOs</b>	268,232	56,959	21.2%	11,359	19.9%
<b>Total</b>	486,546	78,395	16.1%	14,894	19.0%

Source: Dobson-DaVanzo analysis of custom cohort Standard Analytic Files (2007-2010) for Medicare beneficiaries who received O&P services from January 1, 2008 through December 31, 2008.

It appears that delivering substantial numbers of OTS devices without any accompanying adjustment and clinical care may not result in patients getting better, but results, at least in a substantial number of instances, in wasted Medicare funds on that OTS device AND a delay in the patient receiving any improvement in their symptoms/ health. In this unfortunate reality, both the patient and the Medicare program will be negatively impacted as a result of increase patient co-payments and additional expenses to the Medicare program, and a disregard for patient health for Medicare beneficiaries as a result of CMS mandating that devices be provided to patients without professional adjustment and fitting, contrary to the premises for FDA-approved labeling. Read the full study [here](#).

## The June 2015 O&P Almanac is Here- Get Your CE's & The Latest News!

### [The June O&P Almanac is Online Here!](#)

*Open it today and get your hands on the latest news and **hot features** including this month's featured story:*

#### **Trends in Central Fabrication | Page 26**

Whether outsourcing just one type of device, or sending all fabrication to an outside facility, O&P practitioners understand that central fabrication plays a key role in the O&P industry. Today's c-fabs are challenged by competition from startups and lag times in collections, but are embracing opportunities in terms of new technologies and quality control measures.

*Page 18 – Reimbursement Page – Earn 2 CE's  
Read the Column and [Take Your Quiz Here](#)*



## Myomo, Paralyzed Veterans of America Announce Partnership

Myomo has announced a new partnership with Paralyzed Veterans of America, through which the company will provide financial assistance for programs for paralyzed veterans while educating members of Paralyzed Veterans of America on the potential benefits of the MyoPro myoelectric orthosis.

Myomo will host a discussion for practitioners during the Paralyzed Veterans' National Summit in September on appropriateness criteria and functional benefits of MyoPro. Myomo also will offer hands-on demonstrations of MyoPro, clinical specialists and information, according to the release.

## The Key to Better Business: 2015 Operating Performance and Compensation Survey



Better business performance starts with measuring key financial indicators and comparing where you are in relation to similar businesses. For a reasonably small investment of your time, AOPA's 2015 Operating Performance and Compensation Survey will provide the data you need to develop specific strategies to gauge and improve the health of your business.

If you've ever wondered if your employees are generating enough sales, or how your spending on materials, advertising, or other expenses compares with similar companies, you will want to participate in the 2015 Operating Performance and Compensation Survey, mailed to members May 1.

The survey takes about 60 minutes to complete and can be returned by fax, or completed online at [www.aopa-survey.com](http://www.aopa-survey.com). The online form has a "save and return" capability which allows you to complete the survey in multiple sittings, if needed. You may also submit your raw data to Industry Insights and they will enter it for you.

AOPA members who participate in the survey receive:

1. **FREE** customized Company Performance Report, comparing your organization with others of similar size and location. (*A private consultant would charge hundreds of dollars for such a report.*)
2. **FREE** copies of the two published reports: 2015 Operating Performance Report and 2015 Compensation Report – valued at \$570.
3. **FREE** Mastering Medicare Webcast series – a \$693 value. You or your colleagues can earn 13.5 CE credits when scoring 80% or higher on the webcast quizzes.

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

Contact Betty Leppin at [bleppin@AOPAnet.org](mailto:bleppin@AOPAnet.org) or 571/431-0876 with questions.

## Register for the AOPAversity Webinar: Stay Out of Trouble: Building a Medicare Approved Compliance Plan

**June 10, 2015, 1:00-2:00 PM EST**

In today's environment of increased provider scrutiny, a well designed, effective compliance plan is a necessity. The ability to make sure your own billing practices are sound may prevent unnecessary audits down the road. Join AOPA for its June webinar, "Stay Out of Trouble: Building a Medicare Approved Compliance Plan"

Topics for discussion will include the following:

How to establish and manage an efficient Compliance Plan

- The need to have a dedicated company Compliance Officer
- OIG guidance on the 7 fundamental elements of an effective compliance plan
- Taking action when compliance deficiencies are discovered
- How and when to perform self-audits
- Providing appropriate compliance training to your staff



AOPA members pay \$99 (nonmembers pay \$199), and any number of employees may participate on a given line. Attendees earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80 percent. [Register online](#). Contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) or 571/431-0854 with content questions. Contact Ryan Gleeson at [rgleeson@AOPAnet.org](mailto:rgleeson@AOPAnet.org) or 571/431-0876 with registration questions.

## Upcoming AOPA Events

- |                  |  |
|------------------|--|
| June 10, 2015    | <i>Stay Out of Trouble: Building a Medicare-Approved Compliance Plan</i><br>Webinar Conference<br><a href="#">Learn more or register online here</a> |
| July 8, 2015     | <i>Who's on First? Medicare as a Secondary Payer</i><br>Webinar Conference<br><a href="#">Learn more or register online here</a>                     |
| July 13-14, 2015 | Essential Coding & Billing Techniques Seminar<br><i>Philadelphia, PA</i><br><a href="#">Learn more or register online here</a>                       |