



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

July 9, 2015

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Jurisdiction B DME MAC: LSO/TLSO Prepayment Review Results

National Government Services (NGS), the Jurisdiction B DME MAC, recently released the first quarter results of their widespread prepayment review of all LSOs and TLSOs. Between 01/01/15 and 03/31/15 NGS reviewed 424 claims and 413 claims were denied; this represents a 97% claim denial/error rate.

A majority of the denials (131 in total) were a result of the supplier not submitting the appropriate documentation in a timely manner. Some of the other top denial reasons also included the following:

- A detailed description of the modifications necessary at the time of fitting the orthosis to the beneficiary was not submitted.
- No Pricing, Data Analysis, and Coding (PDAC) coding verification.
- No Proof of Delivery from the supplier.
- The detailed written order was not submitted.
- No medical records were submitted.

Based on these results the Jurisdiction B DME MAC will continue the widespread prepayment review for LSOs and TLSOs.

Questions? Contact Joe McTernan at jmcterna@AOPAnet.org or Devon Bernard at dbernard@AOPAnet.org.

CMS and AMA Announce Efforts to Help Providers Get Ready for ICD-10

With less than three months remaining until the nation switches from ICD-9 to ICD-10 coding for medical diagnoses and inpatient hospital procedures, the Centers for Medicare & Medicaid Services (CMS) and the American Medical Association (AMA) have announced efforts to help physicians get ready ahead of the October 1 deadline. This announcement indicates a shift in the AMA's recommendation for a delay in implementation to a position of cooperation in preparing for the transition. [Read the full release from CMS and the AMA here.](#)

The June issue of the *O&P Almanac* featured an article, "[Prepare Now for the ICD-10 Transition](#)" authored by AOPA Director of Coding and Reimbursement Services, Education, and Programming Joe McTernan, that may be helpful in understanding how the ICD 10 transition will apply to O&P. AOPA is working on providing additional resources for members to ensure a smooth transition and will be contacting members with more information when available.

AOPA members can contact Joe McTernan at jmcternan@AOPAnet.org or (571) 341-0811 with questions about the transition.



Call for Papers for OT World

The bi-annual **OTWorld – International Trade Show and World Congress** will once again be held in Leipzig, Germany from **May 3-6, 2016**. This show and congress will attract professional visitors from around the globe including but not limited to prosthetists and orthotists, orthopedic shoemakers, rehabilitation technicians, specialist retailers, engineers, doctors and physiotherapists.

OTWorld 2014 proved its position as the world's leading event in its field with over 20,000 visitors from 80+ countries. They came to view the latest products, ideas & technologies available in the OT/Rehabilitation sector from 548 exhibiting companies.

The interdisciplinary **OTWorld Congress** and trade show run concurrently, offering insight into the newest methods of research, product development and training, via professional development sessions led by industry experts. You are also invited to submit essays on the topics of prosthetics, orthotics, foot & shoe, orthopaedic shoe technology, rehabilitation, rehabilitation technology, sports & sports medicine, as well as an Open Topic ranging from developing countries, material research, measuring technology, adapted technologies, or obesity rehabilitation. For additional information [click here](#). Note the deadline for submission is September 6th and abstracts can only be submitted using the [online form found here](#).



Wright & Filippis Announces Acquisitions and New Office in Orangeburg S.C.

WRIGHT & FILIPPIS®

Wright & Filippis (W&F) announced the acquisition of Williams Orthotics Services in Flint Michigan.

Carolina Orthotics and Prosthetics (COP), an affiliate of Wright and Filippis, opened a new office in Orangeburg SC, which is in close proximity to the Orangeburg Regional Medical Center. Last year, COP also purchased Coastal Orthotics and Prosthetics in Murrells Inlet, SC. Wright & Filippis is forecasting double-digit growth by the end of the year.

Fun Way to Support AOPA Government Relations Efforts: Wine Tasting & Auction

During the 2015 National Assembly in San Antonio, AOPA will be hosting the 8th Annual Wine Tasting & Auction. Join the fun, the good cause, and add to the continued success of the Wine Tasting & Auction by donating something special today! Please take a look in your wine cellar for that special bottle or bottles of wine, which may be collecting dust, to consider as a donation for the 8th Annual Wine Tasting & Auction.



Don't want to part with your wine? We welcome other items of interest, such as jewelry, wine glasses, artwork, cigars, craft beer, other spirits, etc. You may also make a monetary contribution (from a personal or business account) and one of our personal shoppers will make a purchase on your behalf, and our shoppers do take suggestions!

[Please consider donating today! The donation form is available here.](#)



Thomas Jefferson said: "**Good wine is a necessity of life for me.**" and you are a necessity for this event. We cannot make it happen without your help! This exciting event provides attendees with a unique opportunity to mingle, network, learn about and taste a variety of wines, but most importantly raise awareness of and funds for AOPA's Government Relations outreach.

Your special donations are what make this event unique and successful. Your attendance is what makes it fun! At this time we would like to thank the following individuals for their generous donations to the 8th Annual Wine Tasting & Auction:

- Rick Fleetwood
- Joe Martin

Thank you in advance and we look forward to seeing you at the 2015 National Assembly and the 8th Annual Wine Tasting & Auction!

Any questions about making a donation or the auction in general, contact Devon Bernard at dbernard@AOPAnet.org, or (571) 431-0854.

AOPA Assembly Spotlight: IMPROVE Your O&P Business

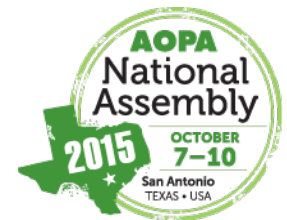
Attend the 2015 National Assembly, October 7-10, in San Antonio, TX

O&P Business Managers: You won't want to miss this year's National Assembly! Partake in sessions on Documentation, Marketing, Growing your Business, Compliance, Audits and Appeals, DME MAC Updates, Business Valuation, Coding and Billing, and Dealing with Denials.



Business Managers of all levels of seniority will learn and grow at these sessions:

- Documentation - Create Audit-Proof Patient Charts
- Growing Your O&P Practice By Using the Techniques of "Big Data" Analysis
- Business Discussions Inspired by TED Talks
- Compliance Update: Best Business Practices and How to Comply with Your Standards
- Make Your Online O&P Presence Unforgettable...in Every Way
- Control Your Marketing Message by Controlling the Medium
- Managers of Healthcare are not Trained to Succeed in Business
- Lessons Learned - Audits and Appeals
- DME MAC Medicare Update Session
- Business Valuation & The Exit Planning Process
- How to Become Invincible to Lawsuits and Save Thousands in Taxes
- Safely Implementing Video and Photography into Your Practice
- Coding and Reimbursement
- 2013-2014 CERT Errors and Medicare Documentation Requirements
- Identification of 4 Common Documentation Errors Leading to Billing Claim Denials



Download the Business Education Program [HERE](#).
Click [HERE](#) to Access the Full Preliminary Program.

Register today for the country's oldest & largest meeting for orthotics, prosthetics and pedorthics! October 7-10 in San Antonio, TX

- Over 35 CE Credits
- Five Concurrent Education Tracks for Orthotists, Prosthetists, Technicians, Pedorthists and Business Managers
- An Exhibit Hall packed full of every device, service, tool and product you will ever need
- Engaging Networking events
- Top-Notch Speakers from around the world

[Preview the Preliminary Program](#)
[Register online](#)

[General Information](#)
[Hotel Reservations](#)

Questions: Visit www.AOPAnet.org or Contact AOPA at (571) 431-0876 or info@AOPAnet.org

Deadline Extended! Improve Your Business with the Operating Performance and Compensation Survey

You now have until July 17 to participate in the 2015 **Operating Performance and Compensation Survey!**

Why wouldn't you invest 60 minutes to get the data you need – **for FREE** – to gauge and improve the health of your business?

Start improving your business performance by measuring:

- *How your financial results stack up to your industry peers;*
- *How your spending on materials, advertising, or other expenses compare with other companies similar to yours;*
- *Whether your gross margin is better (or worse) than other facilities of the same size;*
- *How your compensation levels compare to the rest of the industry; and*
- *Whether your employees are generating enough sales.*



The survey takes about 60 minutes to complete and can be returned by fax, or completed online at www.aopa-survey.com.

AOPA members who participate in the survey will 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.

For questions or more information, contact Betty Leppin at bleppin@AOPAnet.org, or 571/431-0810.

Upcoming AOPA Events

July 13-14, 2015 *Essential Coding & Billing Techniques Seminar*
Philadelphia, PA
[Learn more or register online here](#)

August 12, 2015 *OTS vs. Custom Fit: The True Story*
Webinar Conference
[Learn more or register online here](#)

Oct 7-10, 2015 *AOPA 2015 National Assembly*
San Antonio, TX
[Learn more or register online here](#)