



## AOPA In Advance SmartBrief

*Breaking News*

August 11, 2015

### **AOPA Headlines:**

[\*\*Patient Postcards on LCD Policy - Print your Own Now\*\*](#)

[\*\*ICD-10 Conversion Tool Available Free for Members\*\*](#)

[\*\*Updates on AOPA Actions on DME MAC LCD Draft Policy\*\*](#)

[\*\*Register for the August 12 Webinar: OTS vs. Custom Fit - The True Story\*\*](#)

[\*\*NEW Technical Fabrication Contest at the National Assembly\*\*](#)

[\*\*Exclusive Offer for AOPA in Advance Readers\*\*](#)

[\*\*Upcoming Events\*\*](#)

### **Patient Postcards on LCD Policy - Print your Own Now**

As most of the O&P world is now aware, the recently released LCD Draft Lower Limb Policy would be catastrophic for patient care as well as your business. As promised, AOPA in conjunction with the Amputee Coalition has mailed you postcards that patients will use to submit comments to the Medicare contractors. All AOPA members have either received, or will receive shortly ten postcards for distribution to patients.

**But you can print postcards now to start distributing to patients.**

**Follow these steps to print your own postcards (with postage pre-paid):**

1. Print the [postcard](#), double-sided, on 80 lb paper (this is thicker than regular paper). Make sure the letter and the address portion line up on the bottom half.

2. Have the patient sign, and cut the bottom half to drop in the mail to AOPA. The postcard is pre-paid and will come to AOPA as a self-mailer ONLY if these directions are followed.

3. Another alternative is printing the postcard on regular paper and mailing the letter in an envelope to AOPA, with a stamp, and/or waiting until you receive the pre-printed postcards in the mail.

And remember, patients *and* practitioners can submit comments through [www.AOPAvotes.org](http://www.AOPAvotes.org).



## ICD-10 Conversion Tool Available Free for Members

**ICD-9 to ICD-10**

**ICD-10 to ICD-9**

Enter Code

**Submit**

There is less than two months remaining until the October 1, 2015 deadline, when the nation switches from ICD-9 to ICD-10 coding for medical diagnoses and inpatient hospital procedures. AOPA has partnered with the Coding Institute to provide [an ICD-10 conversion tool](#) to AOPA members. This free membership benefit allows you to quickly find a corresponding ICD-10 code(s) simply by typing in any ICD-9 code.

## Updates on AOPA Actions on DME MAC LCD Draft Policy

1. The AOPA Coding and Reimbursement Committee met on August 3 and provided great assistance in framing both AOPA's comments as well as those of the O&P Alliance.
2. AOPA has prepared and circulated an [extensive analysis of the proposal](#), along with an Executive Summary.
3. AOPA has activated communications to members, and explanatory content on both the AOPA website for members and on the Mobility Saves website for patients. The sites contain links to AOPAVotes where folks can generate comment letters to the DME MACs on the rules. As of yesterday, we had recorded about 594 O&P/AOPA members comment letters, as well as 783 patient comment letters. Every comment letter goes not just to the DME MACs, but also to the writer's two Senators and one House member of Congress.
4. AOPA has drafted Physician Talking Points.
5. AOPA has participated in outreach to Congress, including joining in the [O&P letter](#) to CMS Administrator Andy Slavitt, consulting with offices of Reps. Duckworth and Guthrie and prepared a draft letter from Rep. Guthrie to HHS Secretary Burwell, and worked with Hanger attorney former Rep. Scott Klug on a proposed letter for Chairs of 3 Congressional Committees to consider forwarding to Mr. Slavitt seeking a 3 month delay so Congress can engage on this matter after the summer recess. More such contacts will continue though the timing for this LCD action has managed to occur over the period of Congress' summer recess—they are out until after Labor Day (and after the August 31 deadline for comments on the proposed LCD).
6. The O&P Alliance has held 4 meetings (another set for tomorrow) to work on Comments for the Alliance.
7. NAAOP President (and AOPA Board Member) Dave McGill has initiated and provided excellent promotion for a "We the People" petition to the White House with objective of securing 100,000 signatures questioning the LCD by August 31 (White House promises response to any petition which includes 100,000 signatures).
8. AOPA has convened the Prosthetics 2020 Physician Medical Advisory Committee (August 3) and several contacts for follow-up action have been initiated.
9. AOPA is partnering with the Amputee Coalition on Postcards that will be distributed to O&P facilities for distribution to patients.
10. AOPA has registered at least 4 participants, including AOPA President Charlie Dankmeyer, and AOPA Member Tom Watson, to appear and provide statements at the DME MAC meeting in Linthicum, Maryland on August 26 from 8-12 noon.

11. AOPA has activated plans, and received necessary permit to hold an amputee patient demonstration at the HHS building on August 26 from 2 to 5 pm. We are hoping to have 100 amputees as well as a substantial number of non-amputee participants.
12. AOPA has initiated PR efforts.
  - a. The “Glass Ceiling of Prosthetics” concept is being transformed into (i) broadcast and print ads to run in the DC area August 23-16 and (ii) placement on the Mobility Saves website;
  - b. PR promotion of both a press advisory session sometime before August 23, as well as promotion of the Patient Demonstration on August 26 at HHS.
13. AOPA has worked on challenging the absence of scientific/medical/literature support for the LCD, having generated a request to the DME MACs for such information in light of its absence from the proposal. This resulted in a response from the MACs pointing to a 31 item bibliography, and we are now working in communicating to some authors cited as the bibliography in large measure does not provide any support for the DME MACs' proposed changes.
14. AOPA staff, with strong assistance from members of the AOPA Executive Committee, has generated draft text, and will be working with the Amputee Coalition on a series of Patient Vignettes to capture very specific impact of the proposed LCDs on patient care, eligibility for advanced prosthetics and overall patient welfare.
15. AOPA, in consultation with former CMS Administrator, Tom Scully and other AOPA lobbyists, has initiated steps for one and possibly more meetings with CMS officials to discuss the LCDs. The first meeting is slated to take place on August 11 with Sean Cavanaugh, the Deputy Director of CMS with responsibility for the Medicare program. Specific agenda and materials for that meeting have been developed and depending upon the outcome of that meeting, we may well be moving for a timely meeting with CMS Acting Administrator Andrew Slavitt.

### Register for the August Webinar: OTS vs. Custom Fit - The True Story

**August 12, 2015, 1:00-2:00 PM EST**

Ever wonder how and why the off-the-shelf codes for orthotics were created? Ever wonder who is allowed to provide off-the-shelf items and who can provide custom fit items? To answer these questions and many more, attend the August 12 webinar, OTS vs. Custom Fit: The True Story.

Topics for discussion will include the following:

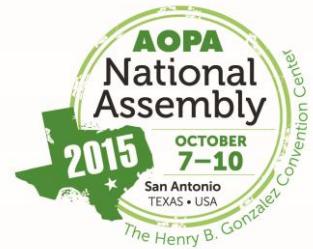
- Learn the history of the formation of OTS codes
- Learn how OTS codes relate to competitive bidding now and in the future
- Learn about the latest requirements of OTS and custom fit items as they relate to the Medicare Medical Policies

**REGISTER** 

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 Ryan Gleeson at rgleeson@AOPAnet.org or 571/431-0876 with questions.

## **Participate in this year's NEW Technical Fabrication Contest for your chance to WIN big!**

Even if you aren't a technician, consider participating in the newly timed technical fabrication contest. Instead of entering your fabricated device into a contest, this year's contest will be a timed event on the exhibit floor. Participants will properly assemble an articulating AFO joint. Win cash and bragging rights! Stop by Booth 900 to get "timed." Scores will be posted and you have the option to compete up to 3 times.



### **When:**

Competitions will take place on Thursday (10/8) and Friday (10/9) at 10-11 AM and Noon-2 PM. Get your time recorded on Saturday (10/10) at 10-11 AM.

### **Sign-Up:**

Sign up ahead of time on your Assembly registration form to make sure you receive all communications regarding the contest. If you have already registered for the Assembly and were not able to register for the Technical Fabrication Contest, you can contact Ryan Gleeson at rgleeson@AOPAnet.org. There is no charge to participate.

### **Winner:**

- First Place Winner receives a \$500 Cash Prize and bragging rights
- Two Runner-ups each receive a \$200 Cash Prize

### **How it Works:**

Stop by the contest competition area, assemble an articulating AFO (provided) and get your time recorded. Contest times are listed above and will be located in the exhibit hall at Booth 900. Each contestant can have their time recorded up to 3 times during the show. Their best time will be considered for competition. If there is a tie, then there will be a time-off to determine the winner.

\*All National Assembly registrants may participate unless they are a judge, work for a contest sponsor or are on the Assembly Planning Committee or serve on the AOPA Board of Directors.

**We'll see you in San Antonio where you may leave a winner!**

Thanks to our sponsors:



**Tamarack**  
HABILITATION TECHNOLOGIES, INC.

ORTHOTIC & PROSTHETIC  
**OPTA**  
TECHNOLOGICAL ASSOCIATION



**Cascade ottobock.**

## Exclusive Offer for AOPA in Advance Readers



For information about the show, scan the QR code with a code reader on your smartphone or visit [www.AOPAnet.org](http://www.AOPAnet.org).

**O&P Almanac readers are invited** to tour the AOPA National Assembly Exhibit Hall on Saturday, October 10 at the Henry B. Gonzalez Convention Center in San Antonio. You may choose to pre-register online at [bit.ly/aopa2015](http://bit.ly/aopa2015) and use the promocode OPALMANAC (Be sure to select the registration category, Exhibit Hall Only and then Saturday, Oct. 10) or you may choose to bring the adjacent coupon to the registration desk in San Antonio. Earn 3 ABC Category II and 5 BOC Category II CE credits for completing the Exhibit Hall form onsite.

**Valid for Admission** to the  
AOPA National Assembly Exhibit Hall Only  
on Saturday, October 10, 2015

Henry B. Gonzalez Convention Center  
San Antonio, Texas

free admission    \$75 Value    free admission

Cannot be combined with any other offer. Valid on Saturday, October 10 only.  
Compliments of **AOPA ALMANAC**

[AOPAnet.org](http://AOPAnet.org)

## Upcoming AOPA Events

- |                |  |
|----------------|--|
| August 12      | <i>OTS vs. Custom Fit: The True Story</i><br>Webinar Conference<br><a href="#">Learn more or register online here</a>    |
| September 9    | <i>Prior Authorization, How Does it Work</i><br>Webinar Conference<br><a href="#">Learn more or register online here</a> |
| Oct 7-10, 2015 | <i>AOPA 2015 National Assembly</i><br>San Antonio, TX<br><a href="#">Learn more or register online here</a>              |