



AOPA In Advance SmartBrief

Breaking News

February 25, 2016

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Where is CMS Going on Prior Authorization?

AOPA has presented free webinars for members on Prior Authorization on two dates - February 18 and February 25. AOPA is committing substantial resources to additional education related to Medicare Prior Authorization. Details of these resources are listed below:

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| 1. Introductory Webinar | February 18 th and 25 th 2016-2 separate dates |
| 2. February 2016 Reimbursement Page Article | February 2016 |
| 3. Preparation for Prior Authorization Webinar | March 24 th and 31st 2016-2 Separate dates |
| 4. AOPA Guide to Prior Authorization (Publication) <ul style="list-style-type: none">• Policy Review• Documentation Checklist• Resources for physicians• PA Resubmission strategies | April 2016 |
| 5. Educational Seminar on Prior Authorization (2-3 hour) | Add on session to 2016 AOPA Policy Forum |

What Happens Next and When on Prior Auth.

CMS has issued a final rule on Prior Auth and it includes O&P, so Prior Auth IS going to be part of your future! That said, what AOPA is hearing from CMS is a relatively cautious, long-view approach. We do NOT expect to see any list of P&O codes to be subject to Prior Auth. anytime soon—some folks looked for an O&P list to be published by the end of February—but a delay of 6 months to even 12 months seems much more likely. Why? Here are a few reasons: (1) CMS would like to see what happens on the pending LCD before it sets up a full mechanism for O&P Prior Auth.; (2) CMS sees Prior Auth as something of a franchise—so far, as to power wheel chairs, it has gotten pretty good reviews, and they don't want to risk moving too fast and getting slammed with bad results; (3) they heard the comments of AOPA, patients, Alliance and others at least as to: (a) not wanting to have Prior Auth result in patient delay in getting their prosthesis, and (b) trying to assure that the system is sufficiently well-designed that folks who receive a Prior Auth. approval are not then subject to any post-payment audits. When a CMS O&P list does come out, an incremental approach with regional trials is more likely than any immediate national policy.

So, AOPA members have the luxury of some extra time to plan and prepare. Obviously, while any situation with any government agency must be considered somewhat fluid as people and policies can change, AOPA's assessment on timing is based on a solid sense of reliability of information we have received, and we are confident that it aligns with current CMS plans and timing. Take advantage of AOPA's Prior Auth. education programs. Whenever Prior Auth. for O&P is implemented it will be all about having your documentation right!

What is AOPA Advocating Regarding Prior Auth?

CMS finalized late last year a final rule establishing Medicare prior authorization requirements for durable medical equipment, prosthetics, orthotics and supplies (DMEPOS). In the final rule, CMS included lower limb prosthetic devices as being subject to prior authorization.

- AOPA is concerned the prior authorization process will delay timely access to prosthetic devices, which are critical to the rehabilitation needs of Medicare beneficiaries, and since the Prior Auth. rule is premised explicitly on the need to control unnecessary or excessive utilization “clearly those classes of devices showing -40+% reduction in utilization since 2010 should not be on the list of codes subject to Prior Auth.” ([See the data.](#))
- Moreover, AOPA is concerned that the receipt of prior authorization does not guarantee payment or the avoidance of post-payment audits. This process therefore only serves to add Medicare compliance burdens for O&P providers.

To request a copy of the free webinar, contact Ryan Gleeson at rgleeson@AOPAnet.org

AOPA Announces Requests for Proposals for Pilot Grants

The American Orthotic & Prosthetic Association is proud to announce a [Request for Pilot Grant Proposals](#) in sixteen potential areas of Orthotic and Prosthetic (O&P) research including an open topic. For 2016-2017 the association is seeking proposals for one-time grants in amounts up to \$15,000 for one year. The leadership of AOPA, working in conjunction with the Center for Orthotic and Prosthetic Learning and Outcomes/Evidence-Based Practice (COPL) and its Board of Directors comprised of representatives from eight leading O&P organizations recognizes that there is a modest amount of original evidence-based or outcomes research in orthotics and prosthetics. Consequently, AOPA is interested in funding original pilot research that will lead to larger trials that may qualify for government or other research funding support in the following areas:

Areas for submission are:

- a) Demonstration of multi-site coordination of P&O clinical outcomes data collection with emphasis on data consistency and quality
- b) Quality of Life, Wellness, Patient Satisfaction and/or Outcomes Studies of Patients Who Have Received O&P Care vs. Those Who Have Not
- c) L0631 bracing—Performance and Outcomes Data That Differentiate Patient Results from What Could be Achieved with an OTS Orthosis that is Provided without any Fitting, Trimming or Clinical Care?
- d) TLSO/LSO: Utilization and comparative effectiveness of TLSO/LSO. Pre and post-operative use
- e) AFO/KAFO: Utilization and comparative effectiveness of custom vs. OTS AFOs and KAFOs. Investigation and analyses of patients who receive custom orthosis subsequent to OTS AFO fitting.
- f) Microprocessor Controlled Knee and Ankle Joints – Safety Benefits for Non-Variable Cadence (K-1, K-2) Ambulators
- g) Does Restricted Access for K-1 and K-2 to Hydraulic Controls Adversely Impact Patient Safety?
- h) Efficacy of custom vs. OTS relating to clinical outcome, analyses of providers credential
- i) Functional Impacts of Vacuum-Assisted Socket Suspension Systems
- j) Outcomes Measures, Evaluation of Clinical Benefit, and Quality of Life Metrics Related to Orthotic Management (Note: Submissions Should be Pathology and/or Condition Appropriate, e.g. Stroke, Cerebral Palsy, Multiple Sclerosis, Polio, OA)
- k) Orthotic Management of Osteoarthritis
- l) Alignment (tuning) of Ankle Foot Orthoses in the Cerebral Palsy population, measured outcome.
- m) Stance Control Knee Ankle Foot Orthoses, Clinical Application and Measured Outcome.
- n) Socket Interface: Methods for Measuring Quality of Socket Fit and Alignment
- o) Sockets: Methods for Measuring Proper Socket Fit and Alignment
- p) Open Topics – Beyond the Above Priorities, Top Quality Clinical O&P Research Topics Considered

AOPA and COPL will give preference to grants that address evidence-based clinical application in orthotics and prosthetics. Please post this RFP and share it with your colleagues. [The deadline for proposals is April 30, 2016. Read the full eligibility and application process.](#)

Exhibit at the 2016 National Assembly in Boston, MA!



AOPA is currently accepting exhibit applications for the 2016 AOPA National Assembly, which is due to take place in Boston, MA on September 8-11, 2016. The Hynes 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?

Exhibit 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?

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.

What Will You Get?

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 2016 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 (*AOPA Members only*).
- 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.
- 1 hour access to exhibit hall prior to exhibit hall opening each day

[Sign up today to exhibit](#) at the 2016 AOPA National Assembly. Questions? Contact Kelly O'Neill koneill@aopanet.org or (571) 431-0852.

March 9 Webinar: Shift the Liability: The Proper Use of an ABN Form

WEBINAR WEDNESDAYS



Wednesday: March 9, 2016, 1:00-2:00 PM (EST)

What to Expect:

- Learn when an ABN is appropriate, examine common scenarios of when an ABN should be used
- Learn how to use the ABN when billing for upgraded features, and ensure at least a partial payment for services rendered
- Learn to avoid the common mistakes, which can make your ABN invalid
- Learn to understand all the modifiers associated with an ABN

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 here](#).

Contact Joe McTernan at jmcternan@AOPAnet.org or 571/431-0854 with content questions. Contact Ryan Gleeson at rgleeson@AOPAnet.org or 571/431-0876 with registration questions.

Register Now for the Coding & Billing Seminar in Portland!

AOPAversity

The AOPA Coding Experts are Coming to Portland, Oregon April 11-12!

The world of coding and billing has changed dramatically in the last few years. The AOPA experts are here for you! The Coding & Billing Seminar will teach you the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

The seminar includes hands-on breakout sessions, where you will practice coding complex devices, including repairs and adjustments. Breakouts are tailored specifically for practitioners and billing staff. Start the year off right for your business, staff, and patients!

Join your Colleagues April 11 & 12 in Portland, OR!

Top 10 Reasons to Attend

1. Get Your Claims PAID
2. Increase Your Company's Bottom Line
3. Stay Up-To-Date On Billing Medicare
4. Code Complex Devices
5. Earn 14 CE Credits
6. Learn About Audit Updates
7. Overturn Denials
8. *Submit YOUR Specific Questions Ahead of Time*
9. Advance Your Career
10. AOPA Coding & Billing Experts with over 70 Years of Combined Experience



Don't miss the opportunity to experience two jam-packed days of valuable O&P coding and billing information. [Learn more and see the rest of the year's schedule here.](#)

REGISTER NOW!

Make a Difference for O&P at the Policy Forum



Register Now for the 2016 Policy Forum and O&P Legislation-Writing Congress! New Format - New Program

Join us April 26 -27, 2016 in Washington, DC for a new Policy Forum experience. Former Senator Robert Kerrey will preside over a special session to write a simple one-to-two page *piece of legislation* to take to the Hill to educate your lawmakers. This is your opportunity to make your voice heard and participate in a landmark event.

[Learn more.](#)

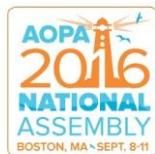
Why should you attend? Educate lawmakers on the issues that are important to YOU:

1. *Participate in the 2016 O&P Legislation-Writing Congress - make your voice heard.*
2. *Ensure O&P has fair representation in any O&P LCDs*
3. *Make sure Prior Authorization is administered fairly*
4. *Help Curb RAC audit practices that harm honest providers and don't prevent fraud*
5. *Prevent the Expansion of Off-the-Shelf Orthoses and Competitive Bidding*
6. *Showcase the value of O&P professionals as health providers by simply sharing a personal story how O&P restores lives and saves money.*

**April 26-27, 2016: Washington, DC
Washington Marriott at Metro Center**

[Learn more and register now.](#)

Present at the 2016 National Assembly in Boston



AOPA National Assembly and New England Chapter Meeting John B. Hynes Veterans Memorial Convention Center in Boston, MA September 8-11, 2016

The 2016 Planning Committee is seeking high-quality education presentations for the combined 99th Annual AOPA National Assembly and New England Academy Chapter Meeting to be held September 8-11, 2016 at the Hynes Convention Center in downtown Boston, MA.

Your submissions, based on sound research and strong empirical data, will set the stage for a broad curriculum of highly valued clinical and scientific offerings at the 2016 National Meeting. All free paper abstracts for the 2016 AOPA National Assembly must be submitted electronically. Abstracts submitted by e-mail or fax will not be considered. All abstracts will be considered for both podium and poster presentations. The review committee will grade each submission via a blind review process, based on the criteria below and reach a decision regarding acceptance of abstracts.

- Relevance, level of interest in topic
- Quality of Scientific Content
- Quality of Clinical Content

Submission Deadline – The submission deadline is March 31, 2016.

Clinical Free Papers – Those wishing to present an Orthotic, Prosthetic or Pedorthic Free Paper should [submit here](#) to have their paper considered for presentation at the 2016 National Meeting. The top scoring papers will compete for the prestigious Thranhardt Award.

Technician Program – If you would like your Technical presentation considered for the Technical Education Track, please [submit your paper here](#). The planning committee is specifically looking for fabrication techniques to be presented in the form of a “cooking show” style demonstration. Please contact us with questions assembly@aopanet.org or 571-431-0808.

Business Education Program – Please [submit your business education paper here](#). The top papers will be considered for the prestigious Sam E. Hamontree, CP (E) Business Education Award.

Symposia – If you are interested in organizing a Symposium, then please [submit here](#). Scientific Symposia should present thematically related research addressing significant problems or controversies in Orthotics, Prosthetics or Pedorthics. The symposium should bring together one or more of the world's leading researchers to present current developments and planned research directions. Where appropriate, symposium should present differing points of view on a particular topic.

Student/Resident Poster Submission: AOPA invites students and residents to present orthotic/prosthetic research findings or a particular case study via a poster presentation. When students and/or residents submit an abstract for a poster, they are entered to win one of two prestigious awards--The Otto and Lucille Becker Award will be presented for the best orthotic abstract submitted and the Edwin and Kathryn Arbogast Award for the best prosthetic abstract submitted by a qualifying student or resident.

- ✓ The poster must be exhibited and presented at the AOPA National Assembly for the award recipient to receive the prize. The winners of the two scientific poster awards will be published in the O&P Almanac.
- ✓ The winners will receive a \$500 cash award, registration to the show, coach-class airfare to the National Assembly and three nights hotel. To qualify to present a poster in this category and eligible for consideration for this award, the main author must be a student (baccalaureate or masters level) or a resident at a qualified patient care facility.
- ✓ Abstracts will not be considered for either award if they have been previously presented, published, or are currently submitted with pending decision on acceptance elsewhere.
- ✓ These awards have been made possible by a special endowment by Becker Orthopedic and WillowWood.
- ✓ The Award Winner's associated school will also be honored with an award.

Please [submit your poster paper here](#).

Questions? Contact Tina Moran at tmoran@aopanet.org or (571) 431-0808.

Upcoming AOPA Events

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