



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

March 17, 2016

AOPA Headlines:

[Spinal Orthoses Pre-Payment Review Results](#)

[Proof of Delivery Requirements: AOPA's Efforts Pay Dividends](#)

[Hand Finger Orthosis \(HFO\) Coding Reminder](#)

[Order Your 2016 Coding Products Today](#)

[AOPA Offers Educational Prior Authorization Webinars](#)

[AOPA Announces Requests for Proposals for Pilot Grants](#)

[Earn CE Credits with the March 2016 O&P Almanac](#)

[Medicare Spending on Prosthetics](#)

[Exhibit at the 2016 National Assembly in Boston, MA!](#)

[Register Now for the Coding & Billing Seminar in Portland!](#)

[Make a Difference for O&P at the Policy Forum](#)

[Upcoming Events](#)

Spinal Orthoses Pre-Payment Review Results

The Jurisdiction B Durable Medical Equipment Medicare Administrative Contractor (DME MAC), National Government Services (NGS), just released the most recent results of the ongoing widespread pre-payment review for spinal orthoses (L0450-L0640).

Between 10/1/2015 and 12/31/2015 NGS reviewed 459 claims and 342 claims were denied. This resulted in a 74.5% claim denial rate, the lowest denial rate since the widespread review began, and the number one reason for the denials was because documentation was not submitted in a timely manner. Out of the 342 claims denied 36% or 125 claims were denied because documentation was not submitted in a timely manner.

As a result of the high claim denial rate (74.5%) NGS will continue with the widespread pre-payment review of spinal orthoses.

Questions? Contact Joe Mcternan at jmcternan@AOPAnet.org or Devon Bernard a dbernard@AOPAnet.org.

Proof of Delivery Requirements: AOPA's Efforts Pay Dividends

As you may recall, last year the four Durable Medical Equipment Medicare Administrative Contractors (DME MACs) released a clarification on the type of information which must be included on a valid Proof of Delivery (POD). The DME MACs stated that the inclusion of the official L-code descriptor, which had been the accepted norm for years, was not sufficient enough and that suppliers/providers had to include narrative descriptions and/or manufacturer information (serial number, part number, model number, manufacturer name, brand name, etc.). As a result of this sudden shift in policy numerous providers/suppliers began to have their claims denied due to invalid PODs, which were valid prior to the DME MAC clarification.

AOPA challenged the excessive specificity of that new proof of delivery policy and the problems it posed for O&P patient care providers almost immediately and [sent a letter to CMS' Laurence Wilson, Director of Chronic Care Policy Group](#) and [Dr. Shantanu Agrawal, CMS' Deputy Administrator and Director of Center for Program Integrity](#). AOPA's letter argued that only FDA received authority from Congress to require serial numbers and other unique device identifiers, and that CMS could not enforce such a 'de facto' serial number requirement in the absence of explicit Congressional authority. AOPA also took the opportunity to address the issue of the new POD requirements with the [comments submitted in regard to the Draft Lower Limb Prosthesis Policy](#) released in July 2015.

All of this work has paid off, as AOPA has recently learned that CMS has reversed course and will now accept the official L-code descriptors on PODs. Effective March 4, 2016 the Program Integrity Manual, specifically Chapter 4; Section 4.26.1- Proof of Delivery and Delivery Methods, has been updated and includes the following statement:

The long description of the HCPCS code, for example, may be used as a means to provide a detailed description of the item being delivered; though suppliers are encouraged to include as much information as necessary to adequately describe the delivered item.

You may view the official Change Request published by CMS [here](#) and the revised Program Integrity Manual [here](#).

While the complete PIM indicates that "suppliers are encouraged to include as much information as necessary to adequately describe the delivered item," PODs that include the complete HCPCS code descriptors can no longer be considered invalid resulting in a denial of the claim.

AOPA is very pleased to see a direct result of its communication efforts with top CMS officials regarding POD requirements and will continue to advocate for the equitable treatment of its members.

Questions? Contact Joe Mcternan at jmcternan@AOPAnet.org or Devon Bernard a dbernard@AOPAnet.org.

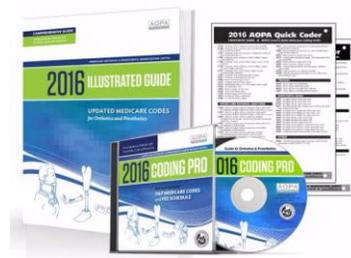
Hand Finger Orthosis (HFO) Coding Reminder

Remember that elastic garments don't meet the definition of a brace and are considered non-covered by Medicare, because they are not rigid or semi-rigid in construction. HFO's described by codes L3923 and L3924 may include both elastic and non-elastic versions.

When providing and billing for an HFO described by codes L3923 and L3924 be sure to use the CG modifier, if and only if the HFO contains a rigid plastic or metal component; the non-elastic version. Use code A4466 (non-covered service) if the HFO doesn't contain a rigid plastic or metal component and is primarily constructed of elastic material.

Questions? Contact Joe Mcternan at jmcternan@AOPAnet.org or Devon Bernard a dbernard@AOPAnet.org.

Order Your 2016 Coding Products Today



The 2016 Coding Products are here and ready to be ordered through the AOPA bookstore. Let AOPA help you run your business with our intuitive array of coding products with deep discounts for AOPA members.

Order the **2016 Coding Suite** and save \$50! This bundles includes the 2016 Coding Pro Single User CD Software, the 2016 Illustrated Guide, and a 2016 Quick Coder. For more information and to purchase products, head over to the [AOPA Bookstore](#).

AOPA Offers Educational Prior Authorization Webinars

Prior Authorization has become a true concern for the O&P Community. AOPA has heard your questions and concerns and is here to help you and your business succeed with the latest developments. AOPA has several educational opportunities for members to learn the basics of the new Prior Authorization rule and how to prepare.

Preparation for Prior Authorization Webinar. \$99 AOPA members/\$199 non-members. (Note that registrants of the 2016 Monthly Webinars have this webinar included)

March 24th and March 31, 2016, 1:00 PM EST.

Register for the [March 24th webinar](#) or the [March 31st webinar](#).

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.](#)

Earn CE Credits with the March 2016 *O&P Almanac*

IN THIS ISSUE...

Debut of the O&P Legislation-Writing Congress

Cover Story: O&P Product Development Via Open Innovation

O&P in the Spotlight Amid Competitive Bidding Concerns

Leveraging Data and Graphs for O&P Business Planning

Earn 2 CE Credits: Reimbursement Page

Message From AOPA Leaders

Happenings and More

Advertise in the O&P Almanac

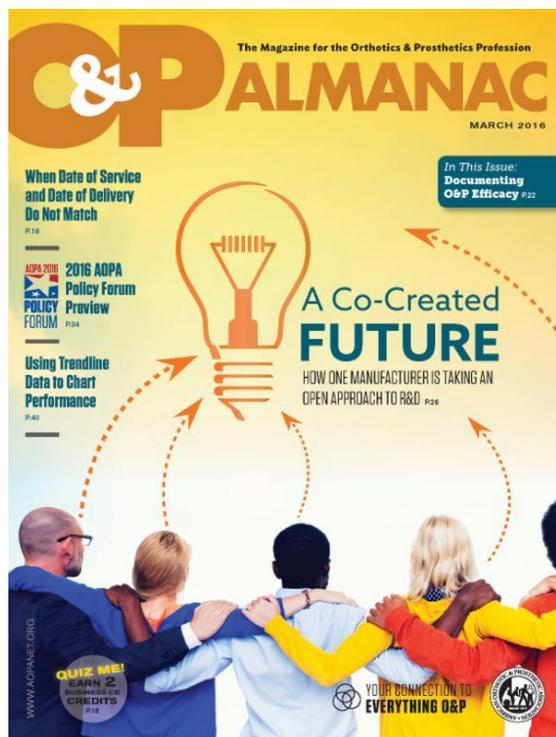


Exhibit at the 2016 National Assembly in Boston, MA!



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.or or (571) 431-0852.

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. **Overtake 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**



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.*

[Learn more and register now.](#)

Upcoming AOPA Events

- | | |
|---------------------|---|
| April 11 & 12, 2016 | <i>Coding & Billing Seminar</i>
Portland, OR
<u>Learn more and register here</u> |
| April 13, 2016 | <i>Understanding Shoes, Mastectomy, and Other Policies</i>
AOPA Webinar
<u>Learn more and register here</u> |
| April 26 & 27, 2016 | <i>AOPA Policy Forum</i>
Washington, DC
<u>Learn more or register here</u> |