



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

May 3, 2016

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OGR Letter Released, and a Wrap-Up of a Big Week for O&P

Last week was a remarkable week for O&P! We had FOUR exciting things happen:

- 1.) AOPA hosted a press event to call attention to the Lower Limb LCD's effects in the private sector;
- 2.) A bill was introduced that would place a moratorium on implementing an LCD Proposal;
- 3.) AOPA hosted the Policy Forum and the new O&P Legislation Writing Congress; and
- 4.) The Oversight and Government Reform Committee released a letter criticizing the LCD.

Prior to the Policy Forum, AOPA sponsored a press event about the proposed Lower Limb LCD influencing private sector insurers like United and CIGNA, who began denying payment for vacuum pumps reflecting a provision in the flawed and withdrawn LCD Proposal. On Monday, April 25, Rep. Renee Ellmers (R-NC) and Rep. Jan Schakowsky (D-IL) introduced [H.R. 5045](#), a bill that would establish a moratorium on any action on the LCD through Spring 2017 and remove the withdrawn LCD from the CMS and DME MAC websites and establishing that, contrary to some legal interpretations at HHS, CMS indeed can, and is obliged to manage and instruct its contractors, including the DME MACs, what to do across topics including LCD issues.

On Tuesday morning, April 26, former Senator Bob Kerrey led a one of a kind O&P Legislation-Writing Congress, where AOPA Policy Forum attendees authored a [simple bill](#) that would fix most of the problems that are undercutting the quality of care for Medicare beneficiaries who have O&P needs. Tuesday afternoon, while Policy Forum attendees were learning the ins and outs of a range

of government policies and actions, Senator Kerrey had personal meetings with eight Senators to explain the new bill, and how some simple steps could rectify the problems and injustices unnecessarily burdening Medicare beneficiaries and the O&P professionals committed to providing care for those patients. On Wednesday, April 27, 135 O&P providers and patients spent the day on Capitol Hill in more than 400 meetings with their legislators, seeking their support for the new bill and related proposed legislation-the central, indispensable exercise of citizens' rights that is the core of every AOPA Policy Forum.

The next day, the first fruits of a months-long effort spearheaded by AOPA appeared as the **House Oversight and Government Reform Committee** [released a letter](#) it has initiated to HHS Secretary Sylvia Mathews Burwell, criticizing the prosthetic LCD efforts of CMS and its contractors, and launching an oversight inquiry with a request for a substantial collection of documents.

It was a truly remarkable week for O&P, though there is much work that remains to be done to deliver on these needed remedies. [Keep reading at AOPAnet.org.](#)

Chart Your Course for Success with AOPA's FREE Benchmarking Survey

Every business owner wants a stronger, more successful business.



And better business performance starts with a financial checkup, measuring how your financial performance compares against other leaders in the O&P field, and then setting goals for improvement.

The 2016 Operating Performance Survey is the perfect opportunity to start your journey to a more robust business. **Participation for AOPA members is FREE**, and includes a complimentary final published report (a \$185 value) AND a free customized company report, comparing your company results to businesses of similar size and location.

WHEN: Beginning May 1, 2016 and open until June 21, 2016

YOUR INVESTMENT: 60 minutes to compile information for survey

COST: FREE published report and FREE customized company report for AOPA members

HOW: Submit the survey online at: www.aopa-survey.com OR Complete the mailed hard copy, OR submit your financials and Industry Insights will confidentially enter the data for you.

IT'S CONFIDENTIAL: Only Industry Insights, under a strict confidentiality agreement, knows your data.

Look for your survey in the mail or click [here](#).

It's hard to chart a course for success if you don't know where you are starting from.

For questions or more information contact Bleppin@AOPAnet.org, 571-431-0810.

Thanks to All Attendees and Sponsors of the 2016 Policy Forum



Sen. Warner (L) with AOPA President Jim Campbell, PhD, CO, FAAOP (R)



Sen. Kerrey with Vinit Asar and Scott Klug of Hanger (L-R)



The O&P Students, attended with support from NCOPE



Rep. Duckworth addressing participants





Bill Introduced to Place Moratorium on CMS' LCD Lower Limb Proposal

On April 25, Representative Ellmers (R-NC-02) introduced HR 5045: Preserving Access to Modern Prosthetic Limbs Act of 2016. The bill is "to impose a moratorium on the implementation of a proposed Medicare local coverage determination on lower limb prostheses". The bill places a moratorium until June 30, 2017 on implementing the July 16, 2015 Local Coverage Determination (LCD): Lower Limb Prostheses (DL33787). The bill also would require that CMS and its contractors remove the policy from their websites, which is necessary because private payors (United Health Care and Cigna) have been adopting provisions included in the LCD. This bipartisan bill was co-sponsored by Reps. Blackburn (R-TN-7) and Schakowsky (D-IL-9). This bill will be discussed during the Policy Forum, where AOPA members will request that their representatives become a co-sponsor.

Contact Joe McTernan at jmcternan@AOPAnet.org or Devon Bernard at dbernard@AOPAnet.org with content questions.

May 11 Webinar: When Things Go Wrong: Making Lemonade out of Lemons

May 2016

11

1:00 PM Eastern

WEBINAR WEDNESDAYS



Join AOPA for a one hour webinar, **When Things Go Wrong: Making Lemonade out of Lemons**, and earn 1.5 CEs, while learning about how to make the best of frustrating and potentially costly situations. During this webinar, participants will learn what to do in the following scenarios:

- A patient refuses an item/service
- A patient returns an item
- You have a disgruntled patient
- Learn about other instances of when things don't go as planned, and how you can make the best out of each situation

[Register now.](#)

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.

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.

Pre-Payment Probe Review for LSO/TLSOs

The Jurisdiction D Durable Medical Equipment Medicare Administrative Contractor (DME MAC) Noridian recently announced the start of a prepayment probe review for all LSOs and TLSOs. The purpose of the review is to determine the possibility, based on the DME MAC's data analysis, of a potential problem area.

If contact by Noridian with an *Additional Documentation Request* (ADR) letter, please don't ignore the letter. Respond to the ADR with all the documentation requested including but not limited to:

- Initial order & the Detailed Written Order (DWO)
- Medical records from (physician, hospital, SNF, OT, PT, etc.) that support the medical necessity
- Documentation to support the custom fitted or off the shelf orthosis code billed (if applicable)
- Proof of delivery (POD)
- A copy of the PDAC verification, if required
- Any other supporting documentation you feel is relevant.

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

CMS Finalizes Definition of Orthotics & Prosthetics in the Uniform Glossary of Medical Terms

CMS has finalized an update to the *Uniform Glossary of Medical Terms* that included the revision to the definition of the term “orthotics and prosthetics” that were suggested by both AOPA and the O&P Alliance. This document, which was established through provisions of the Affordable Care Act, is intended to provide guidance to private insurance companies when defining and establishing coverage for essential health benefits. Both groups suggested that the definition no longer include the term “due to breast cancer” when defining external breast prosthesis as part of the larger definition of the term “orthotics and prosthetics.” AOPA is pleased that its suggested revision was considered and accepted by CMS and the other federal agencies tasked with maintain the Uniform Glossary of medical Terms. [Read more about the comments submitted by AOPA and the O&P Alliance.](#)

The new definition of "orthotics and prosthetics":

Leg, arm, back, and neck braces, and artificial legs, arms, and eyes, and external breast prostheses incident to mastectomy. These services include: adjustments, repairs, and replacements required because of breakage, wear, loss, or a change in the patient's physical condition.

Join the Coding & Billing Experts in San Antonio

The AOPA Coding & Billing Experts are Coming to San Antonio!

AOPA's next Coding & Billing Seminar will be in San Antonio! Don't miss this opportunity to get the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

Join your Colleagues June 13-14 in San Antonio!

At this seminar you will:

- Receive up-to-date information on Prior Authorization and other Hot Topics
- Ensure your Proof of Delivery meets Medicare Requirements
- Learn how to assess risk areas in your practice
- Learn successful appeal strategies and hints to avoid claim denials
- Practice coding complex devices, including repairs and adjustment
- Attend break-out sessions for practitioners and office staff
- Earn 14 CEs



Visit the Alamo-just minutes away

Where else can you get two jam-packed days of reliable, valuable O&P coding and billing information? [Learn more.](#)

Register Now

Upcoming AOPA Events

- May 11, 2016 *When Things Go Wrong: Making Lemonade out of Lemons*
AOPA Webinar
[Learn more and register here](#)
- June 8, 2016 *Physician Documentation: How to Get It & How to Use It*
AOPA Webinar
[Learn more or register here](#)
- June 13 & 14, 2016 *Coding & Billing Seminar*
San Antonio, TX
[Learn more and register here](#)