



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

August 30, 2016

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Now Available: 2016 Operating Performance Report

AOPA Releases Results from Member Benchmarking Survey

Are you curious about how your O&P business is performing compared to others? Have you been asking questions like these?

- *How does our spending on materials, advertising or other expenses compare with other companies similar to ours?*
- *Is our gross margin better or worse than other facilities of the same size?*
- *Are our employees generating enough sales?*

Copies of the **2016 Operating Performance Report** are now available. The annual report provides a comprehensive financial profile of the O&P industry including balance sheet, income statement and payer information organized by total revenue size, community size, and profitability. This year's data was submitted by more than 88 patient care companies representing 1,164 full time facilities and 71 part-time facilities.

For those wanting to learn more about using benchmarking data to strengthen their business, a seasoned panel of experts will present "The Top 5 Things to Know About Your Business to Survive and Succeed" at the 2016 Assembly in Boston on Friday September 9, 2016 from 4:00-5:00 PM. Current and historical operating performance data will also be used to illuminate trends taking place in the O&P industry.

2016 Operating Performance Reports are available electronically or print in AOPA's bookstore.
2016 Operating Performance Report (Electronic) member/nonmember \$185/\$325
2016 Operating Performance Report (Print) member/nonmember \$285/\$425

To order your copy, visit <https://www.aopanetonline.org/store>.

AOPA Announces Student Poster Contest Winners

The Edwin and Kathryn Arbogast and the Otto and Lucille Becker Award will honor two meritorious scientific papers submitted for presentation as a poster at the 2016 AOPA National Assembly by a student or resident. The purpose of these awards is to encourage students and residents to share their research through outstanding poster presentations. Join AOPA during the AOPA Annual Membership Meeting and Awards Ceremony on Saturday, September 10, from 7:30 – 8:45 AM in Meeting Room 302/304 (Hynes Level 3) where the awards will be presented. The Edwin and Kathryn Arbogast Award will be presented for the best prosthetic abstract submitted for a poster presentation. The Otto and Lucille Becker Award will be presented for the best orthotic abstract submitted for a poster presentation.

The 2016 Winners:

Edwin and Kathryn Arbogast Award

Tyler Klenow, "A Metric to Quantify the "Dead Spot" Phenomenon in Prosthetic Gait: An Analysis of Sagittal Center of Pressure Progression and Its Velocity"

WillowWood™

Otto and Lucille Becker Award

Morgan Oxenrider and Megan Kelly, "The Capacity Foot Orthoses to Modulate Plantar Foot Tissue Stiffness"

 **BECKER**
A Tradition of Excellence - A Commitment to Innovation

September 14 Webinar: Fill in the Blanks - Know Your Forms

Sept. 2016

14

1:00 PM Eastern

Join AOPA for a one hour webinar and earn 1.5 CEs, while learning everything you need to know about appeals. During this webinar, an AOPA expert will answer these questions:

- Are your prescriptions compliant with Medicare?
- Are you putting all the correct information on Proof of Delivery forms?
- Do you require a Letter of Medical Necessity for your claims?
- When should the Certifying Statement be signed by the doctor?

Cost

- \$99 for AOPA Members/
- \$199 for Non-Members
- (Members use promo code 'member')

Date

- Wed, September 14, 1:00 PM EST

REGISTER

Pre-Register for the 9th Annual Wine Tasting & Auction

If you haven't already done so, it is not too late to pre-register for the 9th Annual Wine Tasting & Auction being held on September 9 at 6:00 pm during the 2016 AOPA National Assembly in Boston, MA. For more information [click here](#).

Don't let the name fool you, the auction includes more than just wine. We have bourbon, scotch, beer, cigars and special surprise items, plus a stocked open bar. But don't worry we also have several lots of world class wines. Take a peek at last year's catalog for an idea of the type of items you may bid on. [View the previous catalog here](#).



This year's event will also feature a few special Boston inspired items, including private tour packages of local New England vineyards/distilleries and signed Red Sox and Patriots memorabilia.

You may pre-register for the 9th Annual Wine Tasting & Auction [here](#) or you may pre-register when you register for the 2016 AOPA National Assembly. This event is the perfect way to enjoy an evening with your friends and colleagues.

Jurisdiction D DME MAC Published Audit Results

Noridian Healthcare Solutions, LLC, who serves as the Jurisdiction D DME MAC, has recently released results of some of its ongoing pre-payment audits for O&P services. The published results include those related to spinal orthoses, knee orthoses, AFOs, and therapeutic shoes billed during the second quarter of 2016. Summaries of the audit findings are below:

Spinal Orthoses

Pre-payment review of spinal orthoses described by HCPCS codes L0631 and L0637 resulted in an overall error rate of 99%. Common reasons for denial included lack of documentation of the need for a custom fitted orthosis, improper proof of delivery documentation, and failure to respond to requests for additional documentation.

Knee Orthoses

Pre-payment review of knee orthoses described by HCPCS code L1833 resulted in an overall denial rate of 92%. Common reasons for denial included lack of objective documentation of knee instability, improper reporting of a correct diagnosis code, improper proof of delivery documentation, and failure to respond to requests for additional documentation.

AFOs

Pre-payment review of AFOs described by L1960 resulted in an overall denial rate of 73%. Pre-payment review of AFOs described by L1970 resulted in an overall denial rate of 78%. Pre-payment review of AFOs described by L4360 resulted in an overall denial rate of 98%. Common denial reasons included lack of documentation of a need for a custom device rather than a prefabricated device (L1960 and L1970), lack of documentation regarding modifications that were

made to custom fit the device (L4360), failure to respond to requests for additional documentation, and no proof of delivery documentation.

Therapeutic Shoes

Pre-payment review of therapeutic shoe claims resulted in an overall denial rate of 76%. Common reasons for denial included lack of documentation from the certifying physician, lack of proof of an in-person fitting visit with the supplier of the shoes, and failure to respond to additional documentation requests.

The high denial rates for all of these pre-payment reviews mean that claims for these HCPCS codes will remain under pre-payment review going forward. It is important to remember that many of these denials may have been avoided by responding to requests for additional documentation or ensuring that proof of delivery documentation meets Medicare's published requirements.

Don't Miss these Featured Events at the National Assembly



Featured Events: Alumni Connection & Expo Day

Meet up with your fellow alumni at the Sidebar lounge, located in the Sheraton lobby, for an informal gathering. The first 25 alumni at each event wearing their school button (available at information or NCOPE booth) get a free drink, courtesy of the host. Find your Alumni Connection below or contact AOPA to host one.

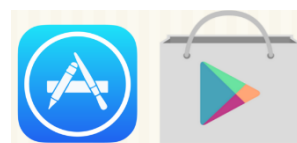
Northwestern	Thur., Sept. 8, 7:15 PM	Host: Mark Edwards, CP, MHE
Eastern Michigan	Fri., Sept. 9, 6:30 PM	Host: Wendy Beattie, CPO
University of Hartford/ Newington	Sat., Sept. 10, 6:00 PM	Host: Matt Parente, CPO



Expo Day

Expo Day will be fun, informative and interactive day in the exhibit hall with interesting events and demonstrations every hour, special show deals from exhibitors throughout the day, scheduled entertainment, special guests, and lots of giveaways and door prizes.

Download **AOPA 365** to peruse sessions, save your schedule, connect with alumni and more, PLUS stay connected with AOPA all year round.



Register Now

Contact Your Representative to Support the Medicare O&P Improvement Act

We need your help in urging support for S. 829/HR 1530: The Medicare O&P Improvements Act. This bi-partisan bill that provides common sense solutions to reduce fraud. AOPA Executive Director Tom Fise has been meeting with legislators on the Hill to urge their support, but they need to hear from constituents. [Read the full bill here.](#)

These are some of the provisions included in the bill:

- Requires Medicare to reimburse only those orthotic and prosthetic providers who are licensed (in states that require licensure) or accredited (applicable in all non-licensure states) to provide orthoses and prostheses
- Recognizes the value of the Orthotist's or Prosthetist's Notes in the Medical record;
- Assures due process rights to improve proper Administrative Law Judge (ALJ) time frames;
- Reinstates and clarifies the statutory definition of "Minimal Self Adjustment" for Off-the-Shelf Orthoses to protect Medicare beneficiaries;
- Distinguishes Orthotists and Prosthetists from Suppliers of Durable Medical Equipment (DME);
- Requires greater transparency and granularity in CMS data availability about audit outcomes.

Send a letter to Congress showing your support.

Join the Coding & Billing Experts in Las Vegas!

The AOPA Coding & Billing Experts are Coming to Las Vegas!

AOPA's next Coding & Billing Seminar will be in Las Vegas! 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 November 14-15 in Las Vegas!

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



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

- September 8-11, 2016 *AOPA National Assembly*
Boston, MA
[Learn more and register here](#)
- September 14, 2016 *Fill in the Blanks: Know Your Forms*
AOPA Webinar
[Learn more and register here](#)
- November 14-15, 2016 *Coding & Billing Seminar*
Las Vegas, NV
[Learn more and register here](#)