



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

September 1, 2016

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DME MAC Billing Reminder: Miscellaneous Codes

The DME MACs recently released a joint billing reminder informing suppliers of what information must be included with any claim containing a miscellaneous/unspecified/not otherwise classified (NOC) codes; these codes include the L0999, L1499, L2999, L3649, L3999, A5507, A6549, L5999, L7499, L8039 and L8499.

When billing for the above codes you must include the following information:

- Concise description of the item or service
- Manufacturer name
- Product name and number
- Supplier Price List (PL) amount
- HCPCS code of related item (if applicable)

Claims billed with miscellaneous codes without this information will be denied for missing/incomplete/invalid information, and in certain instances the claim will not even be adjudicated and will be rejected. If a denial or rejection occurs you will need to resubmit the claim with the missing information.

AOPA is currently seeking clarification on certain aspects of the announcement and will keep members posted on its findings.

To see where this information should be placed on your electronic claims or your paper claims please review the joint billing reminder [here](#).

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

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"



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

Sept. 2016

14

1:00 PM Eastern

Cost

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

Date

- Wed, September 14, 1:00 PM EST

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?

REGISTER

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.

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](#)

Make Sure to Attend the Workshops at the National Assembly



Are you attending next week's National Assembly? Be sure to attend one of the 50 Manufacturer's Workshops that will take place on Thursday, September 8th and Sunday, September 11th. We also have over 22 Product Preview Theater presentations. Earn your CE credits!

Program Overview

WEDNESDAY | SEPTEMBER 7, 2016

10:00 AM – 6:00 PM **Registration and Information Desk Open**
(Hynes Level 2)

10:00 AM – 6:00 PM **Exhibitor Set Up**
Exhibit Hall (Hynes Level 2)

1:00 – 5:00 PM **Thranhardt Golf Classic**
Robert R. Lynch Municipal Golf Club at Putterham
Buses depart Sheraton at noon.

THURSDAY | SEPTEMBER 8, 2016

7:00 AM – 6:30 PM **Registration and Information Desk Open**
(Hynes Level 2)

7:00 AM – 5:00 PM **Speaker Ready Room**
Exhibit Hall Foyer (Hynes Level 2)

8:00 AM – 3:00 PM **Exhibitor Set Up**
Exhibit Hall (Hynes Level 2)

8:00 AM – Noon **Manufacturers' Workshops—Tier A**
(Four-Hour Workshops)

MWA-1 Pedorthic—Materials and Their Role in Pedorthics
Sponsor: nora systems Inc.
Exeter (Sheraton Level 3)

MWA-2 How to Ride the CAD/CAM and 3D Printing Technology Waves
Sponsor: Vorum
Dalton (Sheraton Level 3)

MWA-3 Össur Advanced Technologies
Sponsor: Össur Americas
Clarendon (Sheraton Level 3)

MWA-4 OMEGA by WillowWood
Sponsor: WillowWood
Berkley (Sheraton Level 3)

OVERVIEW THURSDAY 9 | 8 | 16**MWA-5 Treating the Adult Scoliosis Patient**

Sponsor: Aspen Medical Products
Fairfax B (Sheraton Level 3)

MWA-6 Comprehensive Clinical Assessments & Successful Outcomes

Sponsor: Townsend Design
Fairfax A (Sheraton Level 3)

MWA-7 Orthomerica Introduces the Latest Advancements to OWLS and Fuzion Product Lines

Sponsor: Orthomerica Products Inc.
Gardner B (Sheraton Level 3)

MWA-8 Beyond DAFO Basics: Brace Optimizations

Sponsor: Cascade DAFO
Gardner A (Sheraton Level 3)

MWA-9 Socket Selection Criteria and Alignment Considerations

Sponsor: ALPS
Hampton (Sheraton Level 3)

MWA-10 Driving Better Outcomes for Lower Mobility Amputees: A Comprehensive Approach to Addressing the Challenges of Lower Limb Amputees

Sponsor: Ottobock
Jefferson (Sheraton Level 3)

MWA-11 Full-Time Orthotic Intervention for Non-Operative Scoliosis Treatment

Sponsor: Spinal Technology Inc.
Republic A (Sheraton Level 2)

8:00 AM – 10:00 AM Manufacturers' Workshops—Tier B

(Two-Hour Workshops)

MWB-1 Orthotic Management of Lower Limb Biomechanical Deficiencies Using the Triple Action™ Ankle Joint

Sponsor: Becker Orthopedic
Beacon D (Sheraton Level 3)

MWB-2 S.W.A.S.H. Certification Course

Sponsor: Allard USA
Beacon E (Sheraton Level 3)

MWB-3 Allux: The World's First Four Bar Linkage Microprocessor Controlled Knee

Sponsor: Nabtesco & Proteor in USA
Beacon F (Sheraton Level 3)

MWB-4 New Advancements in MPC Ankle/Foot Technology

Sponsor: Freedom Innovations
Beacon G (Sheraton Level 3)

MWB-5 Hold on! Overview of Socket Suspension Options

Sponsor: Ottobock
Beacon H (Sheraton Level 3)

MWB-6 Aligning your Documentation: Clearing Medical Necessity and Other Major Reimbursement Roadblocks

Sponsor: Ottobock
Beacon B (Sheraton Level 3)

MWB-7 Upper Limb Techniques: Advanced Axon System Training and Dynamic Arm

Sponsor: Ottobock
Beacon A (Sheraton Level 3)

10:30 AM – 12:30 PM Manufacturers' Workshops—Tier C
(Two-Hour Workshops)
MWC-1 Introduction to the PDE™ Dynamic Bracing System and the All NEW BTK Hybrid Crossover Knee

Sponsor: Fabtech Systems, LLC
Beacon D (Sheraton Level 3)

MWC-2 Stopping and Turning: It's for Everyone

Sponsor: Fillauer
Beacon E (Sheraton Level 3)

MWC-3 Hip Bracing Solutions by Össur; Featuring the NEW Unloader® Hip & the Rebound® Hip

Sponsor: Össur Americas
Beacon F (Sheraton Level 3)

MWC-4 New Advancements in MPC Ankle/Foot Technology

Sponsor: Freedom Innovations
Beacon G (Sheraton Level 3)

MWC-5 Less Pain, More Life: A Unique Approach to Osteoarthritis

Sponsor: Ottobock
Beacon H (Sheraton Level 3)

MWC-6 C-Brace – The Microprocessor KAFO

Sponsor: Ottobock
Beacon B (Sheraton Level 3)

MWC-7 Fitting the Future: The Benefits of a Real-Time Microprocessor Foot

Sponsor: Ottobock
Beacon A (Sheraton Level 3)

OVERVIEW THURSDAY 9 | 8 | 16

1:00 – 3:00 PM **Manufacturers' Workshops—Tier D**
(Two-Hour Workshops)

MWD-1 Grow your Business with Innovative Technology and Specialty Bracing from Tillges Technologies

Sponsor: Tillges Technologies
Beacon D (Sheraton Level 3)

MWD-2 Technology Advancements in Upper Limb Prosthetics

Sponsor: Fillauer
Beacon E (Sheraton Level 3)

**MWD-3 OPIE: Moving Beyond EMR for Existing OPIE or Futura Users
Excelling at Complete Clinical Business Management**

Sponsor: OPIE Software
Beacon F (Sheraton Level 3)

MWD-4 WillowWood One Socket System

Sponsor: WillowWood
Beacon G (Sheraton Level 3)

MWD-5 OPIE Practice Management Solutions for a More Efficient Office

Sponsor: OPIE Software
Beacon H (Sheraton Level 3)

MWD-6 Clinical Documentation

Sponsor: SPS
Beacon B (Sheraton Level 3)

MWD-7 Orthomerica Introduces the Enhanced SmartSoc™ Video Scanning Capabilities for Both Cranial Remolding Orthoses and Prosthetics Using the Samsung S7 Mobile Phone and the New Measurement and Comparison Utility (MCU)

Sponsor: Orthomerica Products Inc.
Beacon A (Sheraton Level 3)

1:00 – 5:00 PM **Manufacturers' Workshops—Tier E**
(Four-Hour Workshops)

MWE-1 Touch Bionics' Full and Partial Hand Solutions

Sponsor: Touch Bionics
Exeter (Sheraton Level 3)

MWE-2 A Breakthrough in Socket Designs: The Infinite Socket TF and Infinite Socket TT

Sponsor: LIM Innovations
Dalton (Sheraton Level 3)

MWE-3 Socket-Less Socket: The End of Rigid Sockets

Sponsor: Martin Bionics Innovations
Clarendon (Sheraton Level 3)

MWE-4 Upper Limb Prosthetic Advances

Sponsor: Steeper USA
Berkley (Sheraton Level 3)

MWE-5 Footwear- It's More than Diabetics

Sponsor: Apex Foot Health Industries / OHI
Fairfax B (Sheraton Level 3)

MWE-6 Navigating New Pathways: Orthotic Tools for Maximizing Therapeutic Outcomes

Sponsor: Surestep
Fairfax A (Sheraton Level 3)

MWE-7 Innovation—Knees, Materials and Newly Designed O&P Products

Sponsor: ST&G USA Corp.
Gardner B (Sheraton Level 3)

MWE-8 Shedding *Lite* on Spinal

Sponsor: Allard USA
Gardner A (Sheraton Level 3)

MWE-9 Chronic and Acute Stance Control Patient Application Management

Sponsor: Becker Orthopedic
Hampton (Sheraton Level 3)

MWE-10 Are You Up for the Challenge? The Explosion of Adaptive Sports at Every Skill and Activity Level

Sponsor: Ottobock
Jefferson (Sheraton Level 3)

MWE-11 The Providence Nocturnal Scoliosis System

Sponsor: Spinal Technology Inc.
Republic A (Sheraton Level 2)

1:00 – 5:00 PM

Business Certificate Program

Republic B (Sheraton Level 2)

1:00 – 3:00 PM

Human Resources: Understanding the Essential Elements of a Performance Appraisal (B 1A)

3:00 – 3:30 PM

Marketing: Once Upon a Time: The Value of the Patient Story (B 1B)

3:30 – 5:00 PM

Operations: How to Work with Workers' Compensation Claims Managers (B 1C)

OVERVIEW THURSDAY 9 | 8 | 16

3:30 – 5:30 PM **Manufacturers' Workshops—Tier F**
(Two-Hour Workshops)

MWF-1 It's 2016! Let CAD-CAM Help You Reach the Full Potential of your O&P Business

Sponsor: TechMed 3D
Beacon E (Sheraton Level 3)

MWF-2 Myoelectric Bracing for an Elbow Wrist Hand Orthosis – Introducing the MyoPro Motion G: Myoelectric Flexion/Extension Combined with Grasp/Release

Sponsor: Myomo
Beacon F (Sheraton Level 3)

MWF-3 Fitting and Gait Training on the LegWorks All-Terrain Knee (AT-Knee)—Everything You Need to Know!

Sponsor: LegWorks
Beacon G (Sheraton Level 3)

MWF-4 Make Fit Happen—Suspension Solutions Utilizing RevoFit and RevoLanyard Solutions Utilizing Boa Technology

Sponsor: Click Medical
Beacon H (Sheraton Level 3)

MWF-5 Dynamic Vacuum—Simple Solutions

Sponsor: Ottobock
Beacon B (Sheraton Level 3)

MWF-6 Kenevo—Reclaiming a Sense of Security: MPK for Lower Mobility Amputees

Sponsor: Ottobock
Beacon A (Sheraton Level 3)

MWF-7 Cyber Security and How to Insure Against Hackers

Sponsor: Cailor Fleming
Beacon D (Sheraton Level 3)

5:45 PM **Exhibit Hall Opening Ceremony and Ribbon Cutting**
Exhibit Hall (Hynes Level 2)

5:45 – 7:15 PM **Welcome to Boston Reception**
Exhibit Hall (Hynes Level 2)

7:15 PM **Northwestern Alumni**
“Sidebar” Lounge (Sheraton Lobby)
