



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

November 1, 2016

AOPA Headlines:

[2017 Amounts in Controversy Recently Released](#)

[Jurisdiction A DME MAC Offering Personalized Education Opportunities](#)

[Patient Care in the 21st Century](#)

[AOPA Member Virginia Prosthetics & Orthotics wins Small Business Award](#)

[Paceline Announces Office Relocation & Expansion](#)

[Present at the 2017 AOPA World Congress](#)

[Register for AOPA's 2017 Webinar Series](#)

[Join the Coding & Billing Experts in Las Vegas!](#)

[Upcoming Events](#)

2017 Amounts in Controversy Recently Released

Medicare recently released the Amounts in Controversy (AIC) for the 2017 calendar year. The AIC is the monetary threshold which must be met in order to file an appeal with the Administrative Law Judge (ALJ), third level of appeal, and with the Federal District Court, fifth level of appeal.

The 2017 AIC for the ALJ is \$160 and represents a \$10 increase over the 2016 AIC. The AIC for the Federal District Court is \$1,560 and represents a \$60 increase over the 2016 AIC. The new AICs will be effective for all appeal requests filed on or after January 1, 2017.

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

Jurisdiction A DME MAC Offering Personalized Education Opportunities

Noridian Healthcare Solutions, LLC, the contractor who serves as the Jurisdiction A DME MAC, is offering all Jurisdiction A suppliers the option of having individualized education tailored to their company with an Electronic Supplier Visit (E-visit). The E-visit can be scheduled for up to 90 minutes of tailored education with Noridian's Outreach and Education team.

Noridian will customize a presentation to answer questions that you may have and provide education on the policies you bill. In order to request this education opportunity, visit the Jurisdiction A website and complete the [Education Request – Electronic Supplier Visit Data Collection Form](#).

Patient Care in the 21st Century: Visit www.AtlanticProCare.com

A facility's website is the first chance at making an impression with potential patients and referral sources, long before they even walk in the door. Websites increase visibility, credibility, and provide much needed information about the business.

AOPA members are always forward-looking, and we want to recognize members who do something especially well. AOPA would like to share the fine-tuned [website created by AtlanticProCare](#) in Portland, Maine. Their website features information for patients and providers, including their approach, staff profiles, and other patient resources. The site also features patient and provider testimonials, which provide a compelling case for the service care they provide. AtlanticProCare also started a blog this year, where they include advocacy issues, O&P technology, and other items of interest to O&P professionals and patients. A recent post took readers behind the scenes into their lab. Check it out and get some ideas for your website at www.AtlanticProCare.com.

What makes your business unique? Contact landerson@AOPAnet.org to have your business featured next month!



[Clinical Areas](#) | [Our Approach](#) | [For Patients](#) | [For Providers](#) | [Contact](#) | [Blog](#)

The Lab: Where the Magic Happens

September 13, 2016 | JP Donovan



Our patients come in, meet with our team, discuss their needs and goals, we do some evaluation and measurement, and then POOF! A new prosthetic limb appears.

At least that can be how it seems. But in reality, there's a lot of work going in our lab, behind the scenes. This is where we do the highly technical, exacting work that results in a new precision prosthesis that soon becomes a very intimate part of patient's daily lives.

Having our fully operational lab onsite means we can control the production of our custom prosthetic limbs precisely and with our hands on at all times. Unlike many "shops" that simply send the prosthesis away to have it made, we can control the process and maintain only the highest degree of quality and development standards. We also have greater control over the time it takes as well.

Our lab is a clean, orderly place that houses all of our inventory, stocks of supplies and componentry. It was built using lean manufacturing principles and is fully CAD/CAM integrated, which enables us to:

- Optimize the efficiency of our team and of our patients' time
- Design on the highest tech software for truly custom and innovative prostheses
- Eliminate the need for dusty, inaccurate and unreliable plaster models through our AtlanticProCare [Clear-Vu™](#) socket technology
- Harvest data over time -- such as the quantification of a patient's physical changes -- which is highly valuable in the delivery of care
- Maintain the highest levels of accuracy, consistency and repeatability
- Drive process improvements

The Lead Technician runs the lab, and communication with the lab is through the same EMR the rest of the team uses. Fully integrated into the team, our technicians are highly skilled and trained to use precision techniques in developing prostheses.

This technology and the teamwork that underlies it are what made it possible for us to create our [Rapid Ambulation Method](#) care platform that delivers a new prosthesis in one visit.

A lot of people would love to see what happens in the lab. But that would be kind of like a magician showing you how he did the card trick. It would take all the magic out of that moment when we walk back into the room with a brand new, custom-fit, highly engineered prosthesis for you.

Featured Posts



Speak Up.

July 19, 2016

Recent Posts



The Lab: Where the Magic Happens
September 13, 2016



Speak Up.
July 19, 2016



Our Robot Overlords
June 3, 2016



Contrasts
May 10, 2016



The Finish Line
April 21, 2016



Limb Loss Awareness

AOPA Member Virginia Prosthetics & Orthotics wins Small Business Award

Virginia Prosthetics & Orthotics, Inc. was awarded the Legacy Award (Operating Continuously for 50+ Years) from the Roanoke Regional Chamber Small Business Awards. Virginia Prosthetics & Orthotics, Inc., headquartered in Roanoke, VA was founded in 1966. Ninety small businesses, not-for-profits, and advocates were recognized at the 30th Annual Small Business of the Year Awards program on October 6 in Roanoke. There were over 600 attendees at the sell-out event held at The Hotel Roanoke & Conference Center. Doug Call, CP, President, accepted the award at the Small Business Award Ceremony.

Paceline Announces Office Relocation & Expansion



Paceline, Inc., a leading provider of quality medical products and solutions, recently announced the relocation of its headquarters and manufacturing operation from Monroe, NC to a new, larger facility in Matthews, NC.

According to Paceline President & CEO, Joe Davant, the move was necessitated by the significant growth the company has realized in the last few

years. "Our business has grown of late with the acquisition of SPT Technology, and more recently Acsys Orthopedic. With these acquisitions, along with an increased industry awareness of existing and new products, demand has risen – and quickly," said Davant. "Our new office and manufacturing space is 50 percent larger than our previous facility. We have combined multiple plants sites into one large facility, offering a more efficient layout and location."

The new 50,000 square foot facility is located at:
10737 Independence Point Parkway
Matthews, NC 28105.

Present at the 2017 AOPA World Congress



*Advance Your Career * Share Your Knowledge * Gain International Recognition and perhaps \$1,000!*

Are you a seasoned business professional with significant experience in managing an orthotics and prosthetics patient care or manufacturing business? Share your successes at the AOPA hosted World Congress and compete for the prestigious Sam E. Hamontree Business Education Award. The winner of the Hamontree award will take home \$1,000.

Please submit a description of your presentation and [complete the form](#) in its entirety. Types of presentations being sought include, but are not limited to:

- Current Climate in O&P/Healthcare
- Marketing
- Documentation
- Finance
- Ethics
- Alternative Payment Models
- Incorporating Quality Metrics into Your Practice
- Preparing for the ALJ hearing
- Overturning Denials for appropriate high tech components
- Human Resources

The submission deadline is February 1, 2017. The workgroup will select the top submissions to compete for the award during the congress—the audience will select the winner.

All business presenters will receive a full conference registration—a \$595 value. Business papers at the meeting will be delivered by lecture or poster presentation, however you may choose to have your paper considered for a poster only. Due to programming, time constraints, and the volume of papers expected, only a limited number of papers will be accepted for a podium presentation at the 2017 Meeting. The top papers will be considered for the prestigious Sam E. Hamontree, CP (E) Business Education Award.

Business presentations will be selected from among papers received by the Business Program Committee. For further information, contact Tina Carlson at (571) 431-0808 or tcarlson@AOPAnet.org.

Thank you for your interest and we look forward to receiving your submission.

Register for AOPA's 2017 Webinar Series

WEBINAR WEDNESDAYS



AOPA's 2017 Webinar topics have been announced! Register for the whole series to earn 1.5 credits and get 2 free Webinars! Just \$990 for members and \$1990 for non-members.

January 11- O&P Clinical Documentation: Who Needs to Document and What You Need to Document

February 8 - LSO/TLSO Policy

March 8 - Marketing Your Business

April 12 - Grassroots Advocacy

May 10- Modifiers: What do they mean and when to use them

June 14- Internal Audits: The Why and the How of Conducting Self-Audits

July 12 - Know Your Resources: Where to Look to Find the Answers

August 9 - What the Medicare Audit Data Tells Us & How to Avoid Common Errors

September 13 - ABC Inspections & Accreditation

October 11 - AFO/KAFO Policy

November 8 -Gift Giving: Show Your Thanks & Remain Compliant

December 13 - New Codes & Other Updates for 2018

REGISTER NOW

Questions? Contact rgleeson@AOPAnet.org. Looking for 2016 webinars or individual webinars?
[Visit here.](#)

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

Register Now

Upcoming AOPA Events

November 9, 2016 *Don't Miss Out: Are You Billing For Everything You Can?*
AOPA Webinar
[Learn more and register here](#)

November 14-15, 2016 *Coding & Billing Seminar*
Las Vegas, NV
[Learn more and register here](#)

December 14, 2016 *New Codes and What Lies Ahead for 2017*
AOPA Webinar
[Learn more and register here](#)