



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

February 16, 2017

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Submit Comments on CMS' Proposed Rule on O&P Qualified Providers

On January 11, CMS released a proposed rule that would enact the long awaited provisions of Section 1834(h) of the Social Security Act, which establishes requirements for qualified suppliers and qualified practitioners, and restricts payments to providers who don't meet those criteria.

The proposal is far from perfect. That, coupled with: (a) the start of the new Trump Administration and the prospect that the Administration could easily view the proposed regulations unfavorably as an effort to regulate business; and (b) the fact that there are several business interests in potential opposition to the rule make it critically important that AOPA, AOPA members and everyone in the O&P community provide thoughtful and comprehensive comments by the March 13 deadline.

AOPA has gathered member input on the rule and has prepared pre-written comments for members to submit.

[Submit your comments.](#)

Please note that this campaign does not permit edits to the standard message. We certainly welcome any member to copy the AOPA standard message, edit it in any way you like, place it on your company letterhead and submit directly to [CMS](#).

Read the [proposed rule](#) and the [analysis](#). If you have any questions, please contact Joe McTernan at jmcternan@aopanet.org or call (571)431-0811.

CMS Announces Delay in Implementation of DMEPOS Competitive Bidding 2019

On February 8, 2017, the Centers for Medicare and Medicaid Services (CMS) announced that it is temporarily delaying the process of implementing the next phase of its Durable Medical Equipment, Prosthetics, Orthotics, and Supplies (DMEPOS) competitive bidding program, commonly referred to as Competitive Bidding 2019. CMS stated that the purpose of the delay is to “allow the new administration further opportunity to review the program.” The Competitive Bidding 2019 program was initially announced on January 31, 2017 and **did not** include OTS orthoses as a product category subject to the 2019 version of competitive bidding.

The announcement of the delay indicates that the new administration has concerns regarding the future of the program. While the announcement only discussed a temporary delay in implementing Competitive Bidding 2019, it remains to be seen what will happen next.

AOPA will continue to monitor this situation and will provide updates when they are available.

Questions regarding this issue may be directed to Joe McTernan at jmcternan@aopanet.org or Devon Bernard at dbernard@aopanet.org.

AOPA's Commemorative Centennial Website is Now Live!

We are pleased to present our new website commemorating our 100 year anniversary – www.AOPA100.org. The website features AOPA's history, an interactive timeline, photo gallery, O&P stories from AOPA members, and AOPA's plans for the future. Listen to stories from other AOPA members and submit your own, and share photos for our photo gallery.



Don't forget to follow AOPA on social media for Throwback Thursday posts all year long! #aopa100!



Medicare Reconsideration Appeals Contractor Announces Expansion of the Formal Telephone Discussion Demonstration

C2C Innovative Solutions, the Medicare appeals contractor who processes all DMEPOS appeals at the second level, also known as reconsideration, has announced implementation dates for its expansion of the formal telephone discussion demonstration. This program, currently limited to DMEPOS claims in Jurisdiction C and D, will be expanded to include claims for orthoses as of February 17th and claims for prostheses as of March 17th. Claims for therapeutic shoes were added as of January 17th.

The formal telephone discussion demonstration is an opportunity for providers to interact directly with the medical review staff at C2C in an attempt to resolve issues that caused the claim to be denied by the DME MAC and subsequently denied at the redetermination level of the appeal process. To date, the demonstration has proven to be very successful with a denial overturn rate approaching 86%.

The recent announcement of the expansion of the program to both orthotic and prosthetic services provides a welcome opportunity to potentially avoid the significant delay and backlog that currently exists at the Administrative Law Judge (ALJ) level of the appeals process. Unfortunately there is no way to “sign up” for this program. Your claim(s) must be selected for review by representatives of C2C solutions. In addition, because this program was established as a demonstration project, there must be a study group (Jurisdiction C and D) and a control group (Jurisdiction A and B). As a result, it is unlikely that the demonstration project will be expanded beyond Jurisdiction C and D.

In addition to the announcement of the expanded program, C2C has indicated that they have been authorized by CMS to overlook some common reasons for claim denial if the whole of the records support the medical need for the claim. An example of this authority is the ability to overturn denials based on a missing signature on a medical record. Cases where medical necessity is lacking will continue to be denied at reconsideration. Overall, this is a tremendous opportunity for O&P providers and AOPA members who are contacted by C2C with an invitation to participate should take full advantage of the opportunity. [Read the summary of Medicare appeals final rule here.](#)

Questions regarding this issue may be directed to Joe McTernan at jmcternan@AOPAnet.org or Devon Bernard at dbernard@AOPAnet.org.

Register for the April Coding & Billing Seminar in Denver, CO

The AOPA Coding & Billing Experts are Heading to Denver, Colorado, April 10-11

AOPA experts provide the most up-to-date information to help O&P Practitioners and office billing staff learn how to code complex devices, including repairs and adjustments, through interactive discussions with AOPA experts, your colleagues, and much more. Meant for both practitioners and office staff, this advanced two-day event will feature breakout sessions for these two groups, to ensure concentration on material appropriate to each group.

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

Reserve Your Rooms Now for the AOPA 2017 Policy Forum

[Mark Your Calendars!](#)



You may now reserve your hotel rooms for AOPA's 2017 Policy Forum being held May 24-25 in Washington, DC. The Policy Forum is your best opportunity to learn the latest legislative and regulatory details and how they will affect you, your business and your patients. Make your voice heard by meeting with your Members of Congress to offer common sense solutions and share how the O&P profession restores lives and puts people back to work.

Exhibit at the 2017 AOPA O&P World Congress in Las Vegas

AOPA is currently accepting exhibit applications for the 2017 AOPA O&P World Congress, which is to be held September 6-9, 2017 in Las Vegas, Nevada in conjunction with AOPA's 100th Anniversary Celebration. Now is your chance to sign up and showcase your products at the largest O&P tradeshow in the Western Hemisphere. This world-wide convention opportunity features 4 days of high-level networking, exhibits, the latest techniques in O&P treatment, and the finest industry specific business and clinical training programs. We hope you make plans to join us. The first Congress was a great learning experience for all and with your participation we can create a larger and even more successful event.

Why you should attend:

- Research and Development expenditures in the United States are more than \$95 billion, making the United States the leader in medical innovation and creating the ideal location for a unique gathering of high visibility and importance.
- Superior Clinical Education featuring the best speakers from around the world. Hear from physicians, researchers and top-notch practitioners.
- Practical Learning and live demonstrations



- Learn how U.S. Health Care reform continues to influence patient care and global health policy.
- Networking with an elite and influential group of professionals.
- Largest Display of exhibits in the United States for the orthotic, prosthetic and pedorthic profession.
- Ideal U.S. Location chosen for travel ease and popularity.

Exhibiting at this important global event will give you the opportunity to:

- Build your customer base and increase sales;
- Experience face-to-face time with existing customers to answer questions and build relationships;
- Enjoy sponsored networking opportunities, including an opening reception in the exhibit hall;
- Take advantage of fun traffic building opportunities;
- Increase visibility for your company/organization in a targeted market;
- Host a Manufactures Workshop and/or Product Preview Theater;
- Take advantage of education sessions to learn what's happening with health care reform, Medicare, and other regulatory agencies that affect your bottom line;
- Speak to AOPA coding experts to learn what' is happening with U.S. government sponsored healthcare programs and what you need to do to sell your products in the U.S.

Check out these Exhibit Hall attractions, designed to bring customers to your booth:

- The Welcome Reception in the Exhibit Hall;
- O&P Happy-Hour Reception in the Exhibit Hall;
- Coffee Breaks and Lunch in the Exhibit Hall;
- Continuous Product Preview Theater presentations (PPTs) in the Exhibit Hall;
- Mobile device charging stations in the Exhibit Hall;
- Clinical poster presentations;

[Sign up today to exhibit at the 2017 AOPA O&P World Congress.](#) Contact Kelly O'Neill with any questions at koneill@AOPAnet.org or call (571) 431-0852.

AOPA Celebrates 100 Years in 2017 – Become a Part of the Story

AOPA will be celebrating its 100 year anniversary in 2017! AOPA will be memorializing the centennial by producing a keepsake member directory and a commemorative website. We will host special events at the World Congress in Las Vegas September 6-9, and each issue of the 2017 O&P Almanac will highlight some aspect of our shared history.

The 100th Anniversary Commemorative Who's Who Membership Directory will be printed and distributed as a gift to all of our AOPA members. In it, you will see your company name, address, and employee names – all AOPA members will be listed. The directory will also include special sections



for O&P history, technology timelines, and photographs that will showcase our members' proud heritage.

AOPA members have the opportunity to add a special message to AOPA in the directory. We are offering congratulatory ads that you can submit that would include your logo, name, and website with your message to AOPA. You can design your own or use our template. We are also collecting photographs, memorabilia, and personal stories to be used on the commemorative website, social media, and at the AOPA World Congress. [Please share here](#). Your story is our story.

[Review the details of the directory](#). We look forward to celebrating 100 years with you. [You can order your ad online](#). The deadline to reserve a space in the directory is February 15. Ad materials will need to be submitted by February 27.

Contact Bob Heiman at bob.rhmedia@comcast.net or (856) 673-4000 with any questions.

Call for Papers for the AOPA 2nd World Congress in Las Vegas

AOPA is seeking high-quality educational and research content for the Second O&P World Congress to be held September 6-9, 2017 at the Mandalay Bay Resort in Las Vegas, Nevada, USA.

Your submissions, will set the stage for a broad curriculum of high-value clinical and scientific offerings at the 2017 World Congress. All free paper abstracts for the 2017 World Congress must be submitted electronically. Abstracts submitted by e-mail or fax will not be considered. All abstracts will be considered for both podium and poster presentations. The review committee will grade each submission via a blind review process, based on the criteria below and reach a decision regarding acceptance of abstracts.

- Relevance, level of interest in topic
- Quality of Scientific Content
- Quality of Clinical Content

CLINICAL FREE PAPERS – Health care professionals with an interest in Orthotics, Prosthetics, Pedorthics and related fields wishing to present a Free Paper should [submit here](#) to have their abstracts considered for presentation at the 2017 World Congress. A model abstract has been provided with additional information [here](#).

The top scoring papers will compete for the prestigious Thranhardt Award. *Topics of interest include but are not limited to:*

- Additive manufacturing
- Microprocessor components
- Bio-sensors
- Powered joints (O&P Applications)
- Socket designs and socket issues
- Public Health topics related to O and P
- Osseointegration
- New and interesting O and P designs and clinical techniques
- Pediatric O and P
- Scoliosis
- Evidence based practice

SYMPOSIA/INSTRUCTIONAL COURSE – If you are interested in organizing a Symposium or Instructional Course, then please [submit here](#).

TECHNICIAN PROGRAM – If you would like your Technical education paper considered for submission in the Technical Track, please [submit your paper here](#). Topics of interest include but are not limited to:

- CAD and/or CAM applications
- The role of the technician in the CAD CAM environment
- The role of the technician in the Additive Manufacturing environment
- New and Cutting edge fabrication techniques and processes

BUSINESS EDUCATION PROGRAM – 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.

Upcoming AOPA Events

February 27, 2017	<i>Deadline to submit ad materials for the AOPA Directory</i> Review the details of the Directory here
March 8, 2017	<i>Marketing Your Business</i> AOPA Webinar Learn more and register here
April 10-11, 2017	<i>Coding & Billing Seminar</i> Denver, CO Learn more and register here