



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

March 2, 2017

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Visit AOPA in Booth 328 at the Academy Meeting!



Come visit AOPA at the Academy meeting in Chicago at booth 328. AOPA's Kelly O'Neill, Joe McTernan, and Ashlie White will be in the Exhibit Hall during tonight's welcome reception and during the exhibit hall's open hours until Saturday. Come get your 2017 Coding Products, discuss AOPA membership, or just say hi! All are welcome to play "Luck of the Draw" to win gift cards, coding prizes, or even free registration to the AOPA hosted World Congress!

Deadline Extended for Clinical Free Papers

Due to an overwhelming number of requests, the World Congress Clinical Planning Committee has agreed to **extend the submission date until March 8 for Clinical Free Papers**.

Submit your Clinical Free Paper Now. Submit your Orthotic, Prosthetic or Pedorthic Free Paper by March 8. The top scoring papers will compete for the prestigious Thranhardt Award and can be considered for the *Presidential Paper* designation (select that option when applying).

The deadline for submission is still **March 1** for the Technician Program. Submit your **technical paper** now.

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Try our online learning center for FREE! Access the "Boston Strong Grand Rounds" between from March 1 - April 30, 2017 and earn 2.5 scientific credits - a \$55 value.

Create an account, add the "Boston Strong Grand Rounds" to your cart and check out, then watch the video and take the quiz to earn 2.5 Scientific credits for free.

AOPAversity has 80+ videos on orthotics, prosthetics, pedorthics, technician training, marketing, growing your practice, reimbursement, and more.

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24/7

CEs automatically sent
to ABC and BOC
quarterly

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RAC Audits Set to Begin Again

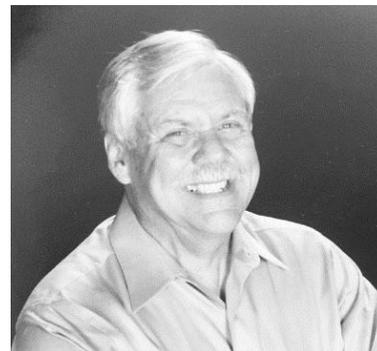
Performant Recovery, the Region 5 recovery audit contractor (RAC), has announced in a recent webinar that they plan to begin auditing/reviewing claims in March 2017. The Region 5 RAC is the national contractor responsible for auditing/reviewing all claims for DMEPOS, Home Health, and Hospice services; Performant Recovery was awarded this contract in October 2016.

At this time Performant Recovery, the previous RAC for Jurisdiction A, has not identified any O&P issues as potential target areas for future audits/reviews. To prepare for the audits be sure to review the [Approved Issues page](#) on the Performant Recovery website, as it will provide you with information on the potential target areas for future audits/review.

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

BOC Establishes Award in Remembrance of James “Jim” Newberry, Jr., BOCP, BOCO, BOCPD

The Board of Certification/Accreditation (BOC) announced the establishment of the Jim Newberry Award for Extraordinary Service, an honor named after longtime practitioner, BOC board member and leader James Newberry, Jr., BOCP, BOCO, BOCPD, who passed away in 2016.



The Jim Newberry Award for Extraordinary Service will recognize outstanding individuals who perform extraordinary service to BOC and its community of stakeholders, and who live out the superior example modeled by Newberry during his more than four decades in the field of orthotics and prosthetics. Winners might include—but are not limited to—current or former board members, test development volunteers, vendors or other business partners, certificants, personnel from BOC-accredited facilities, consultants and staff members.

Effective immediately, BOC is accepting nominations for the award and will consider nominees on an ongoing basis. Typically, there will be no more than one winner per year, and there is no requirement for BOC to name a winner every year. Upon recommendation from the chair of the BOC board of directors, in rare instances the board may select more than one winner in a given year.

The BOC board will invite winners to be their guests at a board meeting or other appropriate event to receive the award, with travel, lodging and meal expenses covered by BOC. BOC will also recognize winners in a news release and other promotional materials, including signage at BOC headquarters. Each honoree also will receive a special commemorative plaque. To submit a nomination, visit the [Jim Newberry Award page](#).

Jurisdiction D DME MAC Releases Quarterly Audit Results

Noridian, the Durable Medical Equipment Medicare Administrative Contractor (DME MAC) for Jurisdiction D, recently released the quarterly results of their ongoing audits of Knee Orthoses, Spinal Orthoses and Ankle Foot Orthoses. Between September 2016 and December 2016 Noridian reviewed a combined 1,732 claims, focusing on six codes, and here are the results:

- L0631: 138 claims reviewed and 131 claims were denied, 94% improper payment rate
- L0637: 137 claims reviewed and 131 claims were denied, 96% improper payment rate
- L1960: 188 claims reviewed and 145 claims were denied, 75% improper payment rate
- L1970: 283 claims reviewed and 210 claims were denied, 71% improper payment rate
- L1833: 660 claims reviewed and 600 claims were denied, 93% improper payment rate
- L4360: 326 claims reviewed and 320 claims were denied, 98% improper payment rate

The most common denial reasons included, but not limited to, missing/improper proof of delivery, improper/missing detailed written order, missing documentation to support custom fit criteria and missing documentation to support custom fabricated criteria.

Based on these results Noridian will continue its widespread prepayment reviews for L0361, L0637, L1960, L1970, L1833 and L4360.

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 12 deadline.

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



[Submit your comments.](#)

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.

AOPA Pilot Research Grants Announced

The American Orthotic & Prosthetic Association, in partnership with the Center for O&P Learning & Evidence-Based Practice (COPL), is proud to announce a Request for Pilot Grant Proposals in 16 potential areas of orthotic and prosthetic research including an open topic.

There are 16 topics total with a few examples listed below:

- Study community outcomes of patients, such as activity, social interactions, depression and anxiety
- Understand the effects of prosthetic component selection on community activity levels rather than in the lab
- Study the origins/clinical goals and prevalence of prosthesis prescribing patterns
- Link biomechanical performance measures to functional levels
- Open Topics - Beyond the Above Priorities, Top Quality Clinical O&P Research Topics Considered
- [See the rest of the topics in the full RFP.](#)

AOPA and COPL will give preference to grants that address evidence-based clinical application in orthotics and prosthetics. Please post this RFP and share it with your colleagues. *The deadline for proposals is April 28, 2017.*

[Read the full eligibility and application process.](#)

Register Now for the AOPA 2017 Policy Forum

Registration is now open for the 2017 AOPA Policy Forum! The Policy Forum will take place 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. Once you are armed with the facts, we as a profession will educate our members of Congress to offer common sense solutions and share how the O&P profession restores lives and puts people back to work. [Learn More and Register Now.](#)



AOPA's Commemorative Centennial Website is Now Live!

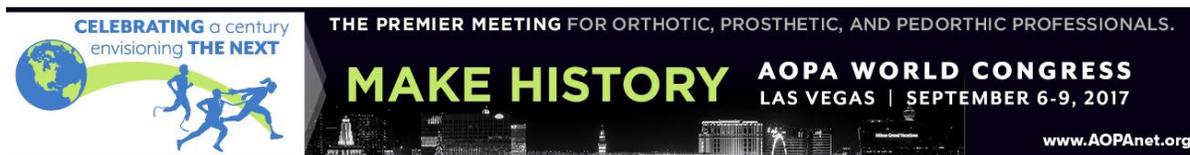
We are pleased to present our new website commemorating our 100 year anniversary – www.AOPA100.org. The website features AOPA's history, an interactive timeline, photo gallery, O&P stories from AOPA members, and AOPA's plans for the future. Listen to stories from other AOPA members and submit your own,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



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



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.

2017 AOPA Coding Products Available Now!

AOPA's intuitive coding products help you run your business, and as always, are discounted for AOPA members. [Shop in the bookstore now.](#)



The **2017 Quick Coder** provides a speedy reference to the HCPCS orthotic, shoe and prosthetic codes and modifiers. These laminated cards are durable, long-lasting and convenient to store. The estimated time of arrival is mid-January.



The **2017 Illustrated Guide** is an easy-to-use reference manual for the coding system in use for orthotics, prosthetics, and shoes. The guide includes the HCPCS code, the official Medicare descriptor and an illustration for each code. The estimated time of arrival is mid-February.



The **2017 Coding Pro** is O&P's comprehensive guide to Medicare codes, reimbursement, and medical policies. This is the single-source reference for all your coding needs! The Coding Pro CD-ROM provides updated Medicare fee schedules for all 50 states and allows you to customize and import other fee schedules used by your office. Illustrations of the codes allow you to quickly sort codes. And writing prescriptions just got easier with the prescription writing tool. The estimated time of arrival is mid-February.

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

Upcoming AOPA Events

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
May 24-25, 2017	AOPA Policy Forum Washington, DC Learn more and register here