



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief
Breaking News
June 13, 2017

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Jurisdiction D DME MAC Reports Results from Ongoing Review of Knee Orthoses
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Noridian Healthcare Solutions, who serves as the Jurisdiction D DME MAC, recently released results of its ongoing pre-payment review of knee orthoses described by HCPCS codes L1832 and L1843.

Unfortunately, the denial rate for both HCPCS codes was 100% for the claims reviewed from January 2017 through April 2017. There were 139 claims selected for review for L1832 and 117 claims selected for review for L1843. The four top denial reasons were:

- Documentation does not support custom fit criteria
- Documentation does not support coverage criteria
- Lack of response to request for additional documentation
- Proof of delivery is incomplete or missing elements

While the report from Noridian does not specify how many claims were denied for each of the reasons above, it is discouraging to continue to see claims denied for lack of response and invalid proof of delivery as these functions are completely within the capability of the O&P provider.

AOPA has had discussions with Noridian regarding potential reasons for such high denial rates, especially for knee orthoses and will continue to work with Noridian on education strategies to reduce the overall denial rate for these services.

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

AOPA Unveils New Centennial Directory



AOPA is celebrating its 100 year anniversary in 2017 and one of the ways we are celebrating is with our [Who's Who 100th Anniversary Commemorative Membership Directory](#).

This directory has O&P history, technology, contact information for all 2017 AOPA members, and a supplier listing with a detailed product index.

All AOPA member locations and advertisers had 1 physical book mailed to them (which should be arriving by next week). You can purchase additional copies [in our bookstore](#).

Sign Up for the AOPA Webinar Live Tomorrow

Don't miss this month's webinar: [Internal Audits: The Why and the How of Conducting Self-Audits](#)

What do you need to know about conducting audits? Earn 1.5 credits during the Wednesday, June 14th webinar and learn everything you need to know. [Click here to register](#). Topics for discussion include the following:

- How to create an in-house or self-audit
- Where to start when building a self-audit
- How often should you conduct self-audits?
- What can self-auditing tell you about your business?

June 2017

14

1:00 PM Eastern

New ABN Form – Effective June 21st

The Advance Beneficiary Notice of Noncoverage (ABN) form has recently been updated and approved by the Office of Management and Budget (OMB). There were no substantial changes made to the content or directions for use of the ABN form (CMS-R-131). The primary revision was to include new language informing patients of their rights to Medicare nondiscrimination practices, and how to request the ABN in a different format if required. *The revised ABN will become effective on June 21, 2017* and may be downloaded [here](#).

Complete Survey by June 23rd to Receive a Free OPC Compensation Report



Forward thinking managers are eager to receive their company's Operating Performance and Compensation (OPC) customized company report. This report, available to each AOPA member taking part in the 2017 OPC Survey, is a scorecard on how your O&P facility's operating performance compares with others of similar size and geographic location.

To receive your company's Operating Performance and Compensation customized company report, you'll need to complete the survey, which is **open until June 23rd**. It's FREE. You'll also get the opportunity for a 30 minute consultation with Industry Insights about your findings. Don't miss out on this Scorecard Opportunity! Go to www.aopa-survey.com to fill out the survey online or call 571-431-0810 for more information.

New Room Rate & Early-Bird Pricing for the September AOPA World Congress




AOPA is excited to share the great news of our new lower room rate at the Mandalay Bay. **Only \$125/night** for a great room during the World Congress at the Mandalay Bay Resort in Las Vegas! The room block will fill up early, so book your room today.

Register for the World Congress by August 7 to register at the discounted early-bird rate. Register by **July 1** for a chance to win one of two pairs of tickets to Le Rêve- The Dream, voted "Best Production Show" in Las Vegas for seven consecutive years, courtesy of Fillauer.

AOPA and our 9 international partners welcome you to expand your knowledge, grow your market presence, and advance your career at this unique global gathering. [Register now.](#)



AOPA Announces New Online Reimbursement, Coding & Policy Compendium




Co-OP New Member Benefit

The Co-OP, an online reimbursement, coding and policy resource, will serve as a collection of concise, but detailed information with links to supporting documentation.

Includes:

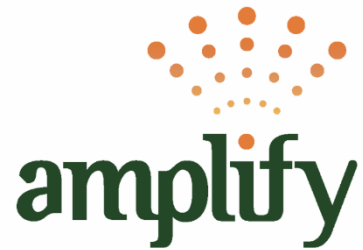
- state specific insurance policy updates,
- Lcode search capability,
- data and evidence resources,
- and so much more!



Visit www.AOPAnet.org/co-op to sign up.

Help Amplify your Patients' Voices!

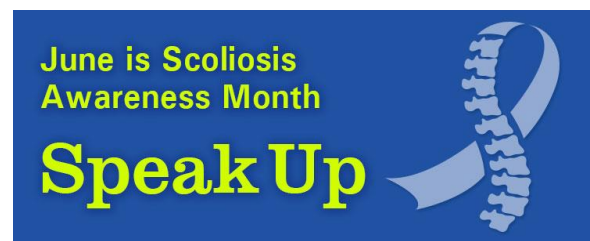
The Amputee Coalition has launched Amplify, a new initiative to help people with limb loss and limb difference use their collective voice to bring attention to the issues so many face with their insurance providers. As patient-care providers, you know that access to the appropriate care helps your patients remain mobile and achieve optimal outcomes, yet too many people struggle to get the care and devices they need approved. It's time to speak up.



If your patient has experienced challenges accessing prosthetic care – denials, lengthy appeals, or restrictions in coverage – the Amputee Coalition has a tool that can help. Please share this [new tool](#) with your patients and encourage them to write their insurers.

National Scoliosis Awareness Month

National Scoliosis Awareness Month takes place yearly in June with the goal of highlighting the growing need for education, early detection and awareness to the public about scoliosis and its prevalence within the community. The campaign also unites scoliosis patients, families, physicians, clinicians, institutions and related businesses in collaborative partnerships of local activities, events and grassroots networking throughout the month.



When in Vegas, Party with a Purpose

With the money you'll save with the lowered room rate for the 2017 AOPA World Congress, choose to attend the "Party with a Purpose" on Thursday, September 7 at 6:30 PM at the 1923 Bourbon Bar -a private and modern speakeasy inside the Mandalay Bay Resort & Casino.

The evening will include dinner, prohibition inspired specialty cocktails, access to a private cigar lounge, and a silent auction. Don't forget about the live entertainment provided by [The Moonshiners](#).

Space will be limited, so be sure to secure your spot today!

This is a special event and certain rules and restrictions may apply. For additional information about the Party with a Purpose or to register, contact Devon Bernard at dbernard@AOPAnet.org.



Wrap Up of the 2017 AOPA Policy Forum

The 2017 AOPA Policy Forum, held May 24-25, was another successful one for the record books. With the broader healthcare debate going on in Washington and across America, AOPA members came to DC to discuss the issues most important to them and their patients with their lawmakers.

The big story of the Policy Forum was the introduction in the 115th Congress of S.1191 and H.R. 2599, better known as the Medicare O&P Improvements Act of 2017. This bill, among other things, would separate O&P from DME, and allow orthotist's and prosthetist's notes to be part of the medical record for determining medical necessity.



The introduction of this legislation gave AOPA members a chance to tell a terrific story to legislators and Congressional staff during the more than 395 appointments arranged on behalf of the 100 plus O&P professionals and patients that donned their advocacy hats during the May 25th visits to Capitol Hill. In addition to lobbying for the O&P Improvements Act, attendees also requested support for additional funding for O&P research and education, support for the Veterans Bill of Rights, and a moratorium on the Draft LCD and all related lower limb audits.

Representative Brian Mast (R-FL), pictured on the right, was the opening keynote speaker for the Policy Forum, sharing his amazing story of losing both limbs as a bomb technician in Afghanistan, and his rehabilitation at Walter Reed. He reminded members of their value to patients like him, and set the stage for the advocacy briefings that followed throughout the afternoon program. Other members of Congress joining him for the briefings were Senator Bill Cassidy (R-LA), a physician, who [has emerged as a critical vote in the ACA Repeal-and-Replace efforts](#), and Representative Brad Wenstrup (R-OH), a doctor of podiatric medicine. The O&P PAC sponsored a lunch for Rep. Mast, a reception for Senator Cassidy and a breakfast for Rep. Wenstrup that were all well-attended and provided an opportunity for AOPA members to engage in serious conversations about the challenges facing O&P providers and patients in a personal environment.



The newest and exclusive AOPA member benefit, the Co-OP, was introduced at the Policy Forum. The Co-OP is an online reimbursement, coding and policy resource that includes a collection of detailed information with links to supporting documentation for the topics most important to AOPA members. Stay tuned for more information from the 2017 AOPA Policy Forum and updates on current O&P legislation discussed during the Policy Forum.

Issues and Position Papers

[Competitive Bidding](#)

[American Health Care Act](#)

[Veterans Bill of Rights](#)

[Medicare O&P Improvement Act](#)

[Draft Lower Limb LCD Moratorium](#)

[Wounded Warrior Workforce Enhancement Act](#)

See more photos at [AOPA's Flickr site](#).

Thank you to our 2017 AOPA Policy Forum Sponsors!



Register for the July Coding & Billing Seminar in Pittsburgh, PA

Join the AOPA Billing & Coding Experts July 17-18 in Pittsburgh, PA

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

July 12, 2017	<i>Know Your Resources: Where to Look to Find the Answers</i> AOPA Webinar Learn more and register here
July 17-18, 2017	<i>Coding & Billing Seminar</i> Pittsburgh, PA Learn more and register here
August 9, 2017	<i>What the Medicare Audit Data tells us & How to Avoid Common Errors</i> AOPA Webinar Learn more and register here