



American Orthotic & Prosthetic Association

www.AOPAnet.org

**AOPA In Advance SmartBrief**  
**Breaking News**  
**July 11, 2017**

**AOPA Headlines:**

**[Complete Survey to Receive a Free OPC Compensation Report – NEW Deadline July 14th](#)**

**[Sign Up for the AOPA Webinar Live Tomorrow](#)**

**[AOPA's Centennial Directory Now Available to Case Managers](#)**

**[Healthcare Compliance & Ethics Week \(HCEW\) November 5-11, 2017](#)**

**[BOC Announces First Newberry Award Recipient](#)**

**[AOPA is Looking for Legislative Contacts – Do you have a Relationship with a Legislator?](#)**

**[Jurisdiction D Reports Pre-Payment Audit Results](#)**

**[Register by August 7<sup>th</sup> for Early Bird Pricing to Attend the AOPA World Congress](#)**

**[When in Vegas, Party with a Purpose](#)**

**[Last Call to Register for the Coding & Billing Seminar in Pittsburgh, July 17-18](#)**

**[Upcoming Events](#)**

**Complete Survey to Receive a Free OPC Compensation Report - NEW Deadline July 14th**



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 by the **new extended deadline – July 14th**. 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](http://www.aopa-survey.com) to fill out the survey online or call 571-431-0810 for more information.

## Sign Up for the AOPA Webinar Live Tomorrow

Don't miss this month's webinar: [Know Your Resources: Where to Look to Find the Answers](#)

July 2017

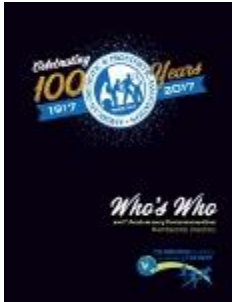
12

1:00 PM Eastern

What do you need to know about documentation? Earn 1.5 credits during the Wednesday, July 12th webinar and learn everything you need to know. [Click here to register.](#) Topics to be discussed include:

- Learn how to navigate the CMS website
- What information can be found on the PDAC website?
- What information can be found on your DMA MAC websites?
- Which Medicare Manuals apply to O&P?
- Where do I go to find out about appeals?

## AOPA's Centennial Directory Now Available to Case Managers



As part of AOPA's 100 year anniversary activities, AOPA has produced our [Centennial membership directory](#). In addition to history and technology, the directory includes contact information for all 2017 AOPA members and a supplier listing with a detailed product index, making it helpful for networking and providing referrals. AOPA is pleased to announce that the directory is now being featured in the Commission for Case Manager Certification (CCMC) newsletter. CCMC is the largest membership organization for case managers, with a total of 47,874 members. A description and link to the downloadable directory will appear in their bi-weekly online newsletters for 7 weeks. Part of AOPA's mission is to help members raise awareness and understanding of the industry and the association. Case managers are an important link between patients needing referrals and AOPA members.

AOPA members can purchase additional copies of the directory in our [bookstore](#).

## Healthcare Compliance & Ethics Week (HCEW) November 5-11, 2017

Mark November 5-11 on your calendar for Healthcare Compliance & Ethics Week! AOPA is celebrating and providing resources for members, many of them at no cost, to facilitate participation during the week and leading up to it. We will be sending out daily compliance tips and the chance to win prizes during HCEW week, and providing special educational opportunities.

We've made it easy to participate with White Papers, Samples and low or no cost education. (Access here)



- White Paper: Why Do I Need a Compliance Plan?
- Sample Emails to send your staff - tips on Compliance, how to announce your daily activities
- Checklist: 10 Easy Steps to Participate

### Webinars ([Learn more and register](#))

Gift Giving: Show your Thanks & Remain Compliant	Nov. 8	\$99 AOPA members \$199 non members
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"Three Amigos" of a Compliance Program- Compliance Officer, Legal, and Human Resources-Can Work Together to Support and Advance an Effective Compliance Program	Nov. 9	FREE for members \$50 nonmembers
Teaching Professionalism and Ethics during Residency	Nov. 10	FREE for members \$50 nonmembers

**Products** ([See more here](#))

	<p><b>Compliance Handbook</b>  Price: AOPA Members: \$159  Non Members: \$318.00  This newly updated Compliance Handbook helps patient care facilities follow the fraud and abuse prevention guidelines recommended by the Office of the Inspector General (OIG). This product will assist you in developing a compliance plan for your facility, including guidelines for developing a standard of conduct, billing policies and procedures and much more. With the help of the AOPA Compliance Handbook CD, you will be able to create an effective Audit/Quality Assurance program to monitor compliance and conduct introductory training sessions for employees.</p>
	<p><b>Healthcare Compliance &amp; Ethics Week Bundle</b>  Price: \$35.00  4 tumblers - text "Make Good Choices"  4 pens - text "Make Good Choices"  1 poster - text "In any moment of decision, the best thing you can do is the right thing", Theodore Roosevelt</p>

**BOC Announces First Newberry Award Recipient**

The Board of Certification/Accreditation (BOC) has announced that Harry “J.R.” Brandt, BOCO, CO, LO as the inaugural recipient of the Jim Newberry Award for Extraordinary Service. In making the announcement, BOC Board Chair L. Bradley “Brad” Watson, BOCO, BOCP, LPO commented that Brandt is a highly respected practitioner and orthotics and prosthetics (O&P) advocate, and has played a significant role in BOC’s growth and success.



Brandt is a former member and chairman of BOC’s board of directors, and as such was instrumental in developing BOC’s accreditation process. He also supervised BOC’s cadre of expert site surveyors, and served as a BOC representative to the O&P Alliance and as a test development volunteer. Throughout his career, Brandt has demonstrated expert knowledge of O&P, specifically of Medicare and other accreditation standards. He is well-known for providing outstanding service to his patients and extraordinary dedication to mentoring others in his field. In addition to

an upcoming celebration event, BOC will also commemorate Brandt and subsequent award winners on the Jim Newberry Award web page and on signage to be displayed at BOC headquarters.

### **AOPA is Looking for Legislative Contacts - Do you have a Relationship with a Legislator?**

AOPA needs a few good men and women to advance our advocacy efforts. Many AOPA members have treated a member of Congress, or member of their family. Or maybe you know a member of the U.S. House or Senate because you go to the same church, or your children go to the same school, or play on the same soccer team.

In the end, all politics is local. AOPA is starting a systematic plan to identify AOPA members who may either have such an existing relationship with their legislator, or are interested and have a path where they can develop such a relationship. Making a "cold call" and asking your legislator to help with something is hard - both for you as constituent and for your legislator, who clearly can't say "yes" to everyone. On the other hand, if you have built a relationship when there isn't an "ask," have invited your legislator to visit your practice, have educated him/her about the care you provide to their constituents, maybe have supported them at a fundraiser, then it becomes much more natural to ask for help when you really need it.

Contact Lauren Anderson at [landerson@AOPAnet.org](mailto:landerson@AOPAnet.org) with the name of your legislative contact.

### **Jurisdiction D Reports Pre-Payment Audit Results**

Noridian Healthcare Services, which serves as the Jurisdiction D DME MAC, recently released results of pre-payment audits for walking boots described by L4361 and spinal orthoses described by L0648 and L0650. While the overall denial rates for these audits remain high, they are slightly lower than they have been in the past which is an encouraging sign.

The pre-payment review for L4361 included 704 claims, of which 462 were denied for an overall denial rate of 66%. Common reasons for denial included failure to respond to requests for additional documentation, invalid proof of delivery documentation, and an incomplete or missing detailed written order.

The pre-payment review for L0648 included 399 claims, of which 314 were denied for an overall denial rate of 79%. The pre-payment review for L0650 included 1,126 claims, of which 986 were denied for an overall denial rate of 88%. In addition to the reasons above, many claims for these spinal orthoses were denied as same or similar to a previous claim.

Based on the overall denial rates, Noridian will continue its pre-payment review of services described by L4361, L0648 and L0650. Questions regarding this issue may be directed to Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org).

## Register by August 7<sup>th</sup> for Early Bird Pricing to Attend the 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!

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](#).



## When in Vegas, Party with a Purpose

With the money you'll save on 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](mailto:dbernard@AOPAnet.org).



## Last Call to Register for the Coding & Billing Seminar in Pittsburgh, July 17-18

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

There is still space to register for the July Coding & Billing Seminar. 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

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