



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief
Breaking News
April 5, 2018

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Filing Deadline April 11 for the Low Volume Appeals (LVA) Initiative

For those suppliers whose NPI numbers end in an odd number (1,3, 5, 7, 9) and have fewer than 500 appeals pending at Administrative Law Judge level or higher, and each appeal has a total billed amount of \$9,000 or less, you may file an expression of interest for a limited settlement agreement. The agreement will result in a timely one-time partial payment of 62% of the net Medicare approved amount of the appeals in question.

If your NPI number ends in an odd number and you wish to take part in the LVA your [expression of interest](#) must be filed by April 11, 2018.

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

New Medicare ID Cards are being Mailed this Month

Just as a reminder the first two waves of mailings of the new Medicare ID cards with a Medicare Beneficiary Identifier (MBI), instead of the current Health Insurance Claim Number (HICN), have begun this month and will continue until June. The first wave includes beneficiaries in: Delaware, District of Columbia, Maryland, Pennsylvania, Virginia, and West Virginia. The second wave includes beneficiaries in: Alaska, American Samoa, California, Guam, Hawaii, Northern Mariana Islands, and Oregon. With these mailings Medicare will start the transition period of allowing claims to use either the old HCIN or new MBI. To review what to expect with the new ID cards and what you can do to prepare please read the reimbursement page in the [November 2017 issue of the O&P Almanac](#).

NAAOP Announces Unique Public Policy and Advocacy Fellowship

The National Association for the Advancement of Orthotics and Prosthetics (NAAOP) is offering a health policy/advocacy fellowship this summer in Washington, DC. The fellow must use a prosthesis or custom orthosis and be interested in advocacy. This will be a great opportunity for someone so please share with any patients or colleagues who may fit the bill! The NAAOP Fellowship is a paid, 10-week summer program based in Washington, D.C. The fellow will learn about orthotic and prosthetic (O&P) policy, advocacy, and how NAAOP and other O&P organizations function on behalf of the O&P community and within the broader rehabilitation and disability policy and advocacy community at the federal level. [Click here to access this opportunity](#).



Thank you to our Supplier Plus Members

The logo for Allard USA, featuring the word 'allard' in a blue, lowercase, sans-serif font, with 'USA' in a smaller, blue, uppercase font to its right.

The logo for Cascade daFO, with 'CASCADÉ' in a blue, uppercase font and 'daFO' in a black, lowercase font below it.

The logo for Cascade, featuring a stylized blue wave graphic above the word 'Cascade' in a blue, sans-serif font, with the tagline 'The Largest Independent O&P Distributor' below it.

The logo for Fillauer, featuring the word 'Fillauer' in a blue, cursive script font.

The logo for NAKED PROSTHETICS, with 'NAKED' in a large, bold, blue, sans-serif font and 'PROSTHETICS' in a smaller, blue, sans-serif font below it.

The logo for Ottobock, featuring the word 'ottobock.' in a blue, lowercase, sans-serif font.

The logo for SPS, featuring a blue square icon with a white cross-like shape to the left of the letters 'SPS' in a bold, blue, sans-serif font. Below it is the tagline 'More than distribution. Partnership.' in a smaller, blue font.



The logo for WillowWood, featuring the word 'WillowWood' in a blue, cursive script font.

AOPA Confirms K0903 Medicare Fee Schedule at Same Rate as A5513

Recently, AOPA announced an important Advocacy victory regarding the Medicare fee schedule amount for K0903, the newly created HCPCS code used to describe direct milled, custom fabricated diabetic inserts. When K0903 was first announced, CMS indicated that the Medicare fee

schedule would be approximately \$5.00 less than the current fee schedule for A5513 which describes custom fabricated diabetic inserts molded over a positive model of the patient's foot. AOPA challenged this position and presented several arguments that supported the direct crosswalk of the Medicare fee schedule for A5513 to the fee schedule for K0903.

Last week, AOPA announced that CMS had issued a bulletin indicating that the fee schedule for K0903 would be set at \$43.56, the current Medicare fee schedule for A5513. CMS has released the Medicare fee schedule update for April 1, 2018 and AOPA has confirmed that the Medicare allowable for K0903 has indeed been established at \$43.56, the identical fee schedule amount for A5513.

AOPA is proud of this advocacy victory, not only for what it represents for providers of diabetic inserts, but also for the precedent that it sets for future issues involving the use of scanning and other technology to create alternate manufacturing processes in orthotics and prosthetics.

Join AOPA in Leipzig, Germany: May 15-18



Consider joining AOPA in Leipzig, Germany May 15-18 for the largest exhibition in the world dedicated to orthotics and prosthetics. AOPA is co-hosting the U.S. Pavilion with Kallman and Associates. The Pavilion will provide AOPA supplier members with an interpreter,

refreshments and a comfortable meeting place. Should you have questions about exhibiting please contact Mark Alt, Vice President of International Events, Kallman Associates at (201) 652-7070, ext 111 or email mark@kallmanexpo.com. If you'd like to learn more about OT World visit www.ot-world.com.

UCSF Hosting O&P Innovation and Tech Symposium in San Francisco, May 11-12

The conference mission is to foster emerging technologies that can advance patient care and have a transformative impact on the field of orthotics and prosthetics. [Learn more.](#)



Opportunities for Clinical O&P Research Support from AOPA – April 30th Deadline

The American Orthotic & Prosthetic Association is proud to announce 5 Requests for Proposals for separate research grants.

As part of AOPA's Orthotics 2020 initiative, we are committed to making a major leap forward in clinical research that can answer some of the most important and profound issues about Orthotics. AOPA, together with its many partners among O&P manufacturers, patient care companies, and others entities committed to an evidence-driven future for O&P, will be funding one grant for each topic below in amounts of up to \$60,000-\$75,000, varying by topic - see each RFP for the specifics of the grant.

1. [Orthotic Treatment for Stroke Patients](#)
2. [Back Bracing](#)
3. [Osteoarthritis of the Knee](#)
4. [Orthotic Treatment for Plagiocephaly in Pediatric Patients](#)

In partnership with the Center for O&P Learning & Evidence-Based Practice (COPL), AOPA is accepting applications for pilot grants for up to \$15,000-\$30,000 for ten O&P topics, including an open topic (multiple grants will be funded).

- [Pilot Grant RFP](#)

The deadline for all proposals is April 30, 2018.

If you have any questions, please contact Yelena Mazur at ymazur@AOPAnet.org or 571/431-0876.

AOPA Submits Comments on Proposed Rule that Would Impact Coverage of Essential Health Benefits

On March 6, 2018, AOPA submitted comments on a proposed rule that would change the definition of the term “employer” as it relates to association health plans and the requirement to cover “essential health benefits” under provisions of the Affordable Care Act (ACA).

The proposed rule states that by expanding the definition of the term “employer” association based health plans will have new opportunities to negotiate terms with insurance companies that will benefit its members. AOPA’s primary concern with the proposed rule is that the proposed expansion of association health plans will significantly reduce the requirements for these plans to provide coverage for health benefits, including orthotics and prosthetics, which have been designated as essential health benefits by provisions of the ACA.

[AOPA’ full comments may be reviewed by clicking here.](#)

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

Attend the San Antonio Coding & Billing Seminar April 30-May 1

When: April 30 – May 1

**Location: The San Antonio Marriott Riverwalk
889 E Market St
San Antonio, TX 78205**

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](#)

Book your hotel by April 6 for the \$179/night rate by calling 800/648-4462 or [online](#). Register by March 30 for early bird rate. Questions regarding the seminar may be directed to Joe McTernan at (571) 431-0811 or Devon Bernard at (571) 431-0854.

Exhibit at the AOPA National Assembly – Sept. 26-29 in Vancouver, Canada



AOPA is currently accepting exhibit applications for the 2018 AOPA National Assembly which is to be held September 26-29, 2018 in beautiful Vancouver, Canada. 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.

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

- Build your customer base and increase sales by meeting with Facility Owners and decision-making practitioners.

- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening welcome reception in the exhibit hall.
- Take advantage of fun traffic-building opportunities.
- Take advantage of education sessions to learn what's happening with U.S. health care reform, Medicare, and other regulatory agencies that affect the success of your products.
- Increase visibility for your company/organization in a targeted market.
- Host a Manufacturer's Workshop and/or Product Preview Theater presentation.
- Speak to AOPA coding experts to learn what's happening with U.S. government sponsored healthcare programs.
- Increase your exposure through a wide variety of advertising and sponsorship opportunities.
- Hear from top-researchers and clinicians to learn what products and support is needed from manufacturers.
- Participate in key education programs and plenary sessions.
- Benefit from global exposure.
- Much more!

[Click here to sign up](#) today to exhibit at the 2018 AOPA National Assembly. Questions? Contact Kelly O'Neill at kelly.oneill@AOPAnet.org or call (571) 431-0852.



Easy day trips and tours in Vancouver!

Join us for the 2018 AOPA National Assembly in Vancouver, BC, Canada, September 26-29 and take advantage of the wonderful location to take easy daytrips and tours of the region. AOPA has partnered with Landsea Tours & Adventures to offer AOPA Assembly attendees, and their travelling companions, special rates on sightseeing tours of Vancouver and the surrounding areas. Landsea is offering 7 different tours, from a four hour tour of Vancouver city highlights, to longer trips to Capilano Suspension Bridge Park, Whistler, Victoria, the Sea to Sky Gondola, and more. [See the tour options](#). Don't forget to renew your passport if necessary!

Upcoming AOPA Events	
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| April 11, 2018 | <i>Enhancing Cash Flow & Increasing Your Accounts Receivable</i>
AOPA Webinar
Learn more and register here |
| April 30 – May 1, 2018 | Coding & Billing Seminar
San Antonio, Texas
Learn more and register here |
| May 9, 2018 | <i>Coding: Understanding the Basics</i>
AOPA Webinar
Learn more and register here |