



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

January 24, 2012

Volume 16, Number 2

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or

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Newsletter Feedback

We invite your comments and questions. Please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P NEWS

Texas Passes Bill Providing for a Separate Definition of O&P from DME

In a victory for O & P Texas' Governor signed into law on May 9, 2011, S.B. 874, which requires the Health and Human Services Commission (HHSC) in Texas to establish a separate provider type for O & P providers for enrollment as a provider under Medicaid. This bill also prohibits O & P providers from being classified under the durable medical equipment provider type by HHSC or an agency operating a segment of the medical assistance program (when appropriate).

In Texas, orthotists and prosthetists are required to be licensed. The Texas Board of Orthotics and Prosthetics oversees and regulates orthotists and prosthetists and their facilities. Texas Medicaid & Healthcare Partnerships (TMHP) is currently in the process of switching enrollment processes to allow licensed orthotists and prosthetist to enroll as an orthotists or prosthetist provider under Texas Medicaid. Prior to this change, O & P providers were enrolled as durable medical equipment (DME) providers. Going forward, for dates of service after June 1, 2012, TMHP will only reimburse orthotic and prosthetic services to providers who are enrolled as an orthotists or prosthetist. TMHP will no longer reimburse DME providers for O & P services after May 31, 2012.

Questions? Contact Catherine Graf at cgraf@AOPAnet.org or (571) 431-0807.

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AOPA's Essential Coding and Billing Seminar is Coming to Tampa!

Join **AOPA** in Tampa, Florida for the first Essential Coding and Billing Seminar of 2012. The seminar will take place February 6-7 at the Hyatt Regency in downtown Tampa, FL. Many of your colleagues have already benefited from our previous seminars, but you can be the first to benefit from the newly revamped Essential Coding & Billing Seminar, where you will:

- Learn how to code new complex devices, through interactive discussions with **AOPA** experts and your colleagues;
- Join in-depth discussions on billing rules, for Medicare and private payers and learn what the documentation expectations are;
- Learn how to assess risk areas in your practice and deal with them;
- Learn successful appeal strategies and hints on avoiding claim denials;
- Attend break-out sessions for practitioners and office staff;
- Review detailed information on hot topic issues in O&P, including current trends that may affect your business; and
- Earn 14 continuing education credits in two days

Seminar attendees enjoy a rate of \$147/night single/double occupancy at the Hyatt Regency. Make your hotel reservations by calling (813) 225-1234. The cost of attending the seminar is \$550 for members/\$750 for non-members. Any additional attendees from the same office get a \$50 discount, just \$500 for members and \$700 for non-members.

This is a small price to pay, to learn how to document and avoid future claim denials.

Join us in Tampa, bring your toughest coding questions or submit them when you register, and spend an informative two days with **AOPA's** experts and your colleagues.

[Click here to register for the February 6-7 AOPA Essential Coding and Billing Techniques Seminar.](#)

Questions? Contact Stephen Custer at (571) 431-0876 or scuster@AOPAnet.org or Devon Bernard at (571) 431-0854 or dbernard@AOPAnet.org.

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AOPA Addresses a Particular ACO Question: Can an O&P provider participate in more than one Medicare Shared Savings Program ACO?

An O&P provider can participate in more than one Medicare Shared Savings Program ACO, subject to certain criteria.

The only circumstances in which a participant in an ACO may be limited to participating in only one ACO is if the participant is a primary care provider. We are not aware of any circumstances where an O&P facility would be considered as a primary care provider. In such circumstances, ACO participants are not required to be exclusive to one Medicare Shared Savings Program ACO. This means an O&P ACO participant is not limited to participating in only one Medicare Shared Savings Program ACO.

Please note that this only applies to participating in multiple ACOs within the Medicare Shared Savings Program. There are other ACOs, for example, operating in the private sector, and O&P providers will need to check the rules of such non-Medicare Programs for any rules they may have on multiple participation.

Questions? Contact Catherine Graf at cgraf@AOPAnet.org or (571) 431-0807.

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AOPA FDA Compliance Workshop to Explore Emerging Concerns in O&P

Join **AOPA** on February 24, 2012 in Baltimore, MD at the Sheraton Inner Harbor for an exclusive one-day seminar examining the compliance policies required of O&P by the US Food and Drug Administration (FDA). FDA regulatory compliance awareness is important to provide O&P manufacturers, suppliers, component manufacturers, and distributors with a basic understanding of FDA regulations that apply to the O&P industry. Regulatory compliance training is critical for ensuring your organization's understanding of applicable FDA regulations as it relates to manufacturing & distributing practices, medical devices & device classification, and forms, fees, and key contacts. Penalties are severe if your company is in non-compliance ranging from fines to product recall.

AOPA is offering this compliance training in the wake of reports from members of increased FDA activity. A major interest is whether FDA good manufacturing practices (GMP) applies to O&P Patient Care Facilities, especially those with central fabrication companies.

[Click here to register.](#)

Questions? Catherine Graf at cgraf@AOPAnet.org or (571) 431-0807 with content questions. And contact Steve Custer at scuster@AOPAnet.org or 571/431-0876 with registration questions.

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AOPA's Conference Call with Patient Care Facility Highlights Critical Issues Facing O&P

On January 11, more than 75 **AOPA**-member patient care facilities participated in **AOPA**'s first "member update" conference call of 2012. The call was hosted by **AOPA** President Tom DiBello, CO,

FAAOP and **AOPA** Executive Director Tom Fise. The intent of the call was, and the intent of the subsequent member update calls that will occur in 2012 is, to keep patient care facilities apprised of **AOPA's** actions related to policy, regulations, and research that affect O&P.

[Click here to read a summary of the conference call and review the topics that were covered.](#)

AOPA will announce in upcoming issues of ***AOPA in Advance*** the next patient care facility conference call.

Questions? Contact Stephen Custer at scuster@AOPAnet.org or (571) 431-0876.

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2012 AOPA Products and Services Catalogue Now Available

AOPA's 2012 Products and Services Catalogue contains a comprehensive index of all events, resources, business solutions and products that **AOPA** provides. Make sure that your practice is taking advantage of all **AOPA** services that are provided at either no cost or reduced cost to members including **AOPA's** newsletters, the O&P Almanac magazine, business management monographs, meetings, webcasts, audio conferences, and reference manuals.

[Click here to see AOPA's 2012 Products and Services Catalogue.](#)

Of particular relevance to members, the 2012 Quick Coders have arrived and are now available for purchase and shipping.

Questions? Contact Michael Chapman at mchapman@AOPAnet.org or (571) 431-0845

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Register for AOPA's February 8 Audio Conference: "Resources for O&P Patient Care Facilities"

Have you wondered where to find an answer to a question when the **AOPA** offices are closed? Ever have trouble navigating the CMS website? If you have ever faced this challenges, attend this month's **AOPA**iversity audio conference. This conference will provide you with the tools to help answer most of your O&P coding and billing questions, or at least get you pointed in the right direction.

- **AOPA's** LCodeSearch.com member benefit;
- Quickly find information on the CMS website;
- How to use your DME MAC websites as a resource;
- What type of information can be found on the PDAC website

The audio conference begins at 1 PM (EDT), the cost of participating is \$99 per line for **AOPA** members (\$199 for non-members), and any number of employees may listen on a given line. Listeners can earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80 percent. Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854 with content questions.

[Click here to register for the audio conference.](#)

Questions? Contact Stephen Custer at scuster@AOPAnet.org (571) 431-0876.

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O&P PAC Corner

The O&P PAC Corner provides updates on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&P PAC has supported. The O&P PAC recently received donations from the following **AOPA** member:

- John Ruzich, CP, LP

The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House and Senate to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

In order to participate in and receive information about the O&P PAC, federal law mandates that you must first sign an authorization form.

[Click here to view and sign an O&P PAC authorization form.](#)

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854, or Catherine Graf at cgraf@AOPAnet.org or (571) 431-0807.

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Announcing 2012 Policy Forum: April 17-18 in Washington, DC

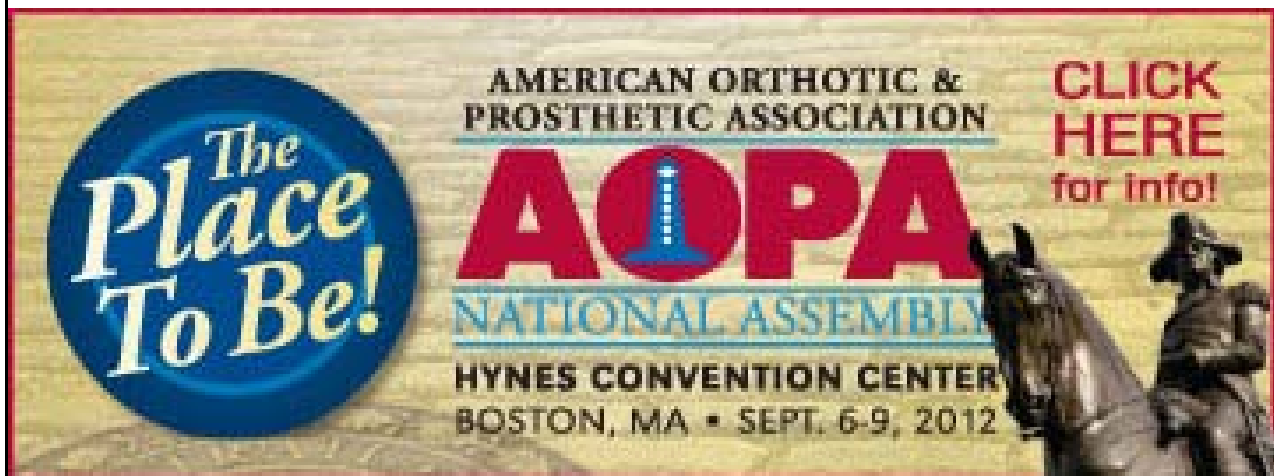
The Policy Forum is once again being held at the L' Enfant Plaza Hotel in Washington, DC on April 17-18. Join **AOPA** and your fellow colleagues to learn about important federal policy issues and meet with your legislators to advocate on behalf of critical issues affecting the O & P field. Make a difference for the entire profession and enjoy our historic city, with easy access to all the attractions of our nation's capital from this ideal location. Registration is \$125 per person.

[Click here for more information about the 2012 AOPA Policy Forum.](#)

[Click here to register for the 2012 AOPA Policy Forum.](#)

Questions? Contact Catherine Graf at cgraf@AOPAnet.org or (571) 431-0807.

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The banner features a blue circular logo on the left with the text "The Place To Be!". To the right, the text reads "AMERICAN ORTHOTIC & PROSTHETIC ASSOCIATION" above the large "AOPA" logo, which has a stylized prosthetic foot inside the letter 'O'. Below "AOPA" is "NATIONAL ASSEMBLY" and "HYNES CONVENTION CENTER BOSTON, MA • SEPT. 6-9, 2012". On the far right, a red box contains the text "CLICK HERE for info!". The background of the banner shows a person riding a horse.

FINAL WEEK to Submit Abstracts for Clinical and Business Presentations at the 2012 AOPA National Assembly

AOPA is excited to announce this **"Call for Papers" for the 95th Annual AOPA National Assembly to be held September 6-9, 2012 in downtown Boston**. The "call for papers" requests that all interested presenters submit an abstract of their proposed scientific paper or description of their proposed business paper. Presentations will be selected from among papers received by the **AOPA** Assembly Program Committee. Currently, submissions are being accepted for the following **AOPA** National Assembly programs and awards:

- **Clinical Presentations and Award Winning Thranhardt Lectures:** Your submissions, based on sound research and strong empirical data, will set the stage for a broad curriculum of highly valued clinical and scientific offerings at the 2012 AOPA National Assembly. [Click here to submit your Clinical Abstracts.](#)
- **Business Presentations and Sam E. Hamontree, CP Award Submissions:** AOPA is looking for qualified O&P professionals and business management experts who have significant business experience. Join the ranks of our profession's recognized experts and share your knowledge and know-how at the 2012 **AOPA** National Assembly. [Click here to submit your business presentation for consideration as a general business program or the Hamontree Award.](#)
- **Poster Presentations:** Present your research findings or a particular case presentation at the 2012 **AOPA** National Assembly. Presentations should be a graphical display in a poster format using photographs, diagrams, flowcharts and graphs and any sample educational materials developed. Applications for poster presentations will be accepted through July 1, 2012. [Click here to submit abstracts for a poster presentation.](#)
- Otto and Lucille Becker Award will be presented for the best orthotic abstract submitted and the Edwin and Kathryn Arbogast Award for the best prosthetic abstract submitted by a qualifying student or resident. [Click here if you are a student and/or resident to submit your abstract.](#)

Eligible presenters will receive a complimentary full-conference registration for the 2012 **AOPA** National Assembly. Due to programming time constraints and the volume of abstracts typically received by the committee, please remember that only top-quality papers will be accepted for presentation at the 2012 Assembly. Submissions for Clinical and Business Presentations will be accepted through January 31 and Poster Submissions will be accepted through July 31.

Questions? Contact Tina Moran at tmoran@AOPAnet.org or (571) 431-0808.

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O&P RESOURCES FROM AOPA

Check Out the AOPA Job Board for New Opportunities in O&P

If you need a position filled at your business or are interested in looking at other job possibilities within the O&P field, check out the [AOPA Online Job Board](#). The online job board sports a freshly updated look and an easy-to-navigate profile creation system.

And remember: if you advertise on the Online Job Board and decide to also advertise in the *O&P Almanac*, then you'll receive a 5 percent discount on the cost of advertising in the *Almanac* and on the Job Board.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P INSIDER'S TRACK

The Only Up-to-the Minute O&P Newsline

People in the News

Eric Robinson has been named Chief Marketing Officer (CMO) of [Comprehensive Prosthetics & Orthotics \(CPO\)](#).

[The Fillauer Companies](#) announced that **Tracy Ledford** has been appointed to Mid-Atlantic Area Sales Manager.

[Linchpin Strategies'](#) President **Catriona Macdonald**, one of AOPA's policy consultants working on behalf of AOPA in Washington DC, announced that the company has been named by *National Journal* one of the top women-owned lobbying firms in Washington, DC.

The [Northwest Chapter AAOP](#) announced that it is currently accepting abstracts for its annual educational and scientific meeting to be held May 2-5, 2012 near Seattle, WA.

[Otto Bock](#) announced the hiring of **Brian Long** as a Technical Orthopedics sales representative in the North Texas and Oklahoma area.

Kristin Cummins, MS OTR/L, has joined [Westcoast Brace & Limb](#) as Clinical Specialist in Functional Electrical Stimulation.

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Businesses in the News

[OPAF](#) & The First Clinics announced that the [American Board for Certification in Prosthetics, Orthotics & Pedorthics \(ABC\)](#) has become a Silver Level Sponsor for 2012

The [Mississippi Prosthetic & Orthotic Association](#) announced its February 24 continuing education program scheduled for 2012. [Click here](#) for more information and [click here](#) to register. Please join us on, 2012 for "New Perspectives in Functional Gait Biomechanics."

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on February 7. So if you have a new employee or a new office, tell us! Share your news with the over 15,000 readers of the *O&P Almanac* and **AOPA In Advance** newsletter. Contact Steven Rybicki at srybicki@AOPAnet.org.

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