



**American Orthotic &  
Prosthetic Association**

# AOPA in Advance

Breaking News for O&P Professionals

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## In This Issue

### O&P NEWS:

- Medicare Medical Policy Changes Effective February 4, 2011
- Your Help Needed: Member Survey Participation Helps AOPA Plan for Future
- Announcing AOPA's First Advanced Coding and Billing Seminar of 2011
- Reminder: NPI Must Reflect Complete Company Legal Name
- February 9 Audio Conference: "Using the Lower Limb Prosthesis Medical Policy to Your Advantage"
- 2011 AOPA Assembly Announcement: A Room Rate So Low, You'll Think It's a Mirage!
- Snell's Orthotics and Prosthetics Celebrates its 100th Anniversary
- 2011 QuickCoders Now Available!
- Save the Date! 2011 AOPA Policy Forum Planned
- Deadline Approaching: 2011 AOPA National Assembly's Call for Papers: Now Accepting Clinical and Business Abstracts
- 2011 AOPA National Assembly: Poster Presentations

### O&P RESOURCES FROM AOPA:

- New for 2011: Online Renewal System for Your AOPA Membership
- Check Out the Redesigned AOPA Job Board for new Opportunities in O&P
- The 2011 Audio Conference Series from AOPA
- Is Your Practice Missing the BOAT?

### INSIDER'S TRACK:

- People in the News
- Businesses in the News
- Send Us Your News!

## Contact Us

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### Newsletter Feedback

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

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## O&P NEWS

### Medicare Medical Policy changes Effective February 4, 2011

The AFO/KAFO, External Breast Prosthesis, KO and Therapeutic Shoe Medicare medical policies contain changes that will go into effect for claims with a date of service on or after February 4, 2011. All four policies have removed the automatic down coding to the least costly alternative provision. Claims for certain codes will now be denied, as not medically necessary and no payment will be made if coverage criteria set forth in policy has not been met.

Besides the revision of the least costly alternative, the policies had some other revisions, which will also go into effect on February 4, 2011.

#### **AFO/KAFO Policy**

The newly created L4631 code will only be covered if the patient has a diagnosis of 713.5 (Arthropathy associated with neurological disorders) and the device meets the following definition:

1. Designed to maintain the foot at a fixed position of 0° (i.e. perpendicular to the lower leg); and,
2. Allows for varus or valgus deformity correction; and,
3. Contains a rocker bottom sole with a custom arch support; and,
4. Incorporates a rigid anterior tibial shell; and,
5. Used by a patient who is ambulatory; and,
6. Has a soft interface.

#### **KO Policy**

A sprain of other specified sites of the knee and leg, ICD-9 code 844.8, is now considered an acceptable diagnoses for the provision of L1830, L1832, L1834 and L1843-L1846, as long as all other coverage criteria is met.

#### **Breast Prosthesis Policy**

The following diagnoses codes have been added to the approved list of diagnoses codes, which allow coverage for breast prostheses:

V10.3 -Personal history of malignant neoplasm, breast  
98.81 - Secondary malignant neoplasm of other specified sites, breast  
457.0 -Postmastectomy lymphedema syndrome

To see which codes are affected by the elimination of the least costly alternative provision, how to receive a partial payment for these claims and to learn more about these and other policy revisions please review the *Reimbursement Page* in the February 2011 *O&P Almanac*.

Questions? Contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) or (571) 431-0854, or Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or (571) 431-0811

[Back to Top](#)

**Your Help Needed: Member Survey Participation Helps AOPA Plan for Future**

Our healthcare system is in the midst of profound changes, and these sweeping changes will continue well into the future. **AOPA** is committed to helping its members not only survive but prosper in times that promise to be much different than they were a couple of years ago, or even than they are today. But before we can offer help, and potential solutions, we need to take the pulse of our **AOPA** members, and get a handle on problems that you see-in your business today, as well as those looming in the future. To this end, **AOPA** has once again undertaken the effort to produce a comprehensive Membership Survey for 2011.

A previous survey taken in 2007 formed the basis of the 11 strategic initiatives that have made some huge differences in AOPA's impact. Public relations efforts, developing objectives, education programs, and far-reaching research projects all promise progress.

The 2011 survey, as designed by **AOPA's** consultant Industry Insights, captures impressions, estimates, and opinions. There's no need to call your accountant or consult the books - just share your ideas and best guesses. Survey packets have been sent to your offices and fifteen minutes is all it will take to complete the AOPA Member Survey. The online version is Save and Return so if you can't devote the whole fifteen minutes to one session - click save and return later.

[Click here to access the online version of the Member Survey.](#)

The Survey is completely confidential - no one from **AOPA** will see your response.

And, as an added bonus, everyone completing the survey will be eligible for a drawing to win one of five complimentary 2011 National Assembly registrations.

Only through the loyalty of **AOPA** members has it been possible to gather so much timely information about the state of our industry and the experiences of individual O&P businesses. **AOPA** appreciates the time and effort made by every member who collaborates to assist our planning for the future.

If you have not received a copy of the Survey, contact Scott Hackworth of Industry Insights at [shackworth@indins.com](mailto:shackworth@indins.com).

[Back to Top](#)

## Announcing AOPA's First Advanced Coding and Billing Seminar of 2011

The first **AOPA** Advanced Coding and Billing Seminar of 2011 will be held at the Mirage Resort and Casino in Las Vegas, Nevada on May 19-20, 2011. Early bird registration is now available. Attendees who register prior to April 20, 2011 will receive a \$25 discount off the regular tuition price. **AOPA** has secured a very attractive room rate of \$125 per night at the Mirage. Don't miss the opportunity to experience two days of valuable O&P coding and billing information from **AOPA** experts.

The Advanced Coding and Billing Seminar includes breakout sessions for practitioners and administrators that will focus on each group's specific interests and educational needs.

### What You Will Learn

- Medical Policies
- Hints on better documentation
- How to create a compliance plan
- How to audit your charts

### In the breakout session Practitioners will cover:

- Coding Principles
- How to code complex devices
- Coding of repairs and adjustments
- Usage of '99 codes
- Mutually exclusive codes

**In the breakout session Administrators will cover:**

- The Quality and Supplier Standards
- Strategies for handling appeals and denials
- How to handle unique billing situations
- Documentation Requirements
- Medicare as Secondary Payer

[Click here to register for the May 19-20 AOPA Advanced Coding and Billing Seminar.](#)

Questions? Contact Ann Davis at (571) 431-0876 or [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org).

[Back to Top](#)

## Reminder: NPI Must Reflect Complete Company Legal Name

**AOPA** has had several recent reports from members where slight discrepancies in the legal company name associated with their NPI registration have caused suspension of their Medicare billing privileges. As a reminder, it is essential that the legal name of your company as reported to the Internal Revenue Service (IRS) match what is reported on your application for a National Provider Identifier. Even slight discrepancies in the legal name of your company may lead to the suspension or revocation of Medicare billing privileges.

The legal name of your company may be found on the letter from the IRS that confirms your Tax Identification Number. If you cannot locate this letter, also known as a 147-C letter, you may request a duplicate copy by submitting a written request to the IRS office where you file your company's tax return.

Questions? Contact Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) or (571) 431-0854, or Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or (571) 431-0811.

[Back to Top](#)

## February 9 Audio Conference: "Using the Lower Limb Prosthesis Medical Policy to Your Advantage"

Do you find Medicare policies to be confusing and hard to understand? Do you want to reduce unnecessary claim denials? Join **AOPA** on February 9, 2011 for its next audio conference, "Using the Lower Limb Prosthesis Medical Policy to Your Advantage." The Audio Conference will cover the details of the Medicare Lower Limb Prosthesis LCD and Policy Article and help you gain a better understanding of what is covered and when. Topics for discussion include:

- Prosthetic Functional Levels
- Coverage of Initial, Preparatory, and Definitive Prostheses
- SNF PPS Exemptions
- Adjustments and Repairs
- Replacements
- Useful Lifetime Restrictions

These are just a few of the issues that will be presented during the Audio Conference scheduled for February 9, 2011 at 1 pm EST. Don't miss this opportunity to improve your understanding of this very important medical policy.

The conference will begin at 1:00 PM (EST). Bring your questions as there will be an interactive question and answer period following the speaker's remarks. The cost to participate is just \$99 per

line for members (\$199 for nonmembers) and any number of listeners may participate on a given line. Those seeking continuation education credit must return the provided quiz within 30 days and score at least 80 percent.

[Click here to register](#)

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## 2011 AOPA Assembly Announcement: A Room Rate So Low, You'll Think It's a Mirage!

**AOPA** has secured a room rate of \$135 per night for the 2011 National Assembly. That's right, \$135: it's not an optical illusion - it's the Mirage room rate for this year's assembly. Don't miss this opportunity to enjoy AAA Four Diamond luxury for the fantastic room rate of only \$135 per night. If that's not enough for you to mark your calendar now - here are more reasons to put the 2011 **AOPA** National Assembly on your To-Do list:

- Unprecedented Business Education featuring experts in Health Care Reform, Documentation, O&P Business Management, Ethics, Different Business Models and more;
- New multi-discipline panels on subjects such as Cerebral Palsy, Stroke Management and Wound Care;
- Experience the country's largest trade show for orthotics, prosthetics and pedorthics;
- Earn over 34 Continuing Education (CE) Credits;
- A premier learning experience with the best speakers from around the world;
- Extensive Symposium on treating spinal trauma, featuring live demonstrations;
- Learn how to effectively use an assistant in your practice;
- New round table discussions;
- Programs to help you prepare for tomorrow featuring topics such as Osseo integration, Robotics and Material Science.

Fabulous shopping, entertainment, championship golf and unparalleled people watching - all of this right in the heart of the Las Vegas Strip!

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## Snell's Orthotics and Prosthetics Celebrates its 100th Anniversary

**AOPA** congratulates all of the Snell facilities celebrating the remarkable and admirable achievement of the company's 100th Anniversary. The company announced that it had passed the century mark and **AOPA** salutes all the facilities and dedicated staff who have undertaken the noble work of patient care in the O&P field over the course of one hundred years.

[Back to Top](#)

## 2011 QuickCoders Now Available!

The latest edition of AOPA's QuickCoders has arrived! AOPA's updated for 2011 QuickCoders

The latest edition of **AOPA's QuickCoder** has arrived. **AOPA's** redesigned-for-2011 QuickCoders provide a speedy reference to the HCPCS orthotic, shoe and prosthetic codes and modifiers. These laminated cards are durable, long-lasting, easy-to-read and convenient to store.

The QuickCoders are available for a price of \$30 each for **AOPA** members and \$80 each for non-members.

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## Save the Date! 2011 AOPA Policy Forum Planned

The 112<sup>th</sup> Congress has begun and the incoming class contains 112 new faces which makes it important for patient care providers to make the case in person about quality O&P patient care services.

The 2011 **AOPA** Policy Forum will be held Monday, April 11 through Tuesday, April 12, 2011 in Washington D.C. Members will be briefed on state and national legislative activities as well as being prepared for face-to-face meetings with their congressional representatives. Last year **AOPA** secured more than 230 scheduled events, including constituent coffees, meetings with the health care staff of their House and Senate legislators, and meetings with Representatives and Senators.

The tentative schedule for the Policy Forum is as follows:

### *Monday, April 11*

11:00 AM - 3:00 PM	Registration Open
1:00 - 5:00 PM	Policy Forum General Sessions
5:30 PM	Fundraiser/Reception
6:30 PM	Reception and Dinner

### *Tuesday, April 12*

7:30 AM	Breakfast and General Session
8:00 AM	Fundraiser Breakfast
8:30 AM - 5:00 PM	Hill Visits

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

The cost of registration is \$125 per person and **AOPA** has secured a room rate of \$249 per night at the [L'Enfant Plaza Hotel](#), a five minute subway ride to Capitol Hill.

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

[Click here to reserve your room at the L'Enfant Plaza Hotel](#) or call the hotel at (800) 635-5065.

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

[Back to Top](#)

## Deadline Approaching: 2011 AOPA National Assembly's Call for Papers: Now Accepting Clinical and Business Abstracts

The **AOPA** Assembly Planning committee is accepting papers for the 94<sup>th</sup> Annual **AOPA** National Assembly until January 31. The call for papers requests that all interested presenters submit an abstract of their proposed scientific paper or description of their proposed business paper.

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 2011 **AOPA** National Assembly.

[Click here to submit your clinical abstract.](#)

In an effort to promote business development, **AOPA** is looking for qualified O&P professionals and business management experts who have significant business experience to share their most successful business model and business experiences. Join the ranks of our profession's recognized experts and share your knowledge and know-how at the 2011 **AOPA** National Assembly. For papers that are submitted for consideration for the Sam E. Hamontree Business Education Award, one will be selected for presentation and receive a \$1,000 honorarium from a special fund established by the Hamontree family.

[Click here to submit your business presentation.](#)

[Click here to submit a business presentation for consideration for the Sam E. Hamontree Award.](#)

Presentations will be selected from among papers received by the **AOPA** Assembly Program Committee. Eligible presenters will receive a complimentary full-conference registration for the 2011 **AOPA** National Assembly.

An electronic Call for Papers response should be submitted via e-mail to Tina Moran at [tmoran@AOPAnet.org](mailto:tmoran@AOPAnet.org) no later than January 31, 2011.

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

[Back to Top](#)

## 2011 AOPA National Assembly: Poster Presentations

Present your research findings or a particular case presentation at the 2011 **AOPA** National Assembly. Poster Presentations should be a graphical display in a poster format using photographs, diagrams, flowcharts and graphs and any sample educational materials developed

[Click here if you are interested in submitting a Poster Presentation.](#)

Applications will be accepted through July 1, 2011.

[Back to Top](#)

## O&P RESOURCES FROM AOPA

### New for 2011: Online Renewal System for Your AOPA Membership

**AOPA** has been working hard to enhance our members' online access and 2011 represents the first year members may renew their membership online 24/7. **AOPA's** new site contains many other benefits including the ability for members to maintain and update their **AOPA** profile. With this feature members may:

- Update company information and primary contact information
- Add, remove, or update employee information
- Sign up employees to receive **AOPA in Advance** and the **AOPA Insider**
- Sign up employees to receive the *O&P Almanac*
- Add, remove, or update information for your affiliate branch offices
- Renew your PAC Authorization

Additionally a new Education Page will allow members to access **AOPA**iversity offerings and more:

View educational videos from past National Assembly meetings (available FREE as a

- view educational videos from past National Assembly meetings (available FREE as a temporary introductory offer to **AOPA** members)
- Obtain the products and services catalogue
- Download free monographs and white papers
- Access **AOPA**iversity offerings such as webcasts, audio conferences, and classroom learning opportunities

Check out the new site today: <http://www.aopanetonline.org/profile>

To renew your membership for 2011, login to the site using your **AOPA** username and password and follow the instructions for renewal.

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

[Back to Top](#)

## Check Out the Redesigned 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.

In the past month the Job Board has been viewed over 8,000 times by more than 1,500 unique users. If you want people to find out about a job opening at your facility or are interested in posting your resume for employers to view for potential openings, visit the [AOPA Online Job Board](#) today.

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](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## The 2011 Audio Conference Series from AOPA

Numerous offices have benefited from their participation in **AOPA's** Medicare Audio Conferences. These one hour sessions come to you in the comfort of your office on the second Wednesday of each month at 1:00 pm Eastern. This series provides an outstanding opportunity for you and your staff to stay abreast of the latest hot topics in O&P, as well as gain clarification and ask questions on topics that you may not understand as fully as you would like to.

Seminars are still priced at just \$99 per line for members (\$199 for non-members). Buy the series and get two free; members pay just \$990 and non-members pay \$1990. If you purchase all the conferences, all conferences from months prior to your purchase of the set will be sent to you as CDs.

These convenient one hour telephone seminars are designed to fit easily into your busy schedule. Any practitioners needing credit can get 1.5 per audio conference by returning the provided quiz within 30 days and scoring at least 80%. Billing staff and others who don't need credit nonetheless can gain information they will use right away. The topics for 2010 are:

- January 12: How to Meet the New Medicare Supplier Standards (Available on CD)
- Feb. 9: Using the Lower Limb Medical Policy to Your Advantage
- March 9: Enhance Your Claims Success, Two Letters at a Time
- April 13: Improving Clinical Documentation
- May 11: Which Box to Check? The Negative Effect of the 855S on Reimbursement
- June 8: Preventing Audit Disasters

• July 12: Don't Pile the OSHA Police

- July 13: Don't Run the O&P Office
- August 10: How to Get Paid for Miscellaneous and Repair Codes
- September 14: Don't Run Afoul of the KO Rules
- October 12: Developing Your Medicare Billing Compliance Plan
- November 9: Happy Holidays: Kickbacks and Gifts in O&P
- December 14: Are You Ready for the New Year? 2012 New Codes and Policies

[Click here to register for any 2011 Audio Conference.](#)

If you miss an audio conference, it will be available on CD after the fact. Cost is the same as if you participate live (\$99/\$199). We hope you'll be able to join us for this year's series.

Questions? Contact Ann Davis at [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## Is Your Practice Missing the BOAT?

AOPA's largest and most successful members use the Business Optimization and Analysis Tool (BOAT) and you should also. The BOAT will help you:

- Create budgets
- Track your finances
- Participate in the annual Operating Performance and Compensation survey-which provides you with a personal benchmark comparison study.
- Examine the financial fitness of your business
- Help you identify and understand your competition, market conditions and referral sources
- Much more

Create your own secure and confidential Web pages on the BOAT which is specifically tailored to help O&P business owners manage their business for greater profit and quality patient care.

[Click here to explore the BOAT today.](#)

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

[Back to Top](#)

## O&P INSIDER'S TRACK

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

### People In The News

The [Amputee Coalition of America](#) (ACA) has elected **Leslie Pitt Schneider** of Minneapolis to its 2011 board of directors.

[Hanger Orthopedic Group](#) welcomes new employees:

- **Aaron Drury, CO** joins Hanger's patient care facility in Louisville, Kentucky;
- **Charity Tracey, C. Ped** joins Hanger's patient care facility in Parkersburg, West Virginia;
- **Chris Cumsille, C. Ped** joins Hanger's Golden and Lafayette, Colorado patient care facilities;
- **Mary Krchelich, CO** joins Hanger's Springfield, Illinois patient care center;
- **Robert Scheibmeir, C. Ped** joins Hanger's patient care facility in Albuquerque, New Mexico; and
- **Michael O'Sullivan, CO** joins Hanger's Aurora, Illinois patient care center.

[Back to Top](#)

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Businesses in the News

**Board of Certification/Accreditation, International (BOC)** announced that its Board of Directors voted to streamline the certification application process, a first step in transitioning to an easy online application process, aimed at making it simpler for prospective certificants to reach their goals.

**Essentially Women** announced its Focus on the Future 2011, their eleventh annual Educational Conference and Tradeshow - April 4- 6, 2011 in Glendale, Arizona.

The **Orthotic & Prosthetic Assistance Fund (OPAF)** & **The First Clinics** welcome **BOC International** and **Quality Outcomes** as new Bronze Level Sponsors for 2011. Bronze level sponsors indicate a donation of \$2500 or more to the work of OPAF and The First Clinics. Additionally, **OPAF** announced the launch of First Dance, adaptive social dancing for those with physical challenges will launch on Sunday, March 6 at Elegance in Motion Dance Studio in Auburn Hills, Michigan. The inaugural event will be sponsored by **Special Opportunities in Advanced Rehabilitation (SOAR)**.

[Back to Top](#)

## Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on February 8. 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](mailto:srybicki@AOPAnet.org)

[Back to Top](#)

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