



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

September 20, 2011

Volume 15, Number 19

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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

AOPA and O&P Alliance Respond to OIG Report

Recently, the Office of Inspector General issued a report on Lower Limb Prosthetics. This reports was referenced in a subsequent "Dear Physician" letter from the DME MAC Medical Directors. **AOPA** explained in the August 23 edition of the *A/A* that **AOPA** had several concerns, particularly that the letter seemed to minimize the value and importance of documentation recorded by the prosthetist for claim payment purposes.

[Click here to read the OIG report.](#)

[Click here to read the "Dear Physician" letter sent by one of the DME MAC Medical Directors.](#)

AOPA and others in the O&P field have significant concern that the OIG report reflects a lack of understanding of how O&P care is really delivered, and if its recommendations were implemented (though, CMS has rejected one of the OIG's 6 areas of recommendations) it would significantly increase the hassle factor for practitioners and their patients alike.

Through coordinated efforts of **AOPA** and the members of the O&P Alliance, communications have been generated at four different levels in government raising very significant questions about the OIG report. The following correspondence was sent to the DME MAC Medical Directors, OIG, and at two high levels within CMS:

[Click here to read a letter sent to the DME MAC Medical Directors by AOPA's Joe McTernan, Director of Coding & Reimbursement, Education, and Programming.](#)

[Click here to read the letter sent to Daniel Levinson, Inspector General of the HHS OIG.](#)

[Click here to read a letter sent to CMS Administrator Donald Berwick, MD.](#)

Additionally, **AOPA** sent a letter to Peter Budetti, MD, JD, Deputy Administrator of the center for Program Integrity at CMS requesting to meet with Dr. Budetti and discuss this issue.

[Click here to read the meeting request letter sent to Dr. Budetti.](#)

AOPA will keep members apprised of the feedback to these communications from CMS.

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

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AOPA Launches New Business Certificate Program at the 2011 National Assembly

AOPA is proud to announce the formation of a new Business Management Certificate program, the **AOPA**iversity O&P Business Management Certificate. This is a comprehensive certificate program that offers a series of business and management seminars to provide business owners, managers, and practitioners of O&P patient care facilities, O&P manufacturers and distributors with skills to address crucial business challenges-from finance, sales, and marketing to business operations, reimbursement policies and management.

The **AOPA** Business Management Certificate Program will focus on four subject areas: Managements, Sales and Marketing, Finance, and Operations, with designated "required" and "elective" modules within each of the four subject areas. The participants in the program will receive a certificate of completion once they have completed eight of the Business Management Program Modules and passed a module-specific quiz. A variety of modules will be offered, of which four core-required and four core-elective must be completed. Module-specific quizzes will be submitted to **AOPA** upon completion of the course. In order to receive credit for a course, a participant will be required to pass the course-specific quiz with a grade of 80 percent or higher.

The first elective module will take place on Wednesday, September 21 from 2:30-5:00 PM at the **AOPA** National Assembly in Las Vegas. The course, Financial Management Profitability Tools-Using Cost Accounting to Maximize Your Practice's Profitability, will be taught by Mel Cohen, Ph.D., MBA.

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

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HIPAA 5010: Transition Deadline Approaching

In less than 103 days, all HIPAA covered entities (suppliers, health plans, clearinghouses, billing services, etc.) will be required to use the new HIPAA 5010 format for all HIPAA covered electronic transactions (claims submissions, remittance notices, claim status requests, etc.). If you do not make the switch to the HIPAA 5010 format before January 1, 2012, you will experience delays in processing your claims with both Medicare and private payers, as the current 4010 format will not be accepted after January 1, 2012.

To help you in the transition, the Center for Medicare and Medicaid Services (CMS) has created a series of educational materials, including checklists and readiness assessment tools.

[CMS HIPAA 5010 Educational Materials](#)

Here are some other helpful links from the Common Electronic Data Interchange (CEDI), the entity which handles all front-end processing duties for the four DME MAC jurisdictions, website:

[HIPAA 5010 Medicare Fee-For-Service Companion Guide.](#)

[HIPAA 5010 Frequently Asked Questions.](#)

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

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O&P Almanac Wins Two American Graphic Design Awards

AOPA received a notification that the [August](#) and [December](#) 2010 issues of the *O&P Almanac* were awarded American Graphic Design Awards by Graphic Design USA. The magazine was one of the winners chosen from a field of more than 8,000 entries. The organization has recognized exemplary work for almost five decades and describes its mission as to "honor outstanding work across all media."

AOPA thanks the *O&P Almanac*'s designer, Catherine Marionoff of Marinoff Designs, and *Almanac* editor Josephine Rossi of Stratton Publishing for their wonderful work on the magazine.

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

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COPA Celebrates the Contributions of Sam Hamontree, CP, at Upcoming Conference

The California Orthotic & Prosthetic Association (COPA) announced its second annual COPA Educational Event on Friday, November 4, 2011 at CSUDH O&P Program in Long Beach, California. As part of its program, COPA announced that it will honor Sam Hamontree, one of COPA's founders and a legend in the O&P industry. [Click here](#) for more information about this event.

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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** members:

- Rudolf B. Becker, III
- Doyle Collier, CP
- William Sampson, CP

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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Register for AOPA's October 12 Audio Conference, "Developing Your Medicare Billing Compliance Plan"

Do you know the difference between fraud and abuse? Do you have a billing compliance plan in place? The DME MACs and the Office of Inspector General are taking a closer look at the billing practices of O&P facilities, and with this increased scrutiny, a well designed, effective billing compliance plan is paramount for any successful O&P business. The ability to make sure your own billing practices are sound may prevent unnecessary audits down the road. Join **AOPA** on October 12, 2011 for an hour long Audio Conference and learn how to develop a billing plan and understand why compliance is such an important part of your business operations. An **AOPA** expert will address the following issues during the Audio Conference:

- What elements are included in an effective billing compliance plan
- Where to find help with your plan
- How it can mesh with other compliance requirements (HIPAA, accreditation, etc.)
- How to Communicate the standards and procedures of the plan to all employees
- How to enforce your compliance plan

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 online.](#)

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

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Register Today for AOPA's Final Coding & Billing Seminar of 2011: October 24-25 in Baltimore

Don't miss out on the third and final Coding & Billing seminar of 2011 on October 24-25 at the [Sheraton Inner Harbor](#) in Baltimore, Maryland. Be sure to register early and take advantage of the early bird registration savings and the special low room rate of \$159 per night.

At this seminar, **AOPA** experts will 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 and your colleagues and much more. This two day event will feature break-out sessions for both practitioners and office staff.

In the breakout session Practitioners will cover:

- General Coding Principles
- "Hands on" coding of specific devices
- Proper coding for repairs and adjustments
- Reimbursement for unlisted codes
- Codes that are mutually exclusive and should not be billed together

In the breakout session Administrators will cover:

- Updated 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 Baltimore Coding & Billing Seminar.](#)

[Click here to reserve your room at the Sheraton Inner Harbor and take advantage of the low Coding & Billing Seminar rate of \\$159 per night or call \(410\) 962-8300. Be sure to mention the AOPA Seminar to receive the \\$159 per night rate.](#)

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

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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.

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 or (571) 431-0835.

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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 can nonetheless gain information they will use right away. The topics for 2011 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 (Available on CD)
- March 9: Enhance Your Claims Success, Two Letters at a Time (Available on CD)
- April 13: Improving Clinical Documentation (Available on CD)
- May 11: Which Box to Check? The Negative Effect of the 855S on Reimbursement (Available on CD)
- June 8: Preventing Audit Disasters (Available on CD)
- July 13: Don't Rile the OSHA Police (Available on CD)
- August 10: How to Get Paid for Miscellaneous and Repair Codes (Available on CD)
- September 14: Don't Run Afoul of the KO Rules (Available on CD)
- 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 Stephen Custer at scuster@AOPAnet.org (571) 431-0876.

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O&P INSIDER'S TRACK

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

People in the News

Hanger Orthopedic Group, Inc. announced the appointment of **Vinit K. Asar** as President and Chief Operating Officer, effective immediately. **Hanger** also announced that **Dennis Huysman** will participate in the Seacoast Tri-State Century Ride, biking 100 miles along the coast of Massachusetts, New Hampshire, and Maine. The ride is a way of raising funds for the **Lafayette Family Cancer Center** in Brewer, Maine, the designated charity of 14-year-old Hanger patient Sam Alexander who is currently battling cancer.

[OPIE Software](#) announced that it has added **Mark Ford** as Director of Business Development.

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Businesses in the News

[The American Board of Certification for Orthotics, Prosthetics & Pedorthics \(ABC\)](#) announced the publication of the *ABC Facility Accreditation Standards Compliance Guide*, a resource available only to current ABC accredited facilities and those who have applied for accreditation.

[College Park Industries](#) is announced the launch of their newly designed website.

[Medical Teams International](#) is seeking Orthotists and Prosthetists to volunteer for its program in Haiti. Medical Teams International (MTI), located in Portland, OR, is an international non-profit humanitarian relief agency that responds to disasters and assists in post-disaster redevelopment. If you would like to look at the specific program in Haiti related to this request, [click here for more information](#).

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on October 4. 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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