



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

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Newsletter Feedback

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

**Featured Supplier Plus
Partner of the Week:**

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**AOPA Online
O&P Almanac**

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O&P NEWS

Happy Holidays from AOPA!

As 2011 draws to a close, **AOPA** wishes our members a marvelous holiday season and a happy new year! We are grateful for the chance to have worked hard for you and all of O&P in 2011 and look forward to serving our members in 2012.

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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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AOPA's Meeting with CMS Publicized by HME News

As reported in the [November 15](#) issue of **AOPA in Advance**, **AOPA** along with its partners in the O&P Alliance secured a meeting with Peter Budetti, MD, JD, CMS Deputy Administrator for Program Integrity on November 10 to address both concerns **AOPA** had regarding a recent OIG report, as well as the restrictive documentation requirements for both lower limb prostheses as well as therapeutic shoes for persons with diabetes. Three **AOPA** staff members joined O&P Alliance Counsel, Peter Thomas and two clinical practitioners, in meeting with Dr. Budetti and three members of his staff.

The meeting has received publicity in the broader health care world recently as Joe McTernan, **AOPA's** Director of Coding and Reimbursement Services, Education, and Programming who was present at the meeting with CMS, was interviewed about the meeting by the Managing Editor of HME News. [Click here to read the article and interview with AOPA's Joe McTernan.](#)

Questions? Contact Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811.

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Skilled Nursing Facility (SNF) Claims Processing Issue Identified

The Center for Medicare and Medicaid Services (CMS) has announced that it has identified a claims processing issue that has affected some Part B SNF claims with a date of service between October 1 and November 21 of this year. This issue is incorrectly denying SNF Part B claims and in some instances is issuing overpayment demand letters.

CMS is working with the four Durable Medical Equipment Medicare Administrative Contractors (DME

MAC) to resolve the issue. CMS and the DME MACs are asking suppliers who may have received an improper denial or overpayment demand letter to not appeal these denials or letters at this time. The DME MACs will keep you updated on their progress and when the issue has been resolved.

If you have received a SNF Part B claims denial, for the dates of service indicated above, you may want to contact your DME MAC to verify that it is related to this claims processing issue.

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

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A Big "Thank You" for Member Renewals

AOPA members have really stepped up to the plate for the 2012 Renewal process and deserve a huge round of applause for being so prompt in renewing their **AOPA** membership. Both suppliers and patient care facilities have renewed in greater numbers so far this year compared with last year and 2009 - which is most encouraging.

AOPA receives queries touching on O&P issues almost daily from members. The true value of any association is the ability to provide information and support whenever requested and that's what **AOPA** is here for. So when problems emerge in your business - remember, "Think **AOPA**" and email or call staff members directly who can be reached through **AOPA**'s main number (571) 431-0876 or email questions to info@AOPAnet.org.

Make the renewal process convenient for yourself and go to the secure website www.AOPAnetonline.org/profile. You'll need your User ID and password which are in the upper left and upper right corners of your renewal invoice. More than half the renewing members have used the online process this year – almost double the number of members who chose online renewal last year.

Questions? Contact Michael Chapman at mchapman@AOPAnet.org or (571) 431-0843.

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Registration is Open for AOPA's First Essential Coding & Billing Seminar of 2012

The first, of the newly revamped and reformatted, **AOPA** Essential Coding and Billing Techniques Seminar of 2012 will be held at the Hyatt Regency in downtown Tampa, Florida on February 5-6, 2012. Early bird registration is now available. Attendees who register prior to January 8, 2012 will receive a \$25 discount off the regular tuition price. **AOPA** has secured a very attractive room rate of \$147 per night at the Hyatt Regency. Don't miss the opportunity to experience two days of valuable O&P coding and billing information from **AOPA** experts.

The Essential 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 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

With the new revitalized format, you now have the ability to submit your specific questions ahead of time and the **AOPA** experts will be sure to answer all these questions. Register for the seminar now to learn what you want to learn and what you need to learn.

[Click here to register for the February 5-6 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 Announces RFP for Expanding Membership Base

The American Orthotic & Prosthetic Association is proud to announce a Request for Proposals for collaboration in expanding the **AOPA** membership and sale of **AOPA** products including publications and seminars. **AOPA**'s leadership feels that every organization should continually search for ways to develop and expand its membership base. The current membership is approximately 900 companies and suppliers who operate 2037 affiliated locations. 750 of these members are patient care companies. **AOPA** seeks to expand its patient care membership to a minimum of 1,500 companies operating 3,000 affiliated locations and is looking for proposals from a broad array of people and organizations, including current **AOPA** members. Aspects of **AOPA** membership that a Proposal may discuss include:

1. Specific Products or Services the Submitter Would Market (Product Catalogue Available upon request) in addition to **AOPA** Memberships
2. Method of Marketing **AOPA** Membership and Products
3. Expected Commitment of your Resources to this Proposal
4. Expected Commission Rate on Memberships, Products and Seminars
5. Estimate of Activity (goals as to how many memberships, products or seminars will be sold and in what time frame?)
6. Expected Support from **AOPA**, such as any **AOPA** Staff Responsibilities

Here are the rules for submitting proposals:

1. **AOPA**'s Board will consider proposals submitted at its regular meetings beginning in January 2012.
2. Timing of submission is at the discretion of the submitter.
3. Such arrangements will NOT be exclusive to any single party.
4. **AOPA**'s Board will act on each proposal as soon as possible after submission.
5. Action on any proposal will not preclude consideration of concurrent or subsequent proposals submitted.

Action on any proposal is at the sole discretion of **AOPA** and not subject to external review. Further, **AOPA** reserves the right to decline to accept any and all proposals or accept more than one proposal. Submissions should be made electronically to info@AOPAnet.org with a subject line GROWTH PROPOSAL. All questions directed to info@AOPAnet.org will receive a prompt response.

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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:

- Carol J. Hentges, CO

The O&P PAC recently made contributions to the following candidates:

- Congressman C.A. Dutch Ruppersberger (D-MD, 2nd District)
- Newt Gingrich
- Mitt Romney

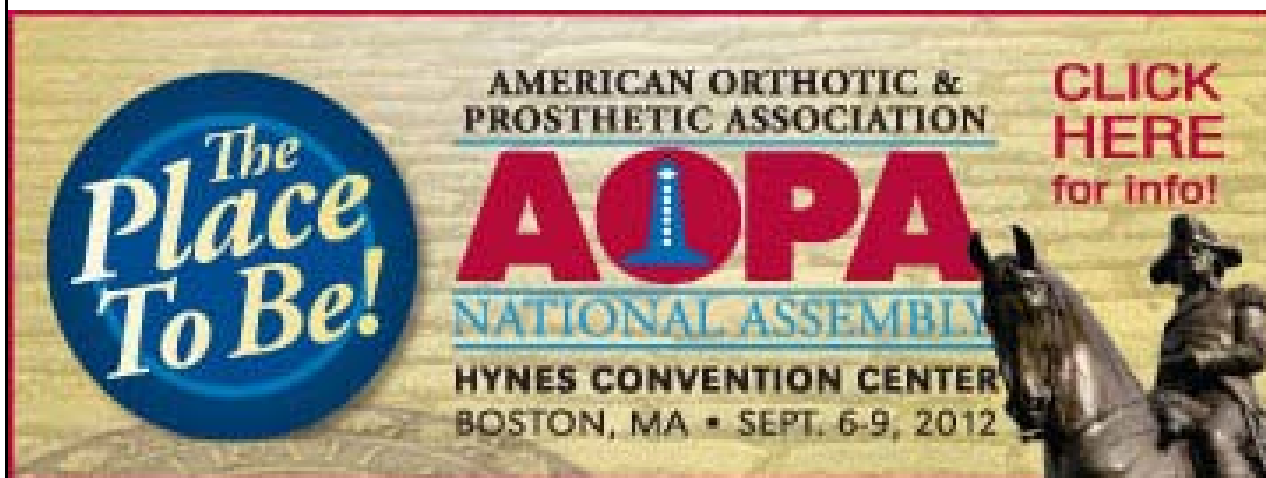
The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House, Senate and other officials running for office to educate them 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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2012 AOPA National Assembly: A Call for Papers

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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Register for AOPA's December Audio Conference: "Are You Ready for the New Year? 2012 New Codes and Policies"

HIPAA requires all payers to use HCPCS Codes. The end of the year marks the beginning of New Codes and Modifier changes that will be effective January 1st, 2012. Do you have a plan in place? The ability to make sure your practice is sound may prevent unnecessary audits down the road. As we welcome a new year, join **AOPA** on December 14 for an **AOPA**versity Mastering Medicare Audio Conference that will focus on New Codes and Medical Policy Changes for 2012 and why it's an important part of your business operation. An **AOPA** expert will address the following issues during the Audio Conference:

- Learn about new HCPCS codes effective January 1, 2012.
- Discuss verbiage changes to existing codes and how they may affect your business.
- Find out which codes will no longer be used as of January 1, 2012.
- Discover other changes to the HCPCS system.
- Find out **AOPA's** interpretation of why the changes took place.

The audio conference beings at 1 PM (EST), 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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Announcing the 2012 Audio Conference Series from AOPA

AOPA has confirmed the dates and topics for its 2012 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 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 percent. Billing staff and others who don't need credit can nonetheless gain information they will use right away. The topics for 2011 are:

- January 11: RAC Audits, What Are They and How to Prepare
- Feb. 8: Resources for O&P Patient Care Facilities
- March 14: AFO/KAFO Policy - What You Need to Know
- April 11: Network and Market Your Way to Success
- May 9: Contracting 101
- June 13: Improving Your Bottom Line
- July 11: Perfecting the Intake Process
- August 8: The Ins and Outs of Advance Beneficiary Notices (ABNs)
- September 12: How to Get Paid for Orthopedic and Diabetic Shoes
- October 10: What Every O&P Facility Needs to Know about the FDA
- November 14: Medicare Enrollment Procedures
- December 12: Are You Ready for the New Year? 2013 New Codes and Policies

[Click here to register for any 2012 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 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

Ability Prosthetics & Orthotics, Inc. was featured with one of the company's patients, **Wyzhir Johnson**, on television show **Extreme Home Makeover**.

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Businesses in the News

Hanger Orthopedic Group announced that the findings of a **National Institutes of Health (NIH)** study showing that the WalkAide System successfully improves mobility by significantly increasing ankle control during walking in children with foot drop due to Cerebral Palsy. The findings were announced at the 65th Annual Meeting of the American Academy of Cerebral Palsy Developmental Medicine. **Click here for more information about the research.**

Kinetic Revolutions, LLC, announced that **Southern Prosthetic Supply (SPS)** will distribute Kinetic's line of definitive use adjustable pylons.

OPAF & The First Clinics announced that **Board of Certification/Accreditation, International (BOC)** has signed on as a Silver Level Sponsor for 2012. Additionally **Becker Orthopedic** of Troy, Michigan returns in 2012 as an OPAF Bronze Level Sponsor.

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on January 10. 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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