



AOPA In Advance SmartBrief

Breaking News

February 5, 2015

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February 2015 O&P Almanac – Get Your CE’s & The Latest News!

[Check out the Latest Issue **HERE!](#)**

The Changing Health-Care Landscape: Four Trends to Watch | Page 22

Big changes are coming in the way Americans receive and pay for health care. Find out how O&P patient care will be affected by an increased number of insured patients, the rise of value-based care and accountable care organizations, savvy consumers, and more. [Read More](#)

Visual Documentation: Keeping Security in Focus | Page 32

Before diving head-first into video and photo-taking strategies in support of your documentation, understand the guidelines you'll need to follow to ensure patient privacy and HIPAA compliance. [Read More](#)



*[Page 16](#) – Reimbursement Page – Earn 2 CE’s
Read the Column and [Take Your Quiz Here](#).*

Jurisdiction A DME MAC Publishes New Results

NHIC, who serves as the Jurisdiction A DME MAC, has released the latest results of its ongoing pre-payment review of lower limb prosthetic claims billed with a K3 or higher functional level. From September 24, 2014 until December 16, 2014, the DME MAC reviewed a total of 156 claims. There was no response to the additional documentation request for 17 claims (~11%) but of the 139 claims for which additional documentation was submitted, 60 were denied leading to an overall charge denial rate of 34.9%.

The overall charge denial rate of 34.9% is the lowest since the pre-payment review began but is not low enough to end the pre-payment review in Jurisdiction A. The fact that the denial rate continues to decline is a positive sign however and continued compliance with policy requirements may ultimately lead to the closure of the review.

The full report from Jurisdiction A may be viewed by clicking on the following link.
<http://www.medicarenhic.com/viewdoc.aspx?id=2922>

Questions regarding this issue may be directed to Joe McTernan at jmcternan@aopanet.org or Devon Bernard at dbernard@aopanet.org

Don't Miss Out on the Webinar Series!



Monthly Webinar Series

What is it? This is Regulatory and Business education that you can count on. No one in the O&P profession knows the ins and outs of Medicare, coding, billing or VA contracting like AOPA. [Sign up](#) for all 2015 Webinars for only \$990 for members... that's 2 free webinars! If you missed one, we will send you the recording. The monthly Webinars are a great way to bring your staff together for lunchtime learning by AOPA experts.

January 14	Fill In the Blanks: VA Contracting and the New Template
February 11	Tips, Strategies and Understanding the Appeals Process
March 11	Who Gets the Bill: A Look at Medicare Inpatient Billing
April 8	Lower Limb Prostheses Policy: Learn the Policy Inside and Out
May 13	The New Player in Town: Understand the RAC Contract
June 10	Building a Medicare Approved Compliance Plan
July 8	Who's on First? Medicare as a Secondary Payer
August 12	OTS vs. Custom Fit: The True Story
September 9	Prior Authorization, How Does it Work
October 14	Understanding the LSO/TLSO Policy
November 11	Make a Good Impression: Marketing Yourself to Referrals
December 9	Bringing in the New Year: New Codes and Changes for 2016

Sign Up for the Mastering Medicare Webinar: Find Success: Tips, Strategies and Understanding the Appeals Process

February 11, 2015, 1:00-2:00 PM

Learn the ins-and-outs of the five levels of the Medicare appeals process, including what type of claims can and cannot be appealed. Find out the best way to craft a successful agreement to ensure success in your appeal.

The webinar will focus on navigating the curves of the appeals process, and explain why it's an important part of your business operation. An AOPA expert will address the following issues during the webinar:

- The five levels of appeals
- Helpful hints on filing appeals
- Strategies to achieve a successful appeal
- Evaluating the necessary information to include in an appeal
- What type of information should and should not be included in an appeal?



AOPA members pay \$99 (nonmembers pay \$199), and any number of employees may participate on a given line. Attendees earn 1.5 continuing education credits by returning the provided quiz within 30 days and scoring at least 80 percent. [Register now.](#)

Kick 2015 Into High Gear!



Meet your Members of Congress in Washington, DC with AOPA!

The 2015 AOPA Policy Forum will be held March 23-24, 2015 with post-conference events being held March 24-25 at the Renaissance Hotel in Washington, DC.

REGISTRATION IS OPEN.

Register at bit.ly/policyforum2015.

Support your profession!

Make your plans now to attend the 2015 AOPA Policy Forum.



Stay an extra day to participate in post-forum education modules and earn 10.5 CE Credits.



Location
Renaissance Hotel
999 Ninth St., NW
Washington, DC

Registration Fees

Policy Forum \$150
Module I \$200
Module II \$300



Support your profession, make your plans today!

Entire Program \$575 (save \$75!)



Meet your member of Congress and tell them how, through orthotics and prosthetics:



American Orthotic & Prosthetic Association
www.AOPAnet.org

Mobility Saves Continues to Make a Difference

Stay connected and stay inspired through [Mobility Saves!](#)



Have you Heard the News That Mobility Saves?

A major new study has proven that prosthetic and orthotic care saves money for payers and improves lives for patients.



The Study

A major new study shows that Medicare pays more over the long term in most cases when Medicare patients are not provided with replacement lower limbs.

The study was commissioned by the Amputee Coalition and conducted by Dr. Allen Dobson, health economist and former director of the Office of Research at CMS. The study used Medicare data to compare patients with similar conditions who received prosthetics with patients who needed but did not receive prosthetics, over an 18 month period.

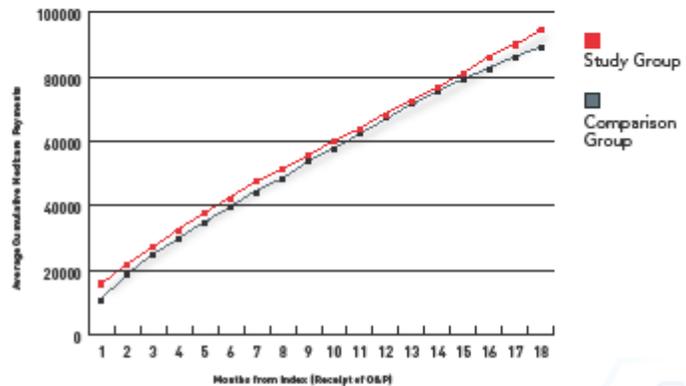
The Results

Lower Limb Prosthetics

- The prosthetic patients could experience better quality of life and increased independence compared to patients who did not receive the prosthesis at essentially no additional cost to Medicare or to the patient.
- The slope of the cumulative cost curve indicates that had the period of evaluation been longer the break-even would have been reached.

To learn more about the campaign, visit www.MobilitySaves.org.

EXHIBIT 4.9 Lower Extremity Prostheses
Cumulative Medicare Episode Payment by Cohort (18 Month Episodes from 2008-2010)



Video and add your own experiences like Queen's story!



Make Sure the Insurance Companies and Health Care Providers Know This Too!

Get Involved and Submit Your Testimony to the Public Relations Campaign Spreading the Word.



Upload your 1-3 minute video or write your story about how your prosthetic has improved your life, like helping you get back to work, take care of your family, rejoin the community, etc.

Upload your testimony at bit.ly/yourmobility or scan the QR code on left.

Call for Papers: Become a Presenter at the 2015 AOPA National Assembly



The AOPA National Assembly Planning Committee has issued a call for papers for the 98th Annual AOPA National Assembly to be held October 7-10, 2015 in San Antonio, Texas. The submission deadline is March 10, 2015.

Share your expertise and advance your career by being part of the country's oldest and largest meeting for the orthotic, prosthetic and pedorthic profession.

- Papers are being accepted for podium, poster and/or symposium sessions for each of the five concurrent education tracks (orthotic, prosthetic, pedorthic, technician, and business). For more information or to submit a paper [click here](#).
- All submission must be submitted electronically.
- Before submitting a paper, please review the model for the abstract format which also provides additional information about the submission process. The model abstract is [available here](#).

For general information about the Assembly

Visit: <http://www.aopanet.org/education/2015-assembly/>

Email: Assembly@AOPAnet.org

Contact: Tina Moran at (571) 431-0808.

Don't miss this unique, fun learning experience.

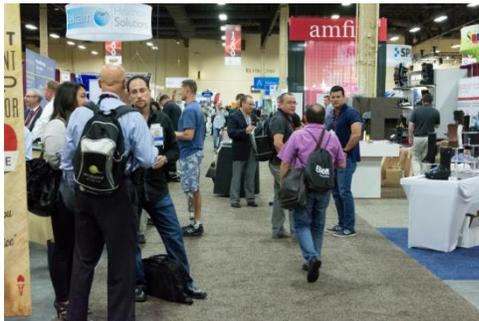


Exhibit at the 2015 AOPA National Assembly in San Antonio, TX

AOPA is currently accepting exhibit applications for the 2015 AOPA National Assembly, which is due to take place in San Antonio, TX on October 7-10, 2014. The Henry B. Gonzalez Convention Center will serve as the event's venue. This event, the oldest and largest of its kind in the United States, will feature dedicated tracks of the most relevant education for prosthetists, orthotists, technicians, pedorthists and business managers.

Why Exhibit?

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

- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in the exhibit hall.
- Take advantage of fun traffic-building opportunities.
- Take advantage of education sessions to learn what's happening with Medicare, and other regulatory agencies that affect the success of your product.
- Increase visibility for your company/organization in a targeted market.
- Host a Manufacturer's Workshop and/or Product Preview Theater presentation.
- Speak to AOPA reimbursement experts, who can answer all your O&P coding, reimbursement and compliance questions.
- Hear from top researchers and clinicians to learn what products and support is needed from manufacturers.
- Participate in key education programs and plenary sessions.

Who Attends?

Access to key Decision Makers

O&P Practitioners, pedorthists, physicians, technicians, fitters, students, educational instructors, facility owners, marketing personnel, physical therapists, residents, office managers, billing specialists, occupational therapists, researchers, engineers, manufacturers, distributors and suppliers of O&P products and services.

What you will Get?

As an exhibitor you will receive:

- 24 hour perimeter security guard service.
- FREE breakfast and lunch.
- Exhibitor Service Kit—Exhibitors will receive two sets of information. The first will be the Exhibitor Confirmation Packet that contains your booth assignment, payment confirmation, and additional materials. The second set of information is the Exhibitor Service Kit which is an online guide provided by Freeman Decorating that includes all information and order forms you need to plan a successful trade show event; to include shipping information, booth rental, electric and internet needs.
- Exhibitor Newsletters—provide you with up to date information regarding the show.

- Complimentary exhibitor company listing on the National Assembly website, O&P Almanac, show APP and 2015 National Assembly Preliminary Program.
- Opening night reception for all attendees held in the exhibit hall
- Post-event registration mailing list of all National Assembly attendees.
- Two exhibitor full conference badges (per 10x10 exhibit space) which include: admission to all education sessions, CE credits, meeting materials, social functions, and lunch tickets.
- Private lounge area exclusive to exhibitors.

Sign up today to exhibit at the 2015 AOPA National Assembly!

Upcoming AOPA Events

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| Feb 9-10, 2015 | <i>AOPA Mastering Medicare: Essential Coding & Billing Seminar</i>
Savannah, GA
<u>Learn more or register online here</u> |
| Feb 11, 2015 | <i>Find Success: Tips, Strategies and Understanding the Appeals Process</i>
Webinar Conference
<u>Learn more or register online here</u> |
| March 23-25 | <i>AOPA Policy Forum</i>
Washington, DC
<u>Learn more or register online here</u> |