



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

March 19, 2015

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Policy Forum 2015 with Guest Speaker Senator Charles Grassley



The 2015 Policy Forum is almost here! Next week marks another year of continuing communication and the efforts to express the relevance and imperative measures that O&P provides its community.

The 2015 Policy Forum is not only the place to receive the latest legislative and regulatory information from key congressional representatives, AOPA lobbyist and staff, but also the place to receive special business and clinical education as well.



Don't miss out on the Breakfast for Senator Charles Grassley (R-IA) taking place at 7:15 AM on Tuesday, March 24, 2015 where he will address all attendees.

The Policy Forum begins at 12:45 PM on Tuesday, March 23. Attendees will hear from key congressional representatives, AOPA lobbyist and staff. These sessions will prepare you for Wednesday's congressional meetings. On Wednesday morning state delegations will together visit their congressional representatives to educate them on O&P and offer common sense solutions to the critical issues the profession is facing. Download the [full agenda](#) and learn more [here](#).

New AOPA Study Shows ALJ Backlog's Devastating Impact May Have Common-Sense Solution Plus Save CMS Big Bucks

AOPA's News Advisory at 11:30 a.m., Eastern, Thursday, March 19, 2015 shined a spotlight on a fascinating new study conducted by Dobson/DaVanzo healthcare research firm and commissioned by AOPA that shows Medicare can actually save up to \$25 million by taking common-sense steps until the Medicare Audit appeals mess is resolved. Participating in the advisory were AOPA President, Charles H. Dankmeyer, Jr., CPO, Dr. Allen Dobson, president of Dobson/DaVanzo and AOPA member, Mary Palmer of Nelson Prosthetics, Cheektowaga, NY.

The News Advisory outlined the dangerous impact RAC audits have imposed on patient access and the further tragedy of more than 100 O&P patient care facilities closing their doors because of the draconian "clawback" of reimbursements. These previously paid claims that subsequently RAC auditors denied resulted in CMS clawing back the payments which disrupted the normal cash flow that enabled providers to pay their bills and employees. Ms. Palmer described the impact on patients and on their employees noting cash flow problems stemming from the RAC audits forced a reduction in the company's workforce in addition to multiple other problems.

The study shows that CMS could save money by not having to pay the 10% or more interest to providers when those RAC denied claims are overturned at the ALJ level and the original reimbursement plus the interest is returned to the provider. With the two year and up to four year delays for appeals to work through the system, those required interest payments to providers add up to big bucks. Suspending clawbacks on denied claims until completing the ALJ level of the appeals is not only a saver but it's common-sense fair. The law says a provider must get an ALJ hearing within 90 days of the request and that isn't happening. Millions of denied claims are standing in line just get an ALJ hearing scheduled. Even scheduling has been suspended.

With the AOPA Policy Forum starting March 23-25 and bringing more than 120 O&P professionals to Washington, any news stories generated by the March 19th News Advisory will be frosting on the cake in O&P's effort to educate lawmakers and their staff regarding challenges the O&P community and their patients have faced these past four years.

TO PARTICIPATE: You can join this live, phone-based news conference (with full, two-way Q&A) at 1:30 p.m. EDT on March 19, 2015 by dialing 1 (877) 418-4267. Ask for the "AOPA Audit Abuse" news event.

CAN'T PARTICIPATE?: A streaming audio recording of the news event will be available on the Web as of 5 p.m. EDT on March 19, 2015 at www.aopanet.org.

AOPAversity

The AOPA Coding Experts are Coming to Seattle April 13-14!

The world of coding and billing has changed dramatically in the last few years. The AOPA experts are here for you! The Coding & Billing Seminar will teach you the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

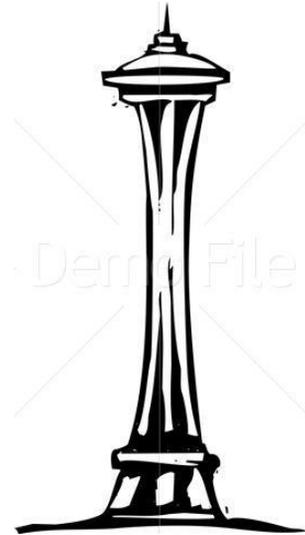
The seminar includes hands-on breakout sessions, where you will practice coding complex devices, including repairs and adjustments. Breakouts are tailored specifically for practitioners and billing staff. Start the year off right for your business, staff, and patients!

Join your Colleagues April 13 & 14 in Seattle, WA!

Top 10 Reasons to Attend

1. **Get Your Claims PAID**
2. **Increase Your Company's Bottom Line**
3. **Stay Up-To-Date On Billing Medicare**
4. **Code Complex Devices**
5. **Earn 14 CE Credits**
6. **Learn About Audit Updates**
7. **Overtturn Denials**
8. **Submit YOUR Specific Questions Ahead of Time**
9. **Advance Your Career**
10. **AOPA Coding & Billing Experts with over 70 Years of Combined Experience**

Don't miss the opportunity to experience two jam-packed days of valuable O&P coding and billing information. [Learn more and see the rest of the year's schedule here.](#)



Seattle is two cities in one—it combines a world-class metropolis within wild, beautiful, natural surroundings. Visitors and Seattleites enjoy Seattle's lively downtown, great shopping, wonderful restaurants, espresso carts on every corner, and thriving community full of live theatre and museums.

Seattle, Washington
April 13-14

REGISTER NOW!

Concern as Permanent "Doc-Fix" Deal May Include \$30 Billion in Medicare Cuts



Speaker John Boehner and his top chairmen have pitched a permanent "doc-fix" deal to Republicans this past Tuesday morning that would have been unheard of in the GOP-led House of the last few years: an entitlement change that adds tens of billions of dollars to the 10-year deficit and that they know fiscal hawks will vote against. What's more, Boehner and his team negotiated the deal with House Minority Leader Nancy Pelosi and her Democrats first. That is a noted strategy shift for Boehner. Follow the link to read full story [National Journal](#).

Michael Quigley, CPO

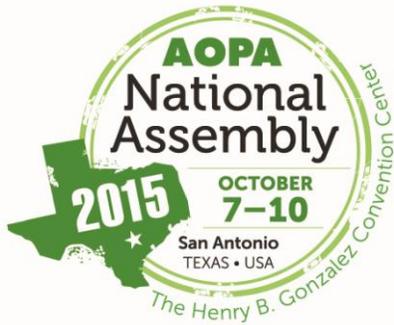
Michael J. Quigley, 67, March 10. Accomplished entrepreneur in field of orthotics and prosthetics, mentor, captivating storyteller and proud Eagle Scout. He is a past president of AAOP and an instructor at Northwestern. Also he was probably the last CPO who worked for the Committee on Prosthetic Research and Development in the National Academy of Sciences. He also did at least one tour on the HOPE ship when it had an O&P lab.

Memorial Mass Monday, 10 A.M., St. Barnabas Church 10134 S. Longwood Drive, followed by celebration of life at Quigley's Irish Pub/Hops & Helmets 4010 W. 111th St., 12-7 P.M. In lieu of flowers, memorials to: Amputee Coalition (www.amputee-coalition.org), Boy Scouts of America (<http://apacetogive.scouting.org>). Arrangements entrusted to Donnellan Funeral Home (773) 238-0075. Sign guestbook at www.donnellanfuneralhome.com

AOPA Would Like to Thank the 2015 Policy Forum Sponsors!



Be Featured in the 2015 National Assembly: Get Your Papers In!



Become a Presenter at the 2015 AOPA National Assembly
Share Your Expertise * Advance Your Career * Improve
Patient Care

Henry B. Gonzalez Convention Center in San Antonio, Texas
October 7-10, 2015

The submission deadline ~ Monday, March 30.

AOPA is seeking high-quality education presentations for the 98th Annual AOPA National Assembly. 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.

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 2015 AOPA National Assembly. All free paper abstracts for the 2015 AOPA National Assembly must be submitted electronically. Abstracts submitted by e-mail or fax will not be considered. All abstracts will be considered for both podium and poster presentations. The review committee will grade each submission via a blind review process, based on the criteria below and reach a decision regarding acceptance of abstracts.

- Relevance, level of interest in topic
- Quality of Scientific Content
- Quality of Clinical Content
-

Clinical Free Papers – Those wishing to present an Orthotic, Prosthetic or Pedorthic Free Paper should [submit here](#) to have their paper considered for presentation at the 2015 Assembly. The top scoring papers will compete for the prestigious Thranhardt Award.

Technician Program – If you would like your Technical education paper considered for submission in the Technical Track, please to [submit your paper here](#).

Business Education Program – Please [submit your business education paper here](#). The top papers will be considered for the prestigious Sam E. Hamontree, CP (E) Business Education Award.

Symposia – If you are interested in organizing a Symposium, then please [submit here](#).

For further information, contact Tina at (571) 431-0808 or tmoran@AOPAnet.org

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:

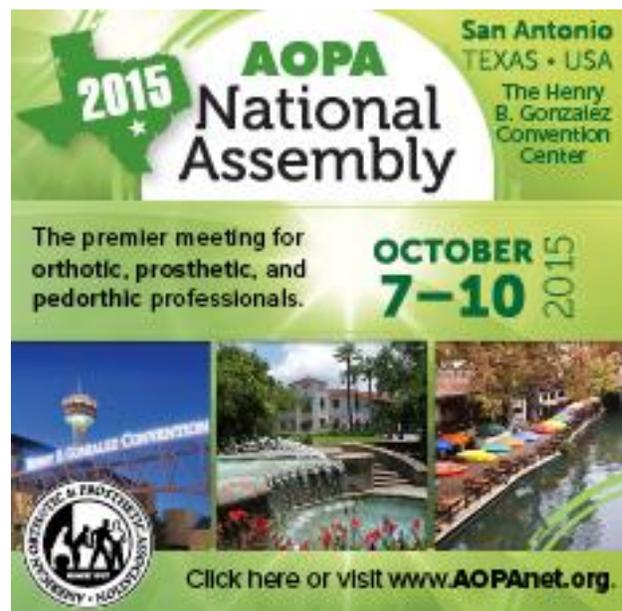
- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in 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? Obtain 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.

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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| March 23-25, 2015 | <i>AOPA Policy Forum</i>
Washington, DC
Learn more or register online here |
| March 30, 2015 | Deadline for <i>National Assembly Call for Papers</i>
Learn more and apply online here |
| April 8, 2015 | <i>Lower-Limb Protheses Policy: Learn the Policy Inside and Out</i>
Webinar Conference
Learn more or register online here |
| April 13-14 | <i>Essential Coding & Billing Techniques Seminar</i>
Seattle, WA
Learn more or register online here |