



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

March 12, 2015

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**[The Policy Forum Kicks Off in One Week!](#)**

**[Medicare's Own Data Demonstrates Cost Saving](#)**

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**[AOPA Would Like to Thank the 2015 Policy Forum Sponsors!](#)**

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### **Upcoming Events**

#### **Jurisdiction C Reports Audit Results for Off-the-Shelf Diabetic Shoes**

CGS, the contractor who serves as the Jurisdiction C DME MAC, recently reported results of its ongoing pre-payment review of claims for off the shelf diabetic shoes described by HCPCS code A5500. For the 4<sup>th</sup> quarter of 2014, the claim denial rate was 75%. While the latest report continues to show a steady reduction in claim denials, from a high of 87% in the 4<sup>th</sup> quarter of 2013, a 75% denial rate remains too high for CGS to consider discontinuing its pre-payment review.

It is important for AOPA members to thoroughly review the Local Coverage Determination (LCD) and Policy Article (PA) that together govern Medicare coverage of diabetic shoes. The only way to stop these pre-payment reviews is to lower the claim denial rate to a level that is acceptable to the DME MAC.

A detailed report of the main reasons for A5500 claim denials may be found at the following link:

<http://www.cgsmedicare.com/jc/pubs/news/2015/0215/cope28328.html>

If you have questions regarding this issue, please contact Joe McTernan at [jmcternan@aopanet.org](mailto:jmcternan@aopanet.org) or Devon Bernard at [dbernard@aopanet.org](mailto:dbernard@aopanet.org).

## Policy Forum Kicks Off in One Week!

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.



### **Tuesday, March 24, 2015, 5:00 to 8:00 PM (Includes Dinner)**

Competitive Bidding—Winners, Losers and Determining If You Want to Play  
*Joseph McTernan, Director of Coding & Reimbursement Services, Education and Programming and Kim Brummett, MBA, Vice President of Regulatory Affairs, American Association of Homecare*

A Surgeon's Perspective on O&P --  
*Francis X. McGuigan, MD, Professor of Orthopaedic Surgery Georgetown University*

With Wal-Mart as a Health Insurer, and Amazon Delivering Orthotic Braces within Four Hours: Who are Your Friends and Who Are Your Enemies—A Fresh Look at O&P Partners and Competitors  
*Thomas F. Fise, JD, Executive Director, AOPA*

### **Wednesday, March 25, 8:30 am to 1:00 pm (Includes Breakfast and Lunch)**

Coding and Reimbursement Segment – *Joseph McTernan, Director of Coding & Reimbursement Services, Education and Programming, AOPA*  
*Devon Bernard, Assistant Director of Coding & Reimbursement Services, Education and Programming, AOPA*

- a. Primer: Steps You Can Take to Avoid RAC/Pre-Payment Audits and Succeed If You Get Them
- b. Current Impact of OTS orthotic Codes on Your Business: A Review of Recent Audit Results
- c. Turning Challenges into Opportunities: Strategies to Increase Revenue without Breaking the Rules

FDA and Your O&P Business: *Pam Forrest, Partner, King and Spalding*

Prosthetics & Orthotics, Five Year Fast Forward: Getting the Answers Needed to Preserve and Grow vs. De-Valuing the Core of O&P  
*Thomas F. Fise, JD, Executive Director, AOPA*

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](#).

## Medicare's Own Data Demonstrates Cost Savings

Patients who received orthotic or prosthetic services have lower or comparable Medicare costs than patients who need, but do not receive, these services.

The O&P Community has the facts but how do we communicate this documented fact that timely O&P intervention does, in fact, result in fewer co-morbidities and lower healthcare costs for patients and payers? The key message is that "Mobility Saves."

Get involved at <http://mobilitysaves.org/get-involved/>

Use the tools to help spread the word to payers, regulators, physicians, referral sources, and patients.



O&P care is cost effective - Access the study, white paper, brochures, and other resources and spread the word at [www.MobilitySaves.org](http://www.MobilitySaves.org)

Get Social with #MobilitySaves



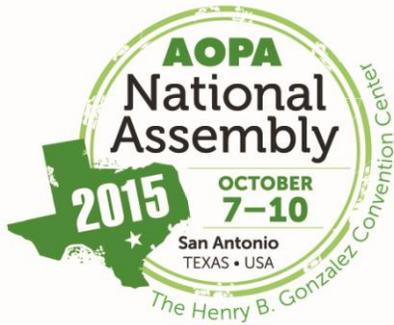
## 2015 Products & Services Directory Now Online

The new 2015 AOPA Products and Services Directory are now available online.

- Sign up for the latest education offerings
- Order new 2015 coding products
- Obtain a list of AOPA board and staff contacts
- Peruse all the member benefits
- Take advantage of online learning
- And more!



## Get Your Papers in by March 30<sup>th</sup>!



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](mailto:tmoran@AOPAnet.org)

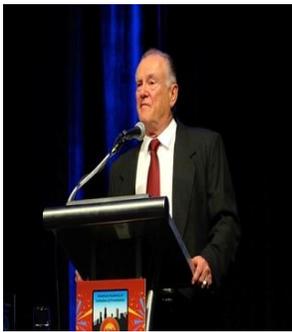
## HOPE Careers Consortium Curriculum Review Program

The HOPE Careers Consortium is a partnership of five US colleges and universities whose mission is to create significant academic contributions to the field of orthotics and prosthetics. The Consortium is the recipient of an \$11.1M TAACCCT (Trade Adjustment Assistance Community College and Career Training) grant through the US Department of Labor.

The HOPE Careers Consortium is searching for professionals who work in the field of orthotics and prosthetics to review curriculum for its federally funded program.

For more in depth details, [click here](#).

## Ottobock Partners with Prosthetics Pioneer Carl Caspers, CPO



Ottobock announced it will be the exclusive distributor of the new EMS inner socket system developed by distinguished prosthetist and inventor Carl Caspers, CPO.

The Environmentally Managed Systems (EMS) technology is fully compatible with the Harmony vacuum system Caspers developed and sold to Ottobock in 2003 but also offers a number of substantial improvements in socket fit and range of motion.

## AOPA Would Like to Thank the 2015 Policy Forum Sponsors!



## 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:

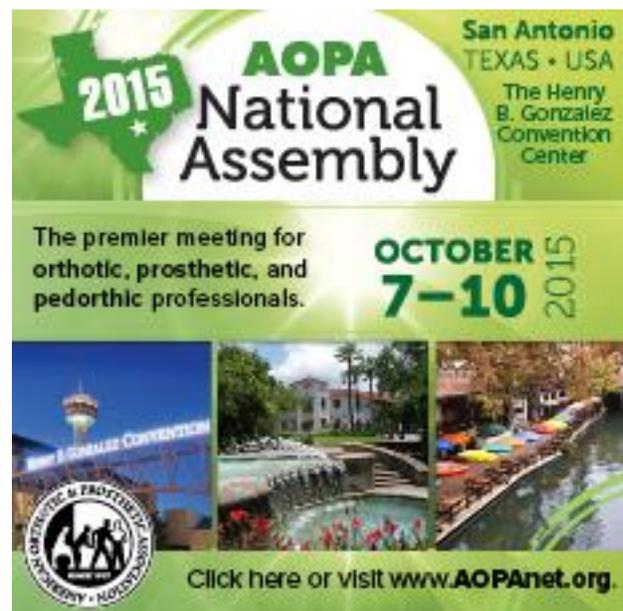
- Build your customer base and increase sales by meeting with Owners who actually make the final decisions on purchases.
- Experience face-to-face time with existing customers to answer questions and build new relationships.
- Enjoy sponsored networking opportunities, including an opening reception in 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><br>Washington, DC<br><a href="#">Learn more or register online here</a>  |
| March 30, 2015    | Deadline for <i>National Assembly Call for Papers</i><br><a href="#">Learn more and apply online here</a>                                       |
| April 8, 2015     | <i>Lower-Limb Protheses Policy: Learn the Policy Inside and Out</i><br>Webinar Conference<br><a href="#">Learn more or register online here</a> |
| April 13-14       | <i>Essential Coding &amp; Billing Techniques Seminar</i><br>Seattle, WA<br><a href="#">Learn more or register online here</a>                   |