



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

October 8, 2015

AOPA Headlines:

[#AOPA2015: Texas Style](#)

[Now Available: 2015 Operating Performance and 2015 Compensation Reports](#)

[Biodesigns Awarded \\$1M Phase II SBIR DARPA Contract](#)

[ICD-10 Has Arrived](#)

[Register for the AOPAversity Webinar: Understanding the LSO/TLSO Policy](#)

[Register for the Last Coding & Billing Seminar of 2015 in Las Vegas!](#)

[Upcoming Events](#)

#AOPA2015: Texas Style

Following a full day of Manufacturer's Workshops, last night marked the official kickoff of the AOPA 2015 National Assembly in San Antonio, Texas. Exhibitors greeted attendees at the Welcome Reception, Texas style.

Texas style refreshments were served as attendees were given the opportunity to "Ride Triton the Bull" as a fundraiser for the PAC, and get their photo taken at the "Alamo." Attendees also took pictures in front of AOPA's HHS rally display. During the reception, exhibitors competed to show their Texas Pride with costumes, props and entertainment. Attendees voted on which exhibitors had the most Texas pride.



The winners of the Texas Pride costume are listed below:

Small Exhibitor (1-3 booths)

1st place: Bulldog Tool Inc.

2nd place: WillowWood

Medium Exhibitor (4-6 booths)

1st place: Cascade Orthopedic Supply

2nd place: Becker Orthopedic

Large Exhibitor (7+booths)

1st Place: OPTEC USA, INC

2nd Place: Ottobock



Attendees packed the house for the opening session featuring Ret. Lt. Col. Gajewski, orthopedic surgeon and former director of the Center for the Intrepid. He paid tribute to prosthetists and other essential parts of the rehab team, discussed civilian and military patient care, and touched on the emotional aspect of caring for amputees.

The Texas spirit continues today for the happy hour in the exhibit hall, and numerous education and clinical sessions. Make sure to follow #AOPA2015 on Twitter, Facebook, and Instagram for all the latest.



Now Available: 2015 Operating Performance and 2015 Compensation Reports

Are you curious about how your business performance compares to others? The **2015 Operating Performance Report** provides a comprehensive financial profile of the O&P industry including balance sheet, income statement and payer information organized by total revenue size, community size, and profitability. The data was submitted by more than 90 patient care companies representing 1,116 full time facilities and 71 part-time facilities. The report provides financial performance results as well as general industry statistics. Except where noted, all information pertains to fiscal year 2014 operations. This survey is repeated annually.

The **2015 AOPA Compensation & Benefits Report** is the most complete, accurate, and up-to-date compensation information for the O&P industry. Compare your compensation levels and benefits policies with similar facilities. The report is divided into two major sections: Average Salaries (including ranges of key employee positions) and Benefits (including holiday and vacation policies). AOPA's Compensation & Benefits Survey is conducted every other year.

Reports are available electronically or print.

2015 Compensation Report (Electronic) member/nonmember \$185/\$285

2015 Compensation Report (Print) member/nonmember \$325/\$425

2015 Operating Performance Survey (Electronic) member/nonmember \$185/\$325

2015 Operating Performance Survey (Print) member/nonmember \$285/\$425

To order your copy, visit <https://www.aopanetonline.org/store>.

Biodesigns Awarded \$1M Phase II SBIR DARPA Contract



In Westlake Village, California, biodesigns, inc., was awarded a \$999,822 firm-fixed-price Phase II Small Business Innovation Research (SBIR) Defense Advanced Research Projects Agency (DARPA) contract for the delivery of a socket diagnostic tool for the manufacture and fitment of custom sockets for upper-limb prostheses. Randall Alley, CEO and Chief Prosthetist for biodesigns, was a primary interface (socket) consultant for DEKA on their "Luke Arm," as part of DARPA's Revolutionizing Prosthetics Program (RP2007), but this is biodesigns' first DARPA contract. DARPA's call for the socket diagnostic tool innovation is a result of the challenges prosthetists face when designing the socket and suspension systems that hold prostheses on upper-limb amputees.

ICD-10 Has Arrived

Effective for claims with a date of service on or after today, October 1, 2015, all Medicare claims must contain a valid ICD-10 diagnosis code in order to be processed. Claims that contain an ICD-9 diagnosis code or an invalid ICD-10 diagnosis code will be rejected as unprocessable. These claims may be resubmitted with a correct ICD-10 diagnosis code.

While the conversion from ICD-9 to ICD-10 will certainly cause some headaches and delays in getting claims paid, these issues should resolve as providers get used to receiving and

reporting ICD-10 diagnosis codes in their correct format. It is important to remember that O&P providers are not responsible for assigning the correct ICD-10 code but are only responsible for reporting the valid ICD-10 diagnosis code assigned by the treating/referring physician.

AOPA has a valuable ICD-10 resource available as a member exclusive benefit, the AOPA ICD-10 bridge. This resource, which may be accessed by logging into the AOPA website using the username and password for your main facility location. The AOPA ICD-10 bridge may be accessed at <http://www.aopanet.org/coding-reimbursement/icd-10-bridge/>

While the AOPA ICD-10 bridge is an excellent reference, AOPA recommends that you confirm the correct ICD-10 diagnosis code with the referring physician before you report it on a claim.

Register for the AOPAversity Webinar: Understanding the LSO/TLSO Policy

October 14, 2015, 1:00-2:00 PM EST

Curious about what type of documentation you need to provide an LSO or TLSO? Have you ever accidentally billed the wrong payer when providing an LSO or TLSO, and wondered why they were the wrong payer? To answer these questions and many more, attend the October 14 Webinar: Understanding the LSO/TLSO Policy

Topics for discussion will include the following:

- When to bill the hospital for an LSO/TLSO and when to bill Medicare
- The difference between custom fabricated, custom fit, OTS and pre-fabricated LSOs and TLSOs
- The criteria that must be met in order to provide an LSO/TLSO
- And a general review of the Local Coverage Determination and Policy Article

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 online](#). Contact Ryan Gleeson at rgleeson@AOPAnet.org or 571/431-0876 with questions.



Register for the Last Coding & Billing Seminar of 2015 in Las Vegas!

[Get the Latest on the LCD Lower Limb Proposal, Prior Authorization, ICD-10 Transition and More](#)

Join AOPA at the Mastering Medicare: Essential Coding & Billing Techniques Seminar. The AOPA experts will keep you updated on the policies that affect you, in addition to the coding and billing knowledge you have come to depend on.



Join your Colleagues November 9-10 in Las Vegas!

At this seminar you will:

- **Get up-to-date information on Hot Topic issues in O&P**
- **Learn how to assess risk areas in your practice;**
- **Learn successful appeal strategies and hints to avoid claim denials;**
- **Practice coding complex devices, including repairs and adjustment**
- **Attend break-out sessions for practitioners and office staff**
- **Earn 14 CEs**

Register Now

Upcoming AOPA Events

- | | |
|---------------------|---|
| October 7-10, 2015 | <i>AOPA 2015 National Assembly</i>
San Antonio, TX
Learn more or register online here |
| October 14, 2015 | <i>Understanding the LSO/ TLSO Policy</i>
Webinar Conference
Learn more or register online here |
| November 9-10, 2015 | <i>Essential Coding & Billing Techniques Seminar in Las Vegas</i>
Learn more or register online here |