



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

November 10, 2015

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Upcoming Webinar: How to Make a Good Impression: Marketing Yourself to Referrals

November 11: 1:00-2:00 PM EST

"You Never Get a Second Chance to Make a First Impression," This often used quote not only applies to life, but also to O&P. Join AOPA for its upcoming webinar entitled, "How to Make a Good Impression: Marketing Yourself to Your Referrals." During this one hour webinar, AOPA experts will discuss strategies that may give you a competitive edge when it comes to building a referral base. Topics of discussion will include:

- Making your business stand out
- Using your strengths to your advantage
- Rules regarding gifts to referral sources
- How to encourage referrals without bothering your referral sources
- How patient relationships may increase your referral opportunities

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.](#)

REGISTER 

2016 HCPCS Codes Released

The Centers for Medicare and Medicaid Services (CMS) has released the new HCPCS codes for 2016. There were no L-codes added or deleted for 2016. There were two minor verbiage changes for codes L1902 and L1904, which describe pre-fabricated and custom fabricated ankle gauntlet style devices respectively. Below is a breakdown of the code descriptor changes which will be effective for claims with a date of service on or after January 1, 2016.

Code Descriptor Changes

Two L-codes had their official descriptors changed.

Code	New Descriptor	Old Descriptor
L1902	Ankle orthosis, ankle gauntlet or similar, with or without joints , prefabricated, off-the-shelf	AFO, ankle gauntlet, prefabricated, off-the-shelf
L1904	Ankle orthosis, ankle gauntlet or similar, with or without joints , custom fabricated	Ankle orthosis, ankle gauntlet, custom fabricated

Questions regarding the code changes may be directed to Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811, or Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854.

Jurisdiction A Release Pre-Payment Review Results

NHIC, Corp, who serves as the Jurisdiction A DME MAC has recently released the results of its ongoing pre-payment review for spinal orthoses described by L0631 and L0637.

From June 2015 through August 2015, 1,068 claims for L0631 and L0631 were submitted and 568 were reviewed, 500 claims could not be reviewed because the DME MAC did not receive any additional information from the suppliers. Out of the 568 claims reviewed 551 were denied representing a claim denial rate of 97%. The charge denial rate (CDR), the dollar amount of services determined to be billed in error divided by dollar amount of services medically reviewed, was 95.5% and this is an increase over the last reported CDR of 81.8%.

The top reasons for denial were missing/incomplete detailed written orders, missing/incomplete proof of delivery, and missing or unsubstantiated clinical documentation. You may view the complete findings [here](#).

Based on the denial rates, NHIC will continue its pre-payment review for these codes. NHIC has also recently released the results of its ongoing pre-payment review of lower limb prostheses billed with a K3 modifier.

From May 29, 2015 until September 3, 2015, 118 claims were submitted, 28 claims could not be reviewed because the DME MAC did not receive any additional information from the suppliers. Out of the remaining 90 claims that could be reviewed 37 were denied representing a claim denial rate of 41%. The CDR was 42.1% and this is a decrease from the last reported CDR of 50.6%.

The top reasons for denial were no documentation submitted, documentation did not support the functional level, invalid/missing proof of delivery, and no documentation supporting the need for replacement. You may view the complete findings [here](#).

Based on these results, NHIC will continue its pre-payment review for lower limb prostheses. AOPA would like to remind you of the changes to the proof of delivery requirements currently being enforced by the DME MACs. It is no longer acceptable to solely use HCPCS codes and descriptors on a proof of delivery. In order for your proof of delivery to be considered valid, you must include either a brand name and/or model number or a detailed narrative description for each component that is billed separately and provided to the patient. AOPA continues to discuss the enhanced proof of delivery requirements with the DME MACs and CMS.

Questions? Contact Joe McTernan at jmcternan@aopanet.org or Devon Bernard at dbernard@aopanet.org.

Ottobock and Scott Sabolich Prosthetics & Research Enter a Formal Collaboration

Ottobock and Scott Sabolich Prosthetics & Research (SSPR) have entered into a formal collaboration agreement for the purpose of advancing prosthetic patient outcomes. The focus of the two organizations includes sharing expertise related to education, quality standards and reimbursement strategies all aimed at improving prosthetic care industry-wide.

This non-equity relationship will allow the two companies to combine the distinctive expertise of each to optimize care and address industry challenges while still maintaining business autonomy. This initiative will support Ottobock in its effort to better understand the provider market to create the best products and services possible. Simultaneously this initiative will support SSPR in their efforts to continue to strive for the most innovative and high quality patient care.

“Ottobock is excited to continue to strengthen the future of the orthotic and prosthetic industry through stronger collaboration with our clinical customers,” said Pete Nohre, Director of Business Development for Ottobock North America. “SSPR is an ideal collaborative partner for us as evidenced by their dedication to bringing innovation, technology and passion to their work.”

“With the way health care is changing, we need to work with our closest partners to help ensure prosthetics continue to advance and help so many people,” said owner Scott Sabolich. “We will be able to offer real-world prosthetic provider feedback while getting a deeper understanding of Ottobock’s world-wide clinical and technical expertise and experiences.”

The Amputee Coalition Host Webinar for National Diabetes Month



With November being National Diabetes Month, the Amputee Coalition invites you to attend this important Webinar to learn about what makes a diabetic or a person with circulatory problems more at risk for limb loss, how to recognize a problem that is emerging and when to contact your doctor, what a patient should be doing on a regular basis to prevent limb loss

(necessary foot care, checking feet, checking residual limb for sores etc.), and discussion about VA's system of care for limb loss prevention and what a person at risk for limb loss can expect from the VA system.

This presentation will last approximately 40 minutes, with a 20-minute Q&A session following the presentation.

If you are not able to attend the Webinar on **Monday, November 23, 2015 at 1:30pm EST**, it will be posted on our Web site after the conclusion.

[Register now!](#)

After registering, you will receive a confirmation email containing information about joining the Webinar.

Read the November Issue of the *O&P Almanac* Online



Improving With Age | Page 20

AOPA's annual Wine Tasting and Auction has become a true 'experience.' [Read More](#)

Cover Story: Foot Care for the Ages | Page 22

Great awareness of early intervention for pediatric flatfoot and other issues will prevent complications for patients later in life. [Read More](#)

Leadership Series: Broadening Our Scope | Page 30

Providing ancillary services may offer benefits for both O&P facilities and patients. [Read More](#)

[Page 18](#) – Reimbursement Page – Earn 2 CE's
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Upcoming AOPA Events

November 9-10, 2015 *Essential Coding & Billing Techniques Seminar in Las Vegas*
[Learn more here](#)

November 11, 2015 *How to Make a Good Impression: Marketing Yourself to your Referrals*
Webinar
[Learn more or register online here](#)

December 9, 2015 *Bringing in the New Year: New Codes and Changes for 2016*
AOPA Webinar
[Learn more or register here](#)