



American Orthotic & Prosthetic Association

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Breaking News

November 5, 2015

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Hanger Clinic Announces New Chief Clinical Officer



Hanger Clinic announced that James Campbell Ph.D., CO, FAAOP has joined the company as Chief Clinical Officer (CCO), effective November 16, 2015. A primary focus for Dr. Campbell will be the development of Clinical Practice Guidelines for major medical conditions, as well as capturing the medical outcomes of Hanger Clinic's patients, and translating it into value for payors.

Dr. Campbell joins Hanger Clinic with a high level of distinction for his work, leadership, and research in the field of orthotics and prosthetics (O&P). He worked for the past 17 years at Becker Orthopedic in Troy, Mich., where he served most recently as the Executive Vice President responsible for Clinical Services, as well as Research and Product Development, Manufacturing Engineering, Quality, Regulatory Affairs and Central Fabrication.

Dr. Campbell has served on the Board of Directors of the American Orthotic and Prosthetic Association (AOPA) since 2012 and will become AOPA's president in 2016. He chairs AOPA's survival imperative on Outcomes and Evidence Based Practice. He also is a past member of the Board of Directors for the American Academy of Orthotists & Prosthetists (AAOP) and served as Chair of its Educational Development Council. In addition, Dr. Campbell serves as a member of the Advisory Board for the Ph.D. Department of Applied Physiology at Georgia Tech University,

on the Biomedical Engineering Industrial Advisory Board at Lawrence Technological University, and on the Advisory Board for the O&P Program at Eastern Michigan University.

A named inventor on five U.S. patents, Dr. Campbell has authored several book chapters and journal articles, and served as the Editor in Chief for the *Journal of Prosthetics and Orthotics* from 2000-2003. He received the Thranhardt award in 2000, and in 2005 he was the Orthotic Education & Training Trust (OETT) Invited Lecturer at the UK National Member Society of International Society for Prosthetics & Orthotics (ISPO). In February 2013, he received the Distinguished Practitioner Award from AAOP in recognition of his significant contribution to the field of orthotics and prosthetics. He has presented over 150 papers at professional conferences around the world, has participated as an Invited Constituent for the National Institute on Disability and Rehabilitation Research (NIDRR), and has been actively involved in NIDRR's Formative Program Review on Rehabilitation Engineering Research Centers in the U.S.

By education, Dr. Campbell has a Higher Diploma in Prosthetics and Orthotics from the National Centre for Prosthetics and Orthotics at the University of Strathclyde in Glasgow, Scotland, and later completed his Ph.D. in Bioengineering at the University of Strathclyde. He has the designation of Certified Orthotist from the American Board for Certification in Orthotics and Prosthetics, and is a Fellow of the American Academy of Orthotists and Prosthetists as well as a member of the International Society for Prosthetics & Orthotics.

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.

BOC's Zacharias Elected as Board Chair to ICE Board of Directors



Last week, the Board of Certification/Accreditation's President & CEO, Claudia Zacharias, MBA, CAE, assumed leadership as Board Chair of the Institute for Credentialing Excellence (ICE) Board of Directors. The announcement was made at the ICE Annual Meeting in Portland, Oregon and a ceremonial gavel was passed to the newly elected Chair.

Earlier this year, Zacharias was re-elected to the ICE Board of Directors for a second three-year term. She has served as Secretary-Treasurer for the past two years and will serve as Board Chair for the first year of the current term. Zacharias's re-election to the Board demonstrates the credentialing community's confidence in her leadership and dedication to the field.

ICE is a professional membership association that advances credentialing through education, standards, research, and advocacy to ensure proficiency across professions and occupations. The National Commission for Certifying Agencies (NCCA), ICE's accrediting body, evaluates certification programs to ensure the health, welfare, and safety of the public through the assessment of professional competency. To date, NCCA has accredited approximately 300 programs from more than 120 organizations. All of BOC's orthotic and prosthetic certification programs are NCCA-accredited.

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



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
Read the Column and [Take Your Quiz Here](#).

AOPA Debuts the New AOPAversity

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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>.

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](#)