



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

February 23, 2016

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Exhibit at the 2016 National Assembly in Boston, MA!



AOPA is currently accepting exhibit applications for the 2016 AOPA National Assembly, which is due to take place in Boston, MA on September 8-11, 2016. The Hynes 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?

Exhibit 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?

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.

What you will Get? 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 2016 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 (*AOPA Members only*).
- 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.
- 1 hour access to exhibit hall prior to exhibit hall opening each day

[Sign up today to exhibit](#) at the 2016 AOPA National Assembly. Questions? Contact Kelly O'Neill koneill@aopanet.or or (571) 431-0852.

Register Now for the Coding & Billing Seminar in Portland!

AOPAversity

The AOPA Coding Experts are Coming to Portland, Oregon April 11-12!

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 11 & 12 in Portland, OR!

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. **Overtake 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.](#)

REGISTER NOW!

Make a Difference for O&P at the Policy Forum



Register Now for the 2016 Policy Forum and O&P Legislation-Writing Congress! New Format - New Program

Join us April 26 -27, 2016 in Washington, DC for a new Policy Forum experience. Former Senator Robert Kerrey will preside over a special session to write a simple one-to-two page *piece of legislation* to take to the Hill to educate your lawmakers. This is your opportunity to make your voice heard and participate in a landmark event.

[Learn more.](#)

Why should you attend? Educate lawmakers on the issues that are important to YOU:

1. *Participate in the 2016 O&P Legislation-Writing Congress - make your voice heard.*
2. *Ensure O&P has fair representation in any O&P LCDs*
3. *Make sure Prior Authorization is administered fairly*
4. *Help Curb RAC audit practices that harm honest providers and don't prevent fraud*
5. *Prevent the Expansion of Off-the-Shelf Orthoses and Competitive Bidding*
6. *Showcase the value of O&P professionals as health providers by simply sharing a personal story how O&P restores lives and saves money.*

April 26-27, 2016: Washington, DC
Washington Marriott at Metro Center

[Learn more and register now.](#)

Mastering Medicare Webinar: Shift the Liability: The Proper Use of ABN Form

WEBINAR WEDNESDAYS



Wednesday: March 9, 2016, 1:00-2:00 PM (EST)

What to Expect:

- Learn when an ABN is appropriate, examine common scenarios of when an ABN should be used
- Learn how to use the ABN when billing for upgraded features, and ensure at least a partial payment for services rendered
- Learn to avoid the common mistakes, which can make your ABN invalid
- Learn to understand all the modifiers associated with an ABN

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 here.](#)

Contact Joe McTernan at jmcternan@AOPAnet.org or 571/431-0854 with content questions. Contact Ryan Gleeson at rgleeson@AOPAnet.org or 571/431-0876 with registration questions.

Jurisdiction D Releases Pre-Payment Audit Results for OTS Walking Boots and Diabetic Shoes

Noridian Healthcare Solutions, LLC., who serves as the Jurisdiction D DME MAC contractor recently released pre-payment audit results for off the shelf (OTS) walking boots described by HCPCS code L4361 and diabetic shoes described by HCPCS code A5500.

The pre-payment audit for OTS walking boots involved 110 claims of which 74 were denied resulting in a claim denial rate of 66%. Primary denial reasons included a lack of documentation supporting the medical need for the walking boot, incomplete or missing medical records, incomplete or non-existent proof of delivery documentation and a missing or incomplete detailed written order. Based on the results of the initial pre-payment probe review, Jurisdiction D announced that it will begin a widespread pre-payment review of all claims submitted for L4361.

The pre-payment audit for diabetic shoes described by A5500 involved 3,949 claims of which 3,354 were denied resulting in an overall claim denial rate of 84%. Primary denial reasons included no response to the additional documentation request, a lack of documentation of an in-person visit with the supplier of the shoes at the time of delivery, a lack of documentation of one of the pre-requisite conditions by the Certifying Physician, and lack of documentation by the Certifying Physician that he/she is treating the patient's systemic diabetic condition. Based on the current results of the ongoing pre-payment audit for diabetic shoes, Jurisdiction D will continue to audit claims for A5500 on a pre-payment basis.

AOPA members are reminded of the importance of ensuring that all required documentation is in place prior to submitting a claim to the DME MACs.

Questions regarding these audits may be directed to Joe McTernan at jmcternan@aopanet.org or Devon Bernard at dbernard@aopanet.org.

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[Advertise in O&P Almanac: Access the 2016 Media Kit](#)



Safe and Secure in the Digital Age

Today's O&P facilities are leveraging advanced digital business technologies for record keeping, communications, and marketing, but use of these technologies requires adherence to security guidelines to protect patient privacy and prevent breaches.

[Read More](#)

Alarming O&P Provisions Included in the President's Proposed Budget

The President's Budget for Fiscal Year 2017, sent to Congress by President Obama on February 9, contains some wording that could cause concern and possible panic in the O&P community. Page 72, under the heading "***Provide Authority to Expand Competitive Bidding for Certain Durable Medical Equipment***" contains the text "This proposal expands the competitive bidding program to additional categories, including: inhalation drugs, all prosthetics and orthotics, ...". ([Read the full excerpt.](#))

The excerpt from the Budget Message should be taken in the context that it is unlikely to see the light of day in an election year with this Congress. AOPA has continually kept the O&P community aware of the prospect of expanded competitive bidding even though the current statutory provisions limit competitive bidding to Off-the-Shelf (OTS) orthotics, which CMS has continually pushed the envelope on in expanding the number of eligible devices defined as OTS.

The President's Budget Message is another wake-up call for O&P being in the gun sights for competitive bidding even though it is unlikely in the very near future. It is also unlikely that a Republican Congress would enact any law with ramifications that an amputee veteran would be perceived as potentially receiving their prosthesis in a UPS delivered brown box (political perception sometimes is at least as important as reality).

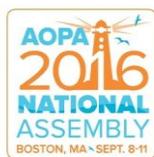
However, this sends a clear message that AOPA needs to continue with its vigilance about preventing the expansion of competitive bidding. AOPA will continue to be your advocate on Capitol Hill, educating lawmakers about the realities of providing high quality O&P care in an increasingly hostile regulatory climate. AOPA will continue our work behind the scenes fighting

harmful RAC audit practices, attempts at expanded competitive bidding, and sharing the message that orthotists and prosthetists are healthcare providers and not DME providers. Member dues make this advocacy possible and this year is no exception. If you have not renewed your 2016 membership, now is the time. And share with your colleagues that all O&P practices need to join in to strengthen our efforts.

If this is what the federal government has in mind for the future of your business, can you really afford NOT to be a member of AOPA?

To renew membership or obtain a membership application for a colleague, please contact Betty Leppin at BLEppin@AOPAnet.org

Present at the 2016 National Assembly in Boston



**AOPA National Assembly and New England Chapter Meeting
John B. Hynes Veterans Memorial Convention Center in Boston, MA
September 8-11, 2016**

The 2016 Planning Committee is seeking high-quality education presentations for the combined 99th Annual AOPA National Assembly and New England Academy Chapter Meeting to be held September 8-11, 2016 at the Hynes Convention Center in downtown Boston, MA.

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 2016 National Meeting. All free paper abstracts for the 2016 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

Submission Deadline – The submission deadline is March 31, 2016.

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 2016 National Meeting. The top scoring papers will compete for the prestigious Thranhardt Award.

Technician Program – If you would like your Technical presentation considered for the Technical Education Track, please [submit your paper here](#). The planning committee is specifically looking for fabrication techniques to be presented in the form of a “cooking show” style demonstration. Please contact us with questions assembly@aopanet.org or 571-431-0808.

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](#). Scientific Symposia should present thematically related research addressing significant problems or controversies in Orthotics, Prosthetics or Pedorthics. The symposium should bring together one or more of the world's leading researchers to present current developments and planned research directions. Where appropriate, symposium should present differing points of view on a particular topic.

Student/Resident Poster Submission: AOPA invites students and residents to present orthotic/prosthetic research findings or a particular case study via a poster presentation. When students and/or residents submit an abstract for a poster, they are entered to win one of two prestigious awards--The Otto and Lucille Becker Award will be presented for the best orthotic abstract submitted and the Edwin and Kathryn Arbogast Award for the best prosthetic abstract submitted by a qualifying student or resident.

- ✓ The poster must be exhibited and presented at the AOPA National Assembly for the award recipient to receive the prize. The winners of the two scientific poster awards will be published in the O&P Almanac.
- ✓ The winners will receive a \$500 cash award, registration to the show, coach-class airfare to the National Assembly and three nights hotel. To qualify to present a poster in this category and eligible for consideration for this award, the main author must be a student (baccalaureate or masters level) or a resident at a qualified patient care facility.
- ✓ Abstracts will not be considered for either award if they have been previously presented, published, or are currently submitted with pending decision on acceptance elsewhere.
- ✓ These awards have been made possible by a special endowment by Becker Orthopedic and WillowWood.
- ✓ The Award Winner's associated school will also be honored with an award.

Please [submit your poster paper here](#).

Questions? Contact Tina Moran at tmoran@aopanet.org or (571) 431-0808.

Upcoming AOPA Events

February 25, 2016 *Introduction to Prior Authorization*

AOPA Webinar
Register for the [25th here](#)

March 9, 2016

Shift the Liability: The Proper Use of the ABN Form Pass
AOPA Webinar
[Learn more or register here](#)

April 26 & 27, 2016

AOPA Policy Forum
Washington, DC
[Learn more or register here](#)