



American Orthotic & Prosthetic Association

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## AOPA In Advance SmartBrief

Breaking News

February 9, 2016

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**Register Now for AOPA's Webinar Tomorrow**

## Register for the 2016 Webinar Series

Don't miss the next webinar

### SNF Billing: Beyond the Basics (The Ins and Outs)

#### Cost

\$99 for AOPA

Members/

\$199 for Non-Members

(Members use promo code 'member')

#### Date

Wed, February 10

1:00 PM EST

Reimbursement for Skilled Nursing Facilities is complex. Make sure you know who and how to bill so you can get PAID. Earn 1.5 credits for the February 10 webinar.

- Learn how to get paid when a patient is in an SNF
- Learn all the scenarios of when you bill the SNF and when you bill Medicare
- Learn what the 100 day benefit period really entails
- Examine SNF Consolidated Billing in detail

**REGISTER**

## Download the AOPA365 App

Make sure to download AOPA365 for your [iPhone](#) or [Android](#) today. Stay updated on hot topics, read the digital O&P Almanac, stay in touch at AOPA's conferences, and more. Search AOPA365 for your free download. Create a personal account and start browsing the latest updates from AOPA.

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## Jurisdiction A Releases Pre-Payment Audit Results

The Jurisdiction A DME MAC recently released results of its ongoing widespread pre-payment review of K3 or higher prosthetic limbs and spinal orthoses described by HCPCS codes L0631 and L0637. While the claim denial rate (CDR) for K3 or higher lower limb prostheses continues to improve (38.8%), the CDR for spinal orthoses remains very high (96.3%).

The prepayment review for lower limb prostheses revealed that of the claims that were denied, 23% were denied due to the lack of medical records of any kind. 11% of denied claims did not have adequate documentation to support the assigned functional level of the patient. On a positive note, improper proof of delivery only accounted for 4% of the denied claims.

The majority of claim denials for spinal orthoses billed as L0631 or L0637 occurred as a result of lack of documentation regarding the medical need for a custom fitted orthosis rather than an off the shelf orthosis. 86.2% of the denied claims were due to the lack of this documentation. It is clear that the DME MACs have focused significant energy in ensuring that orthoses that are billed using custom fitted codes are supported by documentation that describes the specific modifications that were made to the orthosis to achieve a custom fit for the patient.

Questions regarding these pre-payment reviews may be sent to Joe McTernan at [jmcternan@aopanet.org](mailto:jmcternan@aopanet.org) or Devon Bernard at [dbernard@aopanet.org](mailto:dbernard@aopanet.org).

## AOPA Education for Prior Authorization

Please join AOPA in an AOPA Member Exclusive introductory webinar, concerning Prior Authorization, to be held on February 18<sup>th</sup> & 25<sup>th</sup> at 1PM EST. AOPA members get to attend for free! Take this opportunity to learn from the experts about what Prior Authorization means for your business and how it will impact you as a practitioner. Register [here](#) for February 18 and register [here](#) to attend on February 25<sup>th</sup>.

A second webinar, *Prior Authorization Preparation*," is scheduled to be held on March 24<sup>th</sup> and 31<sup>st</sup> at 1PM EST, available for AOPA member and non-member viewing. This webinar will feature any additional updates on Prior Authorization. These webinars in March are \$99 for AOPA members and \$199 for non-members. Register [here](#) for March 24<sup>th</sup> and register [here](#) to attend on March 31<sup>st</sup>. We hope to see you there!

## Order the 2016 Quick Coder Set Now Available



Order your 2016 Quick Coder Set Today. Stop searching through numerous pages to find a code! AOPA's redesigned Quick Coder provides a speedy reference to the HCPCS orthotic, shoe and prosthetic codes and modifiers. These laminated cards are durable, long-lasting and convenient to store. The 2016 Quick Coders sell for \$30 to AOPA members and \$80 for non-members. Order the [2016 Quick Coder here](#).

## Ottobock Forms Dedicated Orthotics Business Unit, Sales Organization

On February 8<sup>th</sup>, Ottobock announced the formation of a new US Orthotics Business Unit. Effective January 1, 2016, this new business unit will be supported by the North American Orthotics Sales Organization and will focus solely on orthotic product sales in O&P, including C-Brace, Stance Control, WalkOn, Modular Components, and the full line of Ottobock off-the-shelf bracing products. Ottobock's existing Activity and Sports Medicine (ASM) Representatives will be renamed Ottobock Orthotics Sales Representatives and will support the full line of Ottobock Orthotics products and services.

Also effective January 1, the current Technical Orthopedics Business Unit will be renamed the Ottobock Prosthetics Business Unit and will be supported by the North American Prosthetics Sales Organization.

Ottobock orthotics customers will receive information about their Orthotics Sales Representative in the coming weeks. For more information, call 800 328 4058.



## **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.

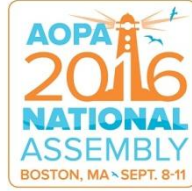
[Learn more.](#)

*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.](#)

**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 99<sup>th</sup> 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](mailto: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](mailto:tmoran@aopanet.org) or (571) 431-0808.

Contact AOPA Headquarters at (571) 431-0876 or [assembly@AOPAnet.org](mailto:assembly@AOPAnet.org) with questions about the submission process or the National Assembly in general.

<b>Upcoming AOPA Events</b>
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| February 10, 2016      | <i>SNF Billing: Beyond the Basics (The Ins and Outs)</i><br>AOPA Webinar<br><a href="#">Learn more or register here</a>                           |
| February 18 & 25, 2016 | <i>Introduction to Prior Authorization</i><br>AOPA Webinar<br>Register for the <a href="#">18<sup>th</sup></a> or <a href="#">25<sup>th</sup></a> |
| March 9, 2016          | <i>Shift the Liability: The Proper Use of the ABN Form Pass</i><br>AOPA Webinar<br><a href="#">Learn more or register here</a>                    |