



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

April 26, 2016

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### **Bill Introduced to Place Moratorium on CMS' LCD Lower Limb Proposal**

On April 25, Representative Ellmers (R-NC-02) introduced HR 5045: Preserving Access to Modern Prosthetic Limbs Act of 2016. The bill is "to impose a moratorium on the implementation of a proposed Medicare local coverage determination on lower limb prostheses". The bill places a moratorium until June 30, 2017 on implementing the July 16, 2015 Local Coverage Determination (LCD): Lower Limb Prostheses (DL33787). The bill also would require that CMS and its contractors remove the policy from their websites, which is necessary because private payors (United Health Care and Cigna) have been adopting provisions included in the LCD. This bipartisan bill was co-sponsored by Reps. Blackburn (R-TN-7) and Schakowsky (D-IL-9). This bill will be discussed during the Policy Forum, where AOPA members will request that their representatives become a co-sponsor.

Contact Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org) with content questions.

## **AOPA Holds Press Briefing: Amputees Now Being Denied Coverage By Private Insurers Based On Widely Criticized and Unfinalized Medicare Rule**

On April 21, 2016, AOPA held a telenews event to discuss the impact that CMS' proposed Lower Limb LCD is having in the private sector. Media participants heard from AOPA President Elect Michael Oros, CPO, FAAOP, Tom Fise of AOPA, and Mark Martin and Rob Rieckenberg, two amputees who have been affected by the new policies. [Listen to the audio from the call.](#)

The press release summarizing the call is below:

**WASHINGTON, D.C. – April 21, 2016** – A highly controversial Medicare rule proposal to turn back the clock to 1970s-style health care for America's two million amputees set off a firestorm of protests last summer. Now, the American Orthotic & Prosthetic Association (AOPA) is warning that, as predicted, the Medicare rule is being exploited by private health care insurers to deny coverage to amputees for previously approved medical care and devices.

AOPA said that United Healthcare and Cigna have been identified as using the cover provided [by the non-final Medicare rule](#) to deny coverage to amputees. Two amputees from Portland and Minneapolis told reporters today about their experiences with United Healthcare coverage denials. AOPA also produced a February 2016 letter from six groups, including the Amputee Coalition, urging Cigna to reverse a late 2015 coverage statement that is being used by the company to deny coverage to amputees.

In August 2015, the amputee community's outrage over the proposed Medicare rule boiled over during a public hearing in Baltimore and a subsequent protest outside the Health and Human Services headquarters in Washington, D.C. Amputees also mounted a vigorous #notaluxury social media campaign that culminated in 100,000+ signatures on a White House "We The People" petition. The proposed changes to federal reimbursement for lower limb prosthetic care would create unreasonable and clinically unjustified hurdles to amputees receiving care that is now routinely provided.

[Read the rest of the press release.](#)

### **The Media Coverage of the event as of April 25:**

[Rehab Management](#)

[Pharmacy Choice](#)

[HME News](#)

[insurancenewsnet.com](#)

[Inside O&P](#)

[Healio](#)

May 2016

11

1:00 PM Eastern

# WEBINAR WEDNESDAYS



Join AOPA for a one hour webinar, **When Things Go Wrong: Making Lemonade out of Lemons**, and earn 1.5 CEs, while learning about how to make the best of frustrating and potentially costly situations. During this webinar, participants will learn what to do in the following scenarios:

- A patient refuses an item/service
- A patient returns an item
- You have a disgruntled patient
- Learn about other instances of when things don't go as planned, and how you can make the best out of each situation

[Register now.](#)

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.

Contact Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or 571/431-0854 with content questions. Contact Ryan Gleeson at [rgleeson@AOPAnet.org](mailto:rgleeson@AOPAnet.org) or 571/431-0876 with registration questions.

## Deadline This Week for AOPA's Pilot Grant Proposals

The American Orthotic & Prosthetic Association is proud to announce a [Request for Pilot Grant Proposals in sixteen potential areas of Orthotic and Prosthetic \(O&P\) research including an open topic](#). For 2016-2017 the association is seeking proposals for one-time grants in amounts up to \$15,000 for one year. The leadership of AOPA, working in conjunction with the Center for Orthotic and Prosthetic Learning and Outcomes/Evidence-Based Practice (COPL) and its Board of Directors comprised of representatives from eight leading O&P organizations recognizes that there is a modest amount of original evidence-based or outcomes research in orthotics and prosthetics. Consequently, AOPA is interested in funding original pilot research that will lead to larger trials that may qualify for government or other research funding support.

AOPA and COPL will give preference to grants that address evidence-based clinical application in orthotics and prosthetics. Please post this RFP and share it with your colleagues. **The deadline for proposals is April 30, 2016.** [Read the full eligibility and application process.](#)

## Pre-Payment Probe Review for LSO/TLSOs

The Jurisdiction D Durable Medical Equipment Medicare Administrative Contractor (DME MAC) Noridian recently announced the start of a prepayment probe review for all LSOs and TLSOs. The purpose of the review is to determine the possibility, based on the DME MAC's data analysis, of a potential problem area.

If contact by Noridian with an *Additional Documentation Request* (ADR) letter, please don't ignore the letter. Respond to the ADR with all the documentation requested including but not limited to:

- Initial order & the Detailed Written Order (DWO)
- Medical records from (physician, hospital, SNF, OT, PT, etc.) that support the medical necessity
- Documentation to support the custom fitted or off the shelf orthosis code billed (if applicable)
- Proof of delivery (POD)
- A copy of the PDAC verification, if required
- Any other supporting documentation you feel is relevant.

Questions? Contact Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or Devon Bernard at [dbernard@AOPAnet.org](mailto:dbernard@AOPAnet.org).

## CMS Announces Update to Interest Rate for Medicare Overpayments and Underpayments

The Centers for Medicare and Medicaid Services (CMS) has announced that effective April 19, 2016, the interest rate that will be applied to Medicare overpayments and underpayments will be 10.00%, representing an increase of 0.25% since the last quarterly update. Federal regulations require the Medicare interest rate to be adjusted quarterly based on information published by the Treasury Department.

Questions regarding this issue may be directed to Joe McTernan at [jmcternan@aopanet.org](mailto:jmcternan@aopanet.org) or Devon Bernard at [dbernard@aopanet.org](mailto:dbernard@aopanet.org).

## CMS Finalizes Definition of Orthotics & Prosthetics in the Uniform Glossary of Medical Terms

CMS has finalized an update to the *Uniform Glossary of Medical Terms* that included the revision to the definition of the term "orthotics and prosthetics" that were suggested by both AOPA and the O&P Alliance. This document, which was established through provisions of the Affordable Care Act, is intended to provide guidance to private insurance companies when defining and establishing coverage for essential health benefits. Both groups suggested that the definition no longer include the term "due to breast cancer" when defining external breast prosthesis as part of the larger definition of the term "orthotics and prosthetics." AOPA is pleased that its suggested revision was considered and accepted by CMS and the other federal agencies tasked with maintain the Uniform Glossary of medical Terms. [Read more about the comments submitted by AOPA and the O&P Alliance.](#)

The new definition of "orthotics and prosthetics":

*Leg, arm, back, and neck braces, and artificial legs, arms, and eyes, and external breast prostheses incident to mastectomy. These services include: adjustments, repairs, and replacements required because of breakage, wear, loss, or a change in the patient's physical condition.*

## Join the Coding & Billing Experts in San Antonio

### *The AOPA Coding & Billing Experts are Coming to San Antonio!*

AOPA's next Coding & Billing Seminar will be in San Antonio! Don't miss this opportunity to get the most up-to-date information to advance your O&P practitioners' and billing staff's coding knowledge.

### **Join your Colleagues June 13-14 in San Antonio!**

At this seminar you will:

- Receive up-to-date information on Prior Authorization and other Hot Topics
- Ensure your Proof of Delivery meets Medicare Requirements
- 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



*Visit the Alamo-just minutes away*

Where else can you get two jam-packed days of reliable, valuable O&P coding and billing information? [Learn more.](#)

**Register Now**

## 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 Will You 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

<b>Upcoming AOPA Events</b>
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April 26 & 27, 2016	<i>AOPA Policy Forum</i> Washington, DC <a href="#">Learn more or register here</a>
May 11, 2016	<i>When Things Go Wrong: Making Lemonade out of Lemons</i> AOPA Webinar <a href="#">Learn more and register here</a>
June 13 & 14, 2016	<i>Coding &amp; Billing Seminar</i> San Antonio, TX <a href="#">Learn more and register here</a>