



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

May 12, 2016

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### **Revised Limitations on the Scope of Review for Redeterminations & Reconsiderations**

The Center for Medicare and Medicaid Services (CMS) has recently issued a revised directive to its contractors handling appeals that are a result of a “complex prepayment reviews, complex post-payment reviews or automated post payment reviews”. CMS has informed the Durable Medical Equipment Medicare Administrative Contractors (DME MACs) and the Qualified Independent Contractor (QIC) that during the redetermination and reconsideration levels they may only “limit their review to the reason(s) the claim or line item at issue was initially denied”.

This means that the contractors may no longer deny your claim for a different reason upon further review of the claim, they may only review and make a decision based on the initial issue at hand. However, this limit doesn't apply to appeals that are the result of an automated pre-payment review denial. The limit on the scope of review only applies to appeals which are the result of denials due to complex prepayment reviews, complex post-payment reviews or automated post payment reviews.

This is a beneficial shift in policy. Previously, the DME MACs and the QIC could still “develop new issues and evidence at their discretion” and issue unfavorable decisions for any reason besides the one provided with initial determination; even on post-payment reviews. Now, they may only “develop new issues and evidence at their discretion” when a claim is denied on an automated pre-payment review basis only.

This revised directive and instructions only applies to redetermination and reconsideration requests received by the DME MAC or QIC on or after April 18, 2016. The revised instructions will not be applied retroactively. You may view the MLN Matters article which outlines these new directives [here](#).

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

**Registration is Now OPEN for the 2016 AOPA National Assembly**



**Registration is now OPEN**

***Light the Way to your Future Success***

99th AOPA National Assembly  
September 8-11, 2016  
Hynes Convention Center, Boston, MA

**Why should you attend?**

- PLOT A COURSE FOR FUTURE SUCCESS with 5 concurrent sessions for Orthotists, Prosthetists, Pedorthists, Technicians, Business Owners and Managers
- Cruise through the stormy seas of REGULATORY RULES with answers you can only get from AOPA
- Navigate the country's LARGEST O&P EXHIBIT HALL
- Sail through spectacular general sessions with inspiring KEYNOTE PRESENTERS
- Earn more than 32 CE CREDITS
- Partake in FUN NETWORKING EVENTS
- Enjoy exciting and HISTORIC BOSTON BACK BAY
- Catch up with the ALUMNI CONNECTION
- Maneuver your way with CASE STUDIES AND SYMPOSIA
- GET ONBOARD with MDs, PhDs, Wound Care Specialists, Research Scientists, Attorney's, Business Experts and Top-Notch Practitioners

[Learn more about the 2016 AOPA National Assembly](#)

**Register Now**

## **BOC's Board Approves Program Changes for Orthotic, Prosthetic, and Pedorthic Certifications**

On May 3, 2016, The Board of Certification/Accreditation (BOC)'s Board of Directors recently approved a plan to sunset the acceptance of new applications for its orthotist (BOCO), prosthetist (BOCP), and pedorthist (BOCPD) certifications. The decision will lead to greater growth opportunities for the organization and streamline the professions' credentialing options. *BOC will accept applications for the orthotist, prosthetist, and pedorthist credentials through July 31, 2016.*

"BOC has been a recognized partner in these fields for more than 30 years and remains firmly committed to supporting our certificants and the millions of people who depend on BOC professionals to improve the quality of their lives," said L. Bradley "Brad" Watson, BOCO, BOCP, LPO, Chair of the BOC Board of Directors. "The Board's decision will have no impact on current BOC certificants like me. All BOC certificants will have the organization's support throughout their entire career."

BOC will continue to provide assistance to all BOC-certified professionals in meeting continuing education requirements, renewing their certifications, and ensuring BOC professionals deliver the highest level of quality patient care.

BOC also remains committed to representing the interests of the orthotic, prosthetic, and pedorthic professions, including continuing membership and active participation in the O&P Alliance. "As a leading provider of professional credentials for those providing prosthetic, orthotic, and pedorthic care, BOC has demonstrated for decades their commitment to the patients who depend on BOC certificants for high-quality care," said Susan Stout, President & CEO of Amputee Coalition. "We applaud BOC for standing by their current certificants, ensuring patients continue to have access to care from the providers they depend upon for these essential services. The BOC is making this transition with considerable integrity and commitment to the patients served by BOC certificants."

The organization's facility and pharmacy accreditation programs and certification programs for the orthotic fitter (COF), mastectomy fitter (CMF), and durable medical equipment specialists (CDME) are unaffected by the Board's decision. Offering these credentials remains a long-term commitment of the organization.

BOC has been acclaimed for their award-winning innovation and customer service, earning five internationally recognized Stevie Awards. Both the Centers for Medicare and Medicaid Services (CMS) and the Department of Veterans Affairs have accepted the BOC credentials as meeting their standards. Additionally, BOC practitioners are included as qualified providers in the Benefits Improvement and Protection Act of 2000 (BIPA).

**Please review BOC's [Fact Sheet](#) for additional information.**

### **John Izak, CPO, Recognized for Saving a Life and Starting a Save Others Program**



John Izak, CPO, and General Partner in Pennsylvania-based Orthologix, has created a program to offer free CPR, AED, and other emergency medical procedure certification courses to those involved with youth

athletics. The program also seeks to place AEDs (automated external defibrillators) on the sideline of youth athletic events.

The nonprofit program, Trevor's Heart Start, was named after a young athlete who went into cardiac arrest at a soccer game Izak was attending last October. The youth collapsed on the field, had stopped breathing and had no pulse. Izak and an EMT on site started CPR. The EMT administered chest compressions while Izak gave mouth-to-mouth resuscitation. The North Penn Fire Company soon arrived and shocked Trevor's heart with an AED. Trevor was ultimately transported to The Children's Hospital of Philadelphia. The combined efforts saved his life and prompted Izak to start Trevor's Heart Start to educate others on how to handle emergencies.

For more information on Trevor's Heart Start, email [Trevorheartstart@gmail.com](mailto:Trevorheartstart@gmail.com).

### Attend the 9<sup>th</sup> Annual Wine Tasting & Auction



During the 2016 National Assembly AOPA will be hosting the 9<sup>th</sup> Annual Wine Tasting & Auction. On Friday, September 9<sup>th</sup> from 6:00-8:00 PM. This exciting event provides attendees with a unique opportunity to mingle, network, learn about and taste a variety of wines, but most importantly raise awareness of and funds for AOPA's Government Relations outreach. Let's keep the tradition of success alive and make the 9<sup>th</sup> Annual Wine Tasting & Auction the best ever.

Please join the fun, the "good cause" and add to the continued success of the Wine Tasting & Auction by donating today! ***Your special donations are what make this event unique.*** Your donation may be one of the gems of your cellar, jewelry, artwork, wine glasses, a bottle of your favorite spirit, cigars, etc. We also have a team of personal shoppers who can locate that perfect item for you if you would prefer to make a monetary donation.

Please consider donating today! The donation form is available [here](#).

Thank you in advance and we look forward to seeing at the 2016 National Assembly and the 9 Annual Wine Tasting & Auction.

Questions? Contact [Devon Bernard](#) via email or at (571) 431-0854.

### 2016 O&P Benchmarking Survey is Now Available



Have you ever considered using a benchmarking survey to measure your company's financial performance to strengthen your business? If so, now is the time.

You won't want to miss this opportunity particularly if you have been asking yourself questions like these:

- *How does our spending on materials, advertising or other expenses compare with other companies similar to ours?*
- *Is our gross margin better or worse than other facilities of the same size?*
- *Are our employees generating enough sales?*

Opportunities to participate in the survey come around once a year. 2016 surveys were mailed to AOPA members May 1. **Participation for AOPA members is FREE**, and includes a complimentary final report (a \$185 value) AND a free customized company report, comparing your company results to businesses of similar size and location. Participants this year will also receive a **FREE 2016 Coding Pro**, single user edition, with Medicare fee schedules for all 50 states and other customizable fee schedules.

**BEGINS:** Surveys mailed May 1, 2016 and open until June 21st

**YOUR INVESTMENT:** 60 minutes to compile information for survey

**COST:** FREE published report and FREE customized company report for AOPA members

**HOW:** Submit the survey online at: [www.aopa-survey.com](http://www.aopa-survey.com) OR Complete the mailed hard copy, OR submit your financials and Industry Insights will confidentially enter the data for you.

**IT'S CONFIDENTIAL:** Only Industry Insights, under a strict confidentiality agreement, knows your data.

**Look for your survey in the mail or click [here](#). Don't let this opportunity pass you by.**  
*It's hard to chart a course for success if you don't know where you are starting from.*

For questions or more information contact [Bleppin@AOPAnet.org](mailto:Bleppin@AOPAnet.org), 571-431-0810.

### OPAF's McKeever's First Ride Held in Atlanta

McKeever's First Ride welcomed over 450 attendees, including 80 participants as well as an army of volunteers, family and friends for the 8<sup>th</sup> event held in Atlanta. Gwinnett County Fairgrounds was the setting for adaptive riding, carriage driving, grooming and groundwork, arts and crafts and so much more. Lunch was provided for everyone and live music offered.



Atlanta's own John Pulliam, an Iron Man competitor, offered encouraging remarks to both the volunteers and the attendees. Pulliam offered "Being a part of the McKeever's First Ride will be at the top of my lifetime highlite reel of great memories". McKeever's First Ride was made possible



through sponsorships from American Board for Certification, Endolite, SPS, Hanger Clinic and support from many local equine groups and associations.

## 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**

## Upcoming AOPA Events

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| June 8, 2016       | <i>Physician Documentation: How to Get It &amp; How to Use It</i><br>AOPA Webinar<br><a href="#">Learn more or register here</a> |
| June 13 & 14, 2016 | <i>Coding &amp; Billing Seminar</i><br>San Antonio, TX<br><a href="#">Learn more and register here</a>                           |
| July 13, 2016      | <i>Strategies and Levels: How to Play the Appeals Game</i><br>AOPA Webinar<br><a href="#">Learn more and register here</a>       |