



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

June 21, 2016

### **AOPA Headlines:**

[Senate Appropriations Committee Report Incorporates Recommendations to CMS on Draft LCD](#)

[The 2016 O&P Benchmarking Survey Deadline is Today](#)

[Amputee Coalition Conference Breaks Attendance Records](#)

[Prosthetist Speaks to United Nations](#)

[AOPA Updates its Joint Statement on Physical Characteristics of Orthopedic Shoe Inserts](#)

[Renewed RAC Activity Reported](#)

[Learn More about Osseointegration Research around the World at the National Assembly](#)

[Join the Coding & Billing Experts in Las Vegas!](#)

[Attend the 9th Annual Wine Tasting & Auction](#)

[Jurisdiction D DME MAC Publishes Results of Pre-Payment Review of Ankle Foot Orthoses, Knee Orthoses, and Spinal Orthoses](#)

[Upcoming Events](#)

### **Senate Appropriations Committee Report Incorporates Recommendations to CMS on Draft LCD**

As a result of the series of meetings during the Policy Forum involving Senator Kerrey and top members of the Senate and the Finance Committee, and particularly through AOPA Past President Tom Watson's intercession with Senate Majority Leader McConnell, important language relating to the July 2015 draft LCD was inserted into the Committee report which has been prepared to explain the 2017 Senate Labor/HHS Appropriations Bill. This is an important directive to CMS, essentially that in light of reductions in Medicare prosthetic spend over 2012-2014, there seems no necessity for intervention to change the LCD, and instructing CMS to consult with clinicians, patients and prosthetist groups before releasing any new or revised version of the LCD.

The language included in the report is as follows:

*"The Committee recognizes that Medicare payments for all prosthetics, and especially the newer advanced technologies, have declined over each of the years 2010-2014. The committee encourages CMS to consult broadly with clinicians, patient groups, and the prosthetics field regarding revisions*

to the draft Local Coverage Determination, prior to publishing an updated draft policy for public comment.”

## The 2016 O&P Benchmarking Survey Deadline is Today

### Last Call: You Won't Want to Miss Out on this Freebie!

Benchmarking surveys are an important tool to help strengthen a business, by measuring financial performance, comparing your results to other O&P businesses of similar size and location and developing strategies for growth or improvement. **Your AOPA membership offers you this opportunity for FREE.**

The 2016 Operating Performance Survey is the perfect place to start your journey to a more robust business. **Participation for AOPA members is FREE**, and includes a complimentary final published 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, **valued at \$425.**



**DEADLINE:** June 21<sup>st</sup>

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

**COST:** FREE published report and FREE customized company report for AOPA members and FREE 2016 Coding Pro

**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.

Click [here](#) to go to the online survey, or fill out the hard copy mailed to your location.

*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.

## Amputee Coalition Conference Breaks Attendance Records



The Amputee Coalition National Conference in Greensboro, North Carolina June 9-11, broke attendance records with 1,075 attendees, approximately 200 more than in 2015. They were celebrating their 30 year anniversary during the Conference. They also report a record 95 sessions and 60 exhibiting companies. “This

was our most successful conference in our 30-year history,” said Susan Stout, president & CEO of the Amputee Coalition. “With more sessions offered than ever before and the largest Conference and exhibit hall, it seems fitting that we also set an all-time attendance record. We are thrilled that so many people invested their valuable time to travel to our Conference and actively participate in our many educational and social activities.” The Amputee Coalition is planning the 2017 National Conference August 5-7 at the Galt House Hotel in Louisville, Kentucky.

## Prosthetist Speaks to United Nations



AOPA member Jeff Erenstone (pictured left), CPO, President of Mountain Orthotic & Prosthetic Services and member of the eENABLE Advisory Boards, addressed the United Nations, during a panel headed by the UN ambassador of Iraq and sponsored by UN Mine Action Service (UNMAS) about the value and potential of 3D printed prosthetics in Third World Environments and conflict zones. He discussed the evolution of 3D printed prosthetics from "over hyped" plastic toys to devices that, when properly constructed in accordance with all FDA regulatory controls may be considered medical grade. He shared his experience with recent efforts in Haiti and how his team focused on educating the local prosthetists on this technology and giving them the control over deciding if a 3D printed device is appropriate or to stick with a more conventional device.

Part of his address included one of the great benefits of 3D printed devices – that the components can be fabricated on-site. This is especially valuable in conflict zones where shipping supplies is especially difficult. He plans to continue to talk with UNMAS about their efforts to deploy relatively low cost 3D printed devices in Iraq and Syria.



Other panelists included the Ambassador of Iraq, who spoke about the great need for long term care of IED victims in north Iraq. The UNMAS representative supported the information provided by the Ambassador and explained the actions that UNMAS are taking to deal with this area and other areas around the map. Ned Norton of the Hercules Project also addressed the UN, as he has been working to supply people in conflict zones physical therapy free to people with disabilities.

*UN Panel*

## AOPA Updates its Joint Statement on Physical Characteristics of Orthopedic Shoe Inserts

In 2013, AOPA, in conjunction with the American Podiatric Medical Association (APMA) and the Pedorthic Footcare Association (PFA), developed a joint statement on the interpretation of HCPCS codes L3000, L3010, L3020, and L3030.

The joint statement was presented to AOPA leadership at the time and was approved for publication. On May 13, 2016 a follow up meeting of the three organizations was held and a slight revision to the joint statement was proposed with the understanding that the leadership of the three organizations would have the opportunity to review and approve the revised document.

The revised statement has been reviewed and approved by AOPA leadership and is available for your [review here](#).

## Renewed RAC Activity Reported

AOPA has recently received reports of increased Recovery Audit Contractor (RAC) activity focusing on the provision of ankle foot orthoses, especially in Jurisdiction A and Jurisdiction D. While the existing RAC contractors have been authorized to begin new audits for some time now, pending the competition for and award of the single, national DMEPOS RAC contract, these reports represent the first significant RAC activity focused on O&P providers since the re-authorization took place.

It is important for AOPA members to ensure that the RAC contractors are playing by the rules, especially when it comes to the limits to the number of Additional Documentation Requests (ADRs) that can be made against a single tax identification number.

Current regulations limit the number of ADR requests for suppliers to 10% of all claims submitted for the previous calendar year, divided into eight periods, each period representing 45 days. In addition, for suppliers who bill under specialty codes identifying them as O&P providers (51, 52, 53, 55, 56, or 57) the limit on ADR requests is capped at 10 ADR requests every 45 days, per Tax ID.

AOPA is preparing educational resources to help prepare its members for continuing challenges of RAC audits. In the meantime, if you have received ADRs related to RAC audits, it is imperative that you challenge any ADR requests that exceed the limits discussed above.

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).

## Learn More about Osseointegration Research around the World at the National Assembly



[About AOPA](#)

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### Featured Programming – Osseointegrated, Percutaneous Implants for Rehabilitation following Limb Amputation

Learn the history, indications and techniques of osseointegrated, percutaneous implants for rehabilitation following limb amputation from experts around the world. Experience with “Endo-Exo-Prosthesis” from Lübeck, Germany, for above and below knee amputees will be presented as well as the first results from the University of Utah. Additionally, Dr. Muderis will report on the first case of a transhumeral amputee supplied with an osseointegrated device in Australia. Receive an update on safety, side effects and the significant improvements achieved in ambulation.

**Meet the Panel:**



**Horst-H. Aschoff, MD** is the Director of the Clinic for Plastic, Hand and Reconstructive Surgery, Sana Clinics, Lübeck, Germany. He has significant experience with Osseointegration and currently oversees 50 patients supplied with an endo-exo-femur prosthesis.



**Andreas Timmermann, CPO-G** currently serves as a German certified orthotist-prosthetist with Schütt & Grundei Orthopädietechnik in Lübeck, Germany. He has worked with prosthetics in combination with osseointegration since 1999.



**James Beck, MD** has been an orthopaedic surgeon for more than 40 years. He currently serves as adjunct professor and orthopaedist at the Department of Orthopaedics at the University of Utah as well as researcher at the Bone and Joint Research Laboratory.



**Richard McGough, MD** is the co-Director of the Sarcoma Specialty Center at the University of Pittsburgh Cancer Institute, and Chief of the Division of Musculoskeletal Oncology, and Associate Professor in the Department of Orthopaedic Surgery at the University Of Pittsburgh School Of Medicine.



**Munjed Muderis, MB, ChB, FRACS, FAOrthA** is an adjunct Clinical Associate Professor at the University of Notre Dame, Australia School of Medicine Sydney, and a hip, knee and trauma surgeon. He has transformed the lives of nearly 200 transfemoral, transtibial and transhumeral amputees. He is also the Chairman of the Osseointegration Group of Australia.



**Jason Kahle, MSMS, CPo, FAAOP** is an instructor in Physical Therapy at the University of South Florida's School of Physical Therapy and Rehabilitation Sciences, the CEO of Prosthetic Research and Design, PL and the CEO of OP Solutions. He is a co-principle investigator of funded prosthetic and amputee clinical translational research. He is also Director of the Prosthetic and Amputee Rehabilitation and Research (PARR) Foundation.

[\*\*Learn More or Register Now\*\*](#)

**Join the Coding & Billing Experts in Las Vegas!**

***The AOPA Coding & Billing Experts are Coming to Las Vegas!***

AOPA's next Coding & Billing Seminar will be in Las Vegas! 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 November 14-15 in Las Vegas!**

**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



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

**Register Now**

## 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.

### Jurisdiction D DME MAC Publishes Results of Pre-Payment Review of Ankle Foot Orthoses, Knee Orthoses, and Spinal Orthoses

Noridian, who serves as the Jurisdiction D Durable Medical Equipment Medicare Administrative Contractor (DME MAC), has released the most recent quarterly results of its ongoing pre-payment review of claims for several codes.

For AFOs described by HCPCS codes L1960, L1970 and L4360: from December 2015 through March 2016, a total of 1008 claims were reviewed; 855 of which were denied. This error rate varied for each code. The L1960 had an error rate of 69%, the L1970 had an error rate of 70%, and the L4360 had an error rate of 99% (484 out of 488 claims were denied). Based on these results Noridian will continue its pre-payment reviews for codes L1960, L1970 and L4360.

The DME MAC noted that common denial reasons included a lack of proof of delivery documentation, failure to include documentation to show "substantial" modifications were made to the custom fitted item (L4360), documentation was not received in response to the ADR, and insufficient documentation to establish a need for a custom fabricated item (L1960 and L1970). You may view the full results of the quarterly review [here](#).

Noridian, has also released the most recent results of its ongoing pre-payment review of claims for L1833 (knee orthosis, adjustable knee joints (unicentric or polycentric), positional orthosis, rigid

support, prefabricated, off-the-shelf). From September 2015 through December 2015, a total of 627 claims were reviewed, 607 of which were denied for an overall claim error rate of 96%.

Noridian noted that claims were denied due to a failure to respond or a late response to additional documentation requests (which will result in an automatic denial), the submission of an invalid proof of delivery, a missing/incorrect ICD-10 code, and documentation that did indicate the patient is ambulatory (as sometimes required by policy). You may view the full results of the review [here](#). Based on the results, Noridian will continue its pre-payment review for code L1833.

For spinal orthoses described by HCPCS codes L0631 and L0637, from December 2015 through March 2016, a total of 291 claims were reviewed and 492 were denied, a denial rate of 99% for L0631 and 94% for L0637.

The DME MAC provided the following five top reasons for why the claims were denied: Submitted documentation didn't identify the modifications made for the custom fitted brace; Documentation was not submitted in response to the ADR request; Missing or invalid proof of delivery; Documentation didn't meet basic coverage criteria; Brace provided didn't have a PDAC coding verification (required by policy). Based on the results Noridian will continue its pre-payment review for codes L0631 and L0637. You may view the full results of the review [here](#).

[Read further about the rule and steps your business may need to take.](#)

#### Upcoming AOPA Events

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| 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> |
| August 10, 2016      | <i>The Supplier Standards: Are You Compliant?</i><br>AOPA Webinar<br><a href="#">Learn more or register here</a>           |
| November 14-15, 2016 | <i>Coding &amp; Billing Seminar</i><br>Las Vegas, NV<br><a href="#">Learn more and register here</a>                       |