



**AOPA In Advance SmartBrief**

*Breaking News*

June 7, 2016

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**Upcoming Events**

**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).

## 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.

## Join AOPA's Webinar on Physician Documentation

Don't miss AOPA's June 8 webinar

# Physician Documentation: How to Get It & How to Use It

June 2016

8

1:00 PM Eastern

**Cost**

\$99 for AOPA Members/  
\$199 for Non-Members  
(Members use promo  
code 'member')

**Date**

Wed, May 11  
1:00 PM EST

**REGISTER**

Join AOPA for a one hour webinar and earn 1.5 CEs, while learning how to get the documentation you need to get PAID. During this webinar, participants will:

- Learn how to obtain the required documentation from your referral sources
- Learn how physician documentation can augment your claims
- Learn how to use physician documentation in your appeals process

[Register now.](#)



## Becker Orthopedics Appoints Nicholas LeCursi, CO, as CTO

Becker Orthopedic recently announced the appointment of Nicholas LeCursi, CO as Chief Technology Officer (CTO). Mr. LeCursi will assume this strategic role for Becker to lead research and all technological development. He continues to serve as Director of Research and Development for Becker, responsible for directing product development, engineering design, and manufacturing integration of new products.

Nick came to Becker from the University of Michigan Orthotics and Prosthetics Center, where he was a senior orthotist, and orthotics instructor/Clinical Director of the Eastern Michigan University Prosthetic and Orthotic Programs.

He currently serves as a member of the advisory board for the EMU Prosthetic and Orthotic Programs, the Baker College O&P Technician Program and is a member of the HOPE steering committee.

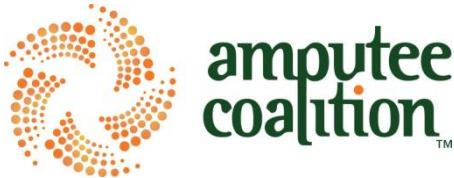
He holds the designation of ABC certified orthotist from Northwestern University, and holds degrees in Physics and Mechanical Engineering from Kent State University.

## **Jeffrey Cain, MD, Elected to Amputee Coalition Board**

On June 1, 2016, the Amputee Coalition's board of directors elected Jeffrey J. Cain, MD, to their board. A resident of Denver, Colorado, Dr. Cain is a family physician who teaches and practices at the University of Colorado School of Medicine.

"We warmly welcome Dr. Cain back to the Amputee Coalition board," said Susan Stout, president & CEO of the Amputee Coalition. "Well-known as a passionate advocate for amputees in our governmental relations efforts, Jeff led the coalition in Colorado that successfully passed the first state law to mandate coverage of prosthetic devices. He brings to the table a wealth of experience as an amputee and a physician. We look forward to his perspective as we move forward in our 30th year as an organization. We have accomplished a great deal in our government advocacy and we look ahead for Jeff to guide us through new challenges."

## **Lorraine Riche Elected to Amputee Coalition Board**



On June 1, 2016, the Amputee Coalition's board of directors elected Lorraine Riche, MPA, to their board. A resident of Gainesville, Virginia, Riche serves as the chief operating officer of PT Solutions, an Atlanta-based rehabilitation company with more than 20 years of experience working in healthcare.

"The Amputee Coalition is pleased to welcome Lorraine Riche to the board," said Susan Stout, president & CEO of the Amputee Coalition. "Ms. Riche brings both a clinical and operational perspective from a variety of healthcare settings, including acute care, ambulatory and community-based arenas. We are pleased to draw on her wealth of experience."

"With a management and clinical background, I feel I can bring some firsthand knowledge on the challenges and opportunities facing our constituency," said Riche. "Serving on the Amputee Coalition board, with whom I have been associated for many years, is an honor for me, and a chance to give back to an organization that gives so much to adults and children with limb loss throughout the country."

## **Jurisdiction D DME MAC Publishes Results of Pre-Payment Review of Ankle Foot Orthoses (AFO)**

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 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](#). AOPA members are reminded to make sure all of the required documentation for Medicare reimbursement is obtained prior to submitting a claim for any O&P device.

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).

### **Jurisdiction D DME MAC Publishes Results of Pre-Payment Review of Knee Orthosis (KO) L1833**

Noridian, who serves as the Jurisdiction D Durable Medical Equipment Medicare Administrative Contractor (DME MAC), has 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.

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).

### **Jurisdiction D DME MAC Publishes Results of Pre-Payment Review of Spinal Orthoses**

Noridian, who serves as the Jurisdiction D DME MAC contractor, has released the results for its ongoing pre-payment review of claims 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](#).

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).

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

### Don't Miss This Symposium at the September 8-11 National Assembly



[About AOPA](#)

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### The Sept. 8-11 AOPA National Assembly Brings You the Best Clinical Programming: Functional Tone Management

Spasticity of hypertonicity is muscle tightness that can occur after stroke, which can manifest in different muscle groups. Spasticity is especially hindering to stroke recovery because it can interfere with the ability to produce normal movement as well as perform activities of daily living such as grooming, dressing, and bathing. It can also cause problems with balance. If muscles stay tight for a prolonged period, contractures may form. Orthoses are often prescribed to prevent contractures, decrease excessive tone, prevent skin breakdown, lengthen shortened tissues, increase or maintain range of motion, decrease pain, and properly position joints.

#### Meet the Presenter:



**Zachary Bohart, MD** is a physiatrist specializing in spasticity and tone management including stroke, multiple sclerosis, spinal cord injury, and traumatic brain injury at multiple hospitals in the Boston area, including South Shore Hospital and Tufts Medical Center.

[Learn More or 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>       |