



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

June 9, 2016

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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 or Devon Bernard at dbernard@aopanet.org.

Jim Fezio, CO Recognized as the 2016 Outstanding Clinical Educator



Congratulations to Hanger Clinic Manager Jim Fezio, CO, who was recognized as the 2016 Outstanding Clinical Educator by the University of Hartford Department of Rehabilitation Science! Jim has 32 years of experience and has trained nearly 100 residents and 600 students.

Center for Orthotic & Prosthetic Care Announces New President

Center for Orthotic & Prosthetic Care (COPC) is pleased to announce that Keith Senn, COO and Managing Partner of COPC Kentucky has been named President/COO of COPC Kentucky, LLC. Mr. Senn will be responsible for quality patient care, company growth, efficiencies of systems, oversee management of 50+ employees, and further development and expansion of Center for Orthotic and Prosthetic Care services throughout Kentucky, Indiana.

Also, Don Dixon, Chairman of the O&P Management Group has appointed the following Board Members: David R. Sickles, CPO, CPed, President & COO of COPC NC/NY/PA, and Keith Senn, President & COO of COPC KY/IN.

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.

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



[About AOPA](#)

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[Exhibit](#)

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](#)

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.](#)

Questions regarding this issue may be directed to Joe McTernan at jmcternan@aopanet.org or Devon Bernard at 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 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, 571-431-0810.

Upcoming AOPA Events

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| June 13 & 14, 2016 | <i>Coding & Billing Seminar</i>
San Antonio, TX
Learn more and register here |
| July 13, 2016 | <i>Strategies and Levels: How to Play the Appeals Game</i>
AOPA Webinar
Learn more and register here |
| August 10, 2016 | <i>The Supplier Standards: Are You Compliant?</i>
AOPA Webinar
Learn more or register here |