



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

February 21, 2017

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### **Jurisdiction D DME MAC Releases Quarterly Audit Results**

Noridian, the Durable Medical Equipment Medicare Administrative Contractor (DME MAC) for Jurisdiction D, recently released the quarterly results of their ongoing audits of Knee Orthoses, Spinal Orthoses and Ankle Foot Orthoses. Between September 2016 and December 2016 Noridian reviewed a combined 1,732 claims, focusing on six codes, and here are the results:

- L0631: 138 claims reviewed and 131 claims were denied, 94% improper payment rate
- L0637: 137 claims reviewed and 131 claims were denied, 96% improper payment rate
- L1960: 188 claims reviewed and 145 claims were denied, 75% improper payment rate
- L1970: 283 claims reviewed and 210 claims were denied, 71% improper payment rate
- L1833: 660 claims reviewed and 600 claims were denied, 93% improper payment rate
- L4360: 326 claims reviewed and 320 claims were denied, 98% improper payment rate

The most common denial reasons included, but not limited to, missing/improper proof of delivery, improper/missing detailed written order, missing documentation to support custom fit criteria and missing documentation to support custom fabricated criteria.

Based on these results Noridian will continue its widespread prepayment reviews for L0361, L0637, L1960, L1970, L1833 and L4360.

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

## Submit Comments on CMS' Proposed Rule on O&P Qualified Providers

On January 11, CMS released a proposed rule that would enact the long awaited provisions of Section 1834(h) of the Social Security Act, which establishes requirements for qualified suppliers and qualified practitioners, and restricts payments to providers who don't meet those criteria.

The proposal is far from perfect. That, coupled with: (a) the start of the new Trump Administration and the prospect that the Administration could easily view the proposed regulations unfavorably as an effort to regulate business; and (b) the fact that there are several business interests in potential opposition to the rule make it critically important that AOPA, AOPA members and everyone in the O&P community provide thoughtful and comprehensive comments by the March 13 deadline.

AOPA has gathered member input on the rule and has prepared pre-written comments for members to submit.



### [Submit your comments.](#)

Read the [proposed rule](#) and the [analysis](#). If you have any questions, please contact Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or call (571)431-0811.

## AOPA Pilot Research Grants Announced

The American Orthotic & Prosthetic Association, in partnership with the Center for O&P Learning & Evidence-Based Practice (COPL), is proud to announce a Request for Pilot Grant Proposals in 16 potential areas of orthotic and prosthetic research including an open topic.

There are 16 topics total with a few examples listed below:

- Study community outcomes of patients, such as activity, social interactions, depression and anxiety
- Understand the effects of prosthetic component selection on community activity levels rather than in the lab
- Study the origins/clinical goals and prevalence of prosthesis prescribing patterns
- Link biomechanical performance measures to functional levels
- Open Topics - Beyond the Above Priorities, Top Quality Clinical O&P Research Topics Considered
- [See the rest of the topics in the full RFP.](#)

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 28, 2017.*

[Read the full eligibility and application process.](#)

## Register Now for the AOPA 2017 Policy Forum

Registration is now open for the 2017 AOPA Policy Forum! The Policy Forum will take place May 24-25 in Washington, DC.

The Policy Forum is your best opportunity to learn the latest legislative and regulatory details and how they will affect you, your business and your patients. Once you are armed with the facts, we as a profession will educate our members of Congress to offer common sense solutions and share how the O&P profession restores lives and puts people back to work. [Learn More and Register Now.](#)



## AOPA's Commemorative Centennial Website is Now Live!

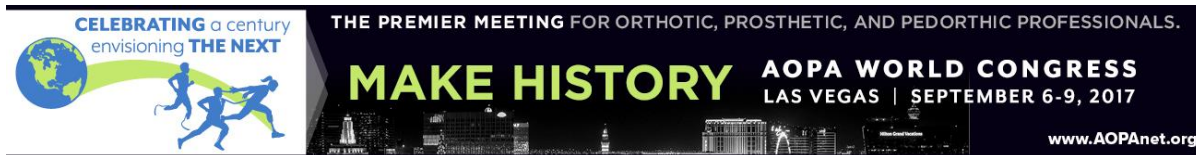
We are pleased to present our new website commemorating our 100 year anniversary – [www.AOPA100.org](http://www.AOPA100.org). The website features AOPA's history, an interactive timeline, photo gallery, O&P stories from AOPA members, and AOPA's plans for the future. Listen to stories from other AOPA members and submit your own, and share photos for our photo gallery.



Don't forget to follow AOPA on social media for Throwback Thursday posts all year long! #aopa100!



## Exhibit at the 2017 AOPA O&P World Congress in Las Vegas



AOPA is currently accepting exhibit applications for the 2017 AOPA O&P World Congress, which is to be held September 6-9, 2017 in Las Vegas, Nevada in conjunction with AOPA's 100<sup>th</sup> Anniversary Celebration. Now is your chance to sign up and showcase your products at the largest O&P tradeshow in the Western Hemisphere. This world-wide convention opportunity features 4 days of high-level networking, exhibits, the latest techniques in O&P treatment, and the finest industry specific business and clinical training programs. We hope you make plans to join us. The first Congress was a great learning experience for all and with your participation we can create a larger and even more successful event.

### Why you should attend:

- Research and Development expenditures in the United States are more than \$95 billion, making the United States the leader in medical innovation and creating the ideal location for a unique gathering of high visibility and importance.
- Superior Clinical Education featuring the best speakers from around the world. Hear from physicians, researchers and top-notch practitioners.
- Practical Learning and live demonstrations

- Learn how U.S. Health Care reform continues to influence patient care and global health policy.
- Networking with an elite and influential group of professionals.
- Largest Display of exhibits in the United States for the orthotic, prosthetic and pedorthic profession.
- Ideal U.S. Location chosen for travel ease and popularity.

**Exhibiting at this important global event will give you the opportunity to:**

- Build your customer base and increase sales;
- Experience face-to-face time with existing customers to answer questions and build relationships;
- Enjoy sponsored networking opportunities, including an opening reception in the exhibit hall;
- Take advantage of fun traffic building opportunities;
- Increase visibility for your company/organization in a targeted market;
- Host a Manufactures Workshop and/or Product Preview Theater;
- Take advantage of education sessions to learn what's happening with health care reform, Medicare, and other regulatory agencies that affect your bottom line;
- Speak to AOPA coding experts to learn what is happening with U.S. government sponsored healthcare programs and what you need to do to sell your products in the U.S.

**Check out these Exhibit Hall attractions, designed to bring customers to your booth:**

- The Welcome Reception in the Exhibit Hall;
- O&P Happy-Hour Reception in the Exhibit Hall;
- Coffee Breaks and Lunch in the Exhibit Hall;
- Continuous Product Preview Theater presentations (PPTs) in the Exhibit Hall;
- Mobile device charging stations in the Exhibit Hall;
- Clinical poster presentations;

[Sign up today to exhibit at the 2017 AOPA O&P World Congress.](#) Contact Kelly O'Neill with any questions at [koneill@AOPAnet.org](mailto:koneill@AOPAnet.org) or call (571) 431-0852.

**Deadline Approaching for the AOPA 2<sup>nd</sup> World Congress in Las Vegas**

AOPA is seeking high-quality educational and research content for the AOPA World Congress. **Submit your Clinical, Symposia, and Technical papers before the March 1 deadline. [Learn more now.](#)**



**Register for the April Coding & Billing Seminar in Denver, CO**

***The AOPA Coding & Billing Experts are Traveling to Denver, Colorado, April 10-11***

AOPA experts provide the most up-to-date information to help O&P Practitioners and office billing staff learn how to code complex devices, including repairs and adjustments, through interactive discussions with AOPA experts, your colleagues, and much more. Meant for both practitioners and office staff, this advanced two-day event will feature breakout sessions for these two groups, to ensure concentration on material appropriate to each group.

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



**Register Now**

**Upcoming AOPA Events**

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|-------------------|---|
| March 8, 2017     | <i>Marketing Your Business</i><br>AOPA Webinar<br><a href="#">Learn more and register here</a>    |
| April 10-11, 2017 | <i>Coding &amp; Billing Seminar</i><br>Denver, CO<br><a href="#">Learn more and register here</a> |
| May 24-25, 2017   | AOPA Policy Forum<br>Washington, DC<br><a href="#">Learn more and register here</a>               |