



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief

Breaking News

March 7, 2017

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Noridian Releases Prepayment Review Results

Noridian, the Jurisdiction D Durable Medical Equipment Medicare Administrative Contractor (DME MAC), recently released their quarterly results of its review for claims involving the HCPCS codes L0648 and L0650

Between October 2016 and January 2017, Noridian reviewed 383 claims for L0648 and 853 claims for L0650. The claim denial rate for L0648 was 74% and the claim denial rate for L0650 was 84%. The top three denial reasons were listed as:

- Documentation does not support coverage criteria
- Documentation was not submitted in response to the Additional Documentation Request
- Claim is same or similar to another claim on file

Based on the high denial/error rates Noridian will continue with the prepayment review for L0648 and L0650. AOPA members are reminded of the importance of responding to all requests for additional documentation when received as part of a pre-payment review. Failure to respond results in an automatic denial which contributes to the overall claim denial rate.

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or Joe McTernan at jmcternan@AOPAnet.org.

Sign Up for the March 8th AOPA Webinar

Don't miss this month's webinar: [Marketing Your Business](#)

What do you need to know about documentation? Earn 1.5 credits during the Wednesday, March 8th webinar and learn everything you need to know. [Click here to register.](#)

March 2017

8

1:00 PM Eastern

- Making your business stand out
- Using your strengths to your advantage
- How patient relationships may increase your referral opportunities
- The value of both networking and marketing to your O&P practice
- Knowing how to reach out to the right people
- Building and maintaining relationships with referral sources
- The importance of brand recognition in O&P

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Try our online learning center for FREE! Access the "Boston Strong Grand Rounds" between from March 1 - April 30, 2017 and earn 2.5 scientific credits - a \$55 value.

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AOPA members

RAC Audits Set to Begin Again

Performant Recovery, the Region 5 recovery audit contractor (RAC), has announced in a recent webinar that they plan to begin auditing/reviewing claims in March 2017. The Region 5 RAC is the national contractor responsible for auditing/reviewing all claims for DMEPOS, Home Health, and Hospice services; Performant Recovery was awarded this contract in October 2016.

At this time Performant Recovery, the previous RAC for Jurisdiction A, has not identified any O&P issues as potential target areas for future audits/reviews. To prepare for the audits be sure to review the [Approved Issues page](#) on the Performant Recovery website, as it will provide you with information on the potential target areas for future audits/review.

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

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 12 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 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!

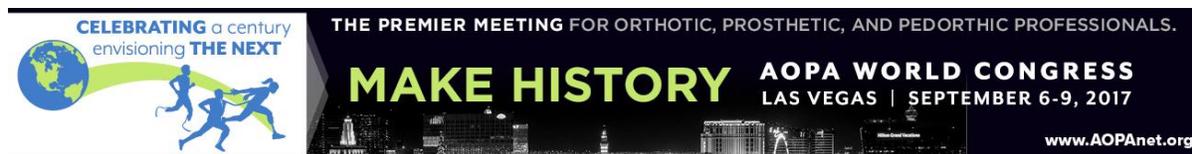
We are pleased to present our new website commemorating our 100 year anniversary – www.AOPA100.org. The website features AOPA's history, an interactive timeline, photo gallery, O&P stories from AOPA members, and AOPA's plans for the future. Listen to stories from other AOPA members and submit your own,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

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

2017 AOPA Coding Products Available Now!

AOPA's intuitive coding products help you run your business, and as always, are discounted for AOPA members. [Shop in the bookstore now.](#)



The **2017 Quick Coder** provides a speedy reference to the HCPCS orthotic, shoe and prosthetic codes and modifiers. These laminated cards are durable, long-lasting and convenient to store. The estimated time of arrival is mid-January.



The **2017 Illustrated Guide** is an easy-to-use reference manual for the coding system in use for orthotics, prosthetics, and shoes. The guide includes the HCPCS code, the official Medicare descriptor and an illustration for each code. The estimated time of arrival is mid-February.



The **2017 Coding Pro** is O&P's comprehensive guide to Medicare codes, reimbursement, and medical policies. This is the single-source reference for all your coding needs! The Coding Pro CD-ROM provides updated Medicare fee schedules for all 50 states and allows you to customize and import other fee schedules used by your office. Illustrations of the codes allow you to quickly sort codes. And writing prescriptions just got easier with the prescription writing tool. The estimated time of arrival is mid-February.

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

The AOPA Coding & Billing Experts are Heading 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

March 8, 2017	<i>Marketing Your Business</i> AOPA Webinar Learn more and register here
April 10-11, 2017	<i>Coding & Billing Seminar</i> Denver, CO Learn more and register here
May 24-25, 2017	AOPA Policy Forum Washington, DC Learn more and register here