



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief
Breaking News
July 18, 2017

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Register Your Position on the Latest Senate Action on "Repeal and Replace"

Senate action on a "repeal and replace" bill for the Affordable Care Act (ACA) is expected to move quickly, and will leave little time for people to register their comments. What do you need to know?

AOPA has meticulously looked at "repeal and replace" through the lens of three key issues - higher premiums linked to pre-existing conditions, essential health benefits, and Medicaid cuts - as these three have a profound impact on O&P patients, and therefore on the professionals who serve those patients. AOPA is NOT taking a position either in favor of, or opposed to the Senate bill. Here is the essence of how the new Senate bill could be expected to impact those three factors.

- The so-called Cruz amendment would permit insurers who offer at least one plan which complies with the ACA guidelines to also offer a number of less expensive plans, with lesser coverage. This is seen as driving down premiums. Risk pool negotiations have resulted in

the likelihood that any impact this provision would have on prospect of higher premiums for those with pre-existing conditions would be modest.

- Another impact of the Cruz amendment is that it could serve to further undercut the essential health benefits, which already would be subject to potential state-by-state waiver revision/exclusion provisions. The less expensive plans that would be available could potentially result in short-cutting the essential health benefit-in the case of O&P, the rehabilitative and habilitative services assurances of ACA would be subject to being diminished or reduced.
- The new Senate bill has been described as generating Medicaid cuts - totaling \$772 billion over ten years. Clearly, any patient who's O&P costs are currently paid in some measure via Medicaid would be significantly less likely to be able to pay for their coverage.

Every AOPA member needs to look at this picture - the Affordable Care Act has proven to be significantly less than perfect, though it has increased the number of Americans with a modicum of insurance coverage. The Senate repeal and replace plan has readily identifiable shortcomings, costs and uncertainties. While there is not yet a CBO score on the latest version, CBO has consistently reported significant reductions in the number of insured Americans tracking to the repeal and replace bills.

If You Want to Register Your Position

We have set up a mechanism on our AOPAVotes site to permit AOPA members to register to their Senators their position either in favor of the latest Senate repeal and replace, or opposed to the latest Senate repeal and replace bill.

If you are in favor of the latest Senate repeal and replace bill [you may use this letter](#).

If you are opposed to the latest Senate repeal and replace bill [you may use this letter](#).

AOPA will continue to keep you informed on key steps in the ongoing debate on repeal and replace which has the potential to markedly modify both the current and future environment for American health care.

Committee Approved: Bipartisan Bills to Improve Medicare, Protect Taxpayers
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In conjunction with our continuing efforts to advance the provisions of H.R. 2599/ S.1191, the Medicare Orthotics & Prosthetics Improvement Act, we are pleased to advise you that the provision which would assure that the prosthetist/orthotist patient notes are included as part of the official Medicare medical record for purposes of medical necessity determinations has been picked up in a larger bill, H.R. 3178, which has been approved and recommended by vote of the House Ways and Means Committee on Thursday, July 13, to the entire House for favorable action.

Clearly, if the expected approval by the entire House ensues, a similar action by the entire Senate would be required before the measure would go to the President for signature. There has been strong interest in the Senate Finance Committee in enacting S.1191 in its entirety, hopefully later this year. Thursday's action by the Ways and Means Committee, linked below, is very encouraging, and we both appreciate the strong support AOPA members and their patients have voiced for H.R. 2599/ S.1191; AOPA will keep you informed of additional steps toward enactment.

[Click here for the overall approval synopsis.](#)

DME MACs Clarify Requirements for Use of A5513

On July 13, 2017, the DME MACs published a joint publication that addressed the proper use of HCPCS code A5513, which is used to describe molded to patient model diabetic shoe inserts. The joint publication indicates that in order to meet the requirements of the HCPCS code descriptor, diabetic inserts billed using A5513 must be molded over an actual model of the patient's foot. The use of generic, electronic or "virtual" models where custom fabrication occurs without creation of a physical model of the patient's foot does not meet the code descriptor, and diabetic inserts fabricated this way cannot be billed as A5513. According to the joint publication, inserts fabricated using generic, electronic or virtual models must be coded as A9270-Non-covered service.

AOPA is evaluating the impact of this clarification and will be discussing this issue with the DME MACs in the near future. The joint publication may be [accessed here](#).

Questions regarding this issue may be directed to Joe McTernan at jmcternan@AOPAnet.org or Devon Bernard at dbernard@AOPAnet.org.

RAC Audits for Custom Fabricated AFOs and KAFOs Announced

Performant Recovery, the national Home Health, Hospice, and DMEPOS RAC contractor, has announced that it will be initiating a post-payment medical review for custom fabricated AFO and KAFO claims. Performant Recovery added the review to its list of approved issues on July 7, 2017. Providers whose claims are selected for review will receive a letter from Performant Recovery requesting relevant documentation to support medical necessity for the orthoses that was provided.

If you receive an additional documentation request (ADR) from Performant Recovery, it is very important to respond - failure to do so will result in automatic claim denial and recovery of any payments previously made. As with all RAC reviews, specific rules are in place that limit the number of ADRs that O&P providers may receive to a maximum of 10 ADRs per Tax ID every 45 days.

The RAC audit for custom AFOs and KAFOs is the first O&P specific approved issue since the award of the new RAC contract to Performant Recovery. AOPA continues to monitor the RAC website to identify additional audit issues as they are announced. The RAC announcement on the audit of custom AFOs and KAFOs may be found by [clicking here](#) and searching for issue 0013.

Questions regarding this issue may be directed to Joe McTernan at jmcternan@AOPAnet.org or Devon Bernard at dbernard@AOPAnet.org.

W&M Announces Markup Bills to Strengthen Medicare Programs and Protect Taxpayers

The House Ways & Means Committee will be moving forward with a formal mark-up on 7/13 on a bill that includes our prosthetist notes provision, thanks to Reps. Thompson (R-PA), Thompson (D-CA), Bishop (R-MI), Brady (R-TX) and Neal (D-MA). We are pleased with these efforts; the prospects for moving all of S.1191, the O&P Medicare Improvement Act also seem favorable on the Senate Finance Committee thanks to Sens. Grassley (R-IA), Warner (D-VA), Cassidy (R-LA), and Duckworth (D-IL).

Here is the language from Section 103 of H. R. 3178 that will be reviewed by the House Ways and Means Committee on Thursday, July 13:

SEC. 103. ORTHOTIST'S AND PROSTHETIST'S CLINICAL NOTES AS PART OF THE PATIENT'S MEDICAL RECORD.

Section 1834(h) of the Social Security Act (42 U.S.C.1395m(h)) is amended by adding at the end the following new paragraph:

“(5) DOCUMENTATION CREATED BY ORTHOTISTS AND PROSTHETISTS.-

For purposes of determining the reasonableness and medical necessity of orthotics and prosthetics, documentation created by an orthotist or prosthetist shall be considered part of the patient's medical record to support documentation created by eligible professionals described in section 1848(k)(3)(B).”

[Click here to read the press release.](#)

Visit waysandmeans.house.gov/live to watch the markup.

AOPA will continue to keep you informed with the latest updates.

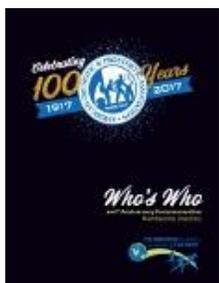
Nabtesco-Proteor USA Hires Jim Andreassen



Nabtesco-Proteor USA, Muskego, WI, announced that Jim Andreassen has joined the company as Midwest Sales & Business Development Manager. He assumed responsibilities on July 3. Andreassen will also spearhead the company's new Trial Fit Clinic initiative.

Andreassen has 27 years expertise in the O&P field, including prior executive appointments at several patient care facilities and former president of OPGA, Waterloo, IA. "Jim is an accomplished leader, with a track record of success in the O&P Industry. He brings a great mix of leadership, inspiration, operational experience, and passion for customer care. We are lucky to find someone that has such a perfect set of skills for this opportunity," said Brad Mattear LO, CPA CFo, and managing director of Nabtesco-Proteor USA.

AOPA's Centennial Directory Now Available to Case Managers



As part of AOPA's 100 year anniversary activities, AOPA has produced our [Centennial membership directory](#). In addition to history and technology, the directory includes contact information for all 2017 AOPA members and a supplier listing with a detailed product index, making it helpful for networking and providing referrals. AOPA is pleased to announce that the directory is now being featured in the Commission for Case Manager Certification (CCMC) newsletter. CCMC is the largest membership organization for case managers, with a total of 47,874 members. A description and link to the downloadable directory will appear in their bi-weekly online newsletters for 7 weeks. Part of AOPA's mission is to help members raise

awareness and understanding of the industry and the association. Case managers are an important link between patients needing referrals and AOPA members.

AOPA members can purchase additional copies of the directory in our [bookstore](#).

Healthcare Compliance & Ethics Week (HCEW) November 5-11, 2017

Mark November 5-11 on your calendar for Healthcare Compliance & Ethics Week! AOPA is celebrating and providing resources for members, many of them at no cost, to facilitate participation during the week and leading up to it. We will be sending out daily compliance tips and the chance to win prizes during HCEW week, and providing special educational opportunities.

We've made it easy to participate with White Papers, Samples and low or no cost education. (Access here)

- White Paper: Why Do I Need a Compliance Plan?
- Sample Emails to send your staff - tips on Compliance, how to announce your daily activities
- Checklist: 10 Easy Steps to Participate

Webinars ([Learn more and register](#))

Gift Giving: Show your Thanks & Remain Compliant	Nov. 8	\$99 AOPA members \$199 non members
"Three Amigos" of a Compliance Program- Compliance Officer, Legal, and Human Resources-Can Work Together to Support and Advance an Effective Compliance Program	Nov. 9	FREE for members \$50 nonmembers
Teaching Professionalism and Ethics during Residency	Nov. 10	FREE for members \$50 nonmembers

Products ([See more here](#))

	<p>Compliance Handbook Price: AOPA Members: \$159 Non Members: \$318.00 This newly updated Compliance Handbook helps patient care facilities follow the fraud and abuse prevention guidelines recommended by the Office of the Inspector General (OIG). This product will assist you in developing a compliance plan for your facility, including guidelines for developing a standard of conduct, billing policies and procedures and much more. With the help of the AOPA Compliance Handbook CD, you will be able to create an effective Audit/Quality Assurance program to monitor compliance and conduct introductory training sessions for employees.</p>
	<p>Healthcare Compliance & Ethics Week Bundle Price: \$35.00 4 tumblers - text "Make Good Choices" 4 pens - text "Make Good Choices" 1 poster - text "In any moment of decision, the best thing you can do is the right thing," - Theodore Roosevelt</p>

AOPA is Looking for Legislative Contacts – Do you have a Relationship with a Legislator?

AOPA needs a few good men and women to advance our advocacy efforts. Many AOPA members have treated a member of Congress, or member of their family. Or maybe you know a member of the U.S. House or Senate because you go to the same church, or your children go to the same school, or play on the same soccer team.

In the end, all politics is local. AOPA is starting a systematic plan to identify AOPA members who may either have such an existing relationship with their legislator, or are interested and have a path where they can develop such a relationship. Making a "cold call" and asking your legislator to help with something is hard - both for you as constituent and for your legislator, who clearly can't say "yes" to everyone. On the other hand, if you have built a relationship when there isn't an "ask," have invited your legislator to visit your practice, have educated him/her about the care you provide to their constituents, maybe have supported them at a fundraiser, then it becomes much more natural to ask for help when you really need it.

Contact Lauren Anderson at landerson@AOPAnet.org with the name of your legislative contact.

Register by August 7th for Early Bird Pricing to Attend the AOPA World Congress



AOPA is excited to share the great news of our new lower room rate at the Mandalay Bay. **Only \$125/night** for a great room during the World Congress at the Mandalay Bay Resort in Las Vegas! The room block will fill up early, so [book your room today.](#)

Register for the World Congress by **August 7** to register at the discounted early-bird rate!

AOPA and our 9 international partners welcome you to expand your knowledge, grow your market presence, and advance your career at this unique global gathering. [Register now.](#)



When in Vegas, Party with a Purpose

With the money you'll save on the lowered room rate for the 2017 AOPA World Congress, choose to attend the "Party with a Purpose" on Thursday, September 7 at 6:30 PM at the 1923 Bourbon Bar -a private and modern speakeasy inside the Mandalay Bay Resort & Casino.

The evening will include dinner, prohibition inspired specialty cocktails, access to a private cigar lounge, and a silent auction. Don't forget about the live entertainment provided by [The Moonshiners](#). Space will be limited, so be sure to secure your spot today!



This is a special event and certain rules and restrictions may apply. For additional information about the Party with a Purpose or to register, contact Devon Bernard at dbernard@AOPAnet.org.

Register for the LAST Coding & Billing Seminar of 2017 in Phoenix, AZ

Join the AOPA Billing & Coding Experts November 6-7 in Phoenix, AZ

There is still space to register for the July Coding & Billing Seminar. 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

August 9, 2017	<i>What the Medicare Audit Data tells us & How to Avoid Common Errors</i> AOPA Webinar Learn more and register here
September 6-9, 2017	<i>AOPA World Congress</i> Las Vegas, NV Learn more and register here
November 6-7, 2017	<i>Coding & Billing Seminar</i> Phoenix, AZ Learn more and register here