



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief
Breaking News
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2018 Quick Coders are Now Available

Stop searching through numerous pages to find a code! AOPA's 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.

Only \$30 for members/\$80 for non-members

[Shop in the bookstore.](#)



CMS Finalizes Revised DMEPOS Quality Standards

On January 9, 2018, CMS published its final changes to the DMEPOS Quality Standards, specifically the standards that address the definition of the term “molded to patient model” as it relates to the provision of custom fabricated diabetic inserts.

CMS made only one small change to the definitions it included in its November 2, 2017 proposed rule that included direct milled, custom fabricated diabetic inserts made using a digital or virtual model of the patient’s foot in the proposed definition of the term “molded to patient model.” There was no change in the proposed language in the final changes to the DMEPOS Quality Standards. CMS did include the use of a foam box impression as an acceptable means of creating an impression of the patient’s foot for use in the creation of a positive model of the patient’s foot.

While AOPA is generally pleased with the changes to the DMEPOS Quality Standards, it remains concerned regarding CMS' indication that direct milled, custom fabricated inserts will be reimbursed at a significantly lower rate (14% lower) than inserts made from a physical model of the patient's foot that are currently described by HCPCS code A5513. In its response to AOPA's and other's comments regarding this issue, CMS stated that, "The first step CMS must take is to finalize the DMEPOS Quality Standards. Once that step is completed, CMS can assess what needs to be done in order to implement any changes to the quality standards."

Obviously, the failure of CMS to address concerns over different reimbursement rates for direct milled diabetic inserts that are essentially identical in structure and function to inserts molded over a positive model of the patient's foot can be seen as disappointing, but on the other hand, if CMS were locked in to the idea of the suggested 14% decrease for scanned devices, they could have easily closed the door, but they didn't. AOPA believes we made some inroads with our arguments: (1) that FDA, not CMS has authority as to manufacturing processes; (2) that very significant harm could arise for compromised diabetic patients if there are any new impediment to receiving proper shoes/inserts; and (3) that provisions in CMS' own Claims Processing Manual do not afford CMS the authority to reduce (or increase) prices when exploding a code into two similar codes; so in that respect, we are cautiously optimistic. AOPA will continue to address this issue with high ranking CMS officials to ensure that patients continue to have access to the highest quality, most clinically appropriate care.

The final revisions to the DMEPOS Quality Standards as well as a summary of comments received by CMS, and their responses may be viewed on the [CMS website](#).

[Read the comments AOPA submitted to CMS on diabetic shoes inserts and quality standards.](#)

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

AOPA 2018 Policy Forum Dates Announced – March 7 & 8

The 2018 AOPA Policy Forum will be in March 7-8 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. More details and registration will be coming soon. [Learn more.](#)



Amputee Coalition Welcomes New Board Members, Board Leadership



On January 1, 2018, John Register (picture below) and William Passig Perno, MBA, (picture left) added their skills and passion to the Amputee Coalition board of directors for a three-year term. Board leadership shifts include John “Mo” Kenney, CPO, LPO, FAAOP, stepping into the role of board chair and Jeff Cain, MD, serving as vice-chair.

Perno’s expertise in healthcare strategy and operational management is reflected in his current role as Vice President / COO of Mount Camel Health Partners in Columbus, OH and past President of West Florida Health in Tampa, FL. He earned an MBA from the University of Phoenix, is an Air Force veteran, and has held volunteer leadership roles with the American College of Healthcare Executives, Junior Achievement, Forest Lake Retirement Center and the Seventh Day Adventist Church. “I see opportunity in bringing an operational healthcare perspective to the Amputee Coalition,” said Perno. “As an amputee, I believe that helping to shape outcomes by being part of the healthcare delivery conversation is critical for a healthy future for all of us.”



Register, an athletic professional, is a medal-winning Paralympic competitor and is now the associate director of Community and Veterans Programs, United States Olympic Committee, Paralympic Division. His leadership skills are evident in his founding of the Paralympic Military Sport Program and his inspirational public speaking. “Now more than ever is the time for people to share their stories and experiences,” said Register. “Speaking out can help the entire community by clarifying the importance of things like getting

the healthcare and support people need.”

The First AOPA Coding & Billing Seminar of 2018 is in Atlanta, GA

When: February 26-27, 2018

***Location: Doubletree by Hilton Atlanta Airport
3400 Norman Berry Dr.
Atlanta, GA, 30344***

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

Questions regarding the seminar may be directed to Joe McTernan at (571) 431-0811 or Devon Bernard at (571) 431-0854.

Present at the 2018 AOPA National Assembly in Vancouver, Canada



Gain International Recognition * Advance Your Career * Improve Patient Care

AOPA is seeking high-quality educational and research content for the 2018 AOPA National Assembly, September 26-29 in Vancouver, BC, Canada. **All submissions are due March 1, 2018.**

Your submissions will set the stage for a broad curriculum of high-value clinical and scientific offerings at the National Assembly. All free paper abstracts must be submitted electronically. Abstracts submitted by e-mail or fax will not be considered. All abstracts will be considered for both podium and poster presentations. The review committee will grade each submission via a blind review process, based on the criteria below and reach a decision regarding acceptance of abstracts.

- Relevance, level of interest in topic
- Quality of Scientific Content
- Quality of Clinical Content



SEPT. 26-29 | VANCOUVER | CANADA

Clinical Free Papers - Present an Orthotic, Prosthetic or Pedorthic Free Paper. The top scoring papers will compete for the prestigious Thranhardt Award.

Technician Program - Submit your Technical education paper for submission the Technical Track.

Symposia - If you are interested in organizing a Symposium.

Business Education Program - The top papers will be considered for the prestigious Sam E. Hamontree, CP (E) Business Education Award.

Pedorthic Program - Healthcare professionals with an interest in Pedorthics should use this form.

[Learn more.](#)

2018 AOPA Webinars Announced

AOPA is pleased to announce the topics for its 2018 Webinars, which take place on the second Wednesday of each month at 1:00 P.M. Eastern Time. [Register here.](#)

- January 10- Lower Limb Protheses Policy: A Comprehensive Review
- February 14-Inpatient Billing

March 14 - Medicare Coding Guidelines: MUEs, PTPs, PDAC, etc.
 April 11-Enhancing Cash Flow & Increasing Your Accounts Receivable
 May 9 - Coding: Understanding the Basics
 June 13- Audits: Know the Types, Know the Players, and Know the Rules
 July 11-Administrative Documentation
 August 8 --Outcomes & Patient Satisfaction Surveys
 September 12-Medicare as Secondary Payer: Knowing the Rules
 October 10- Year End Review: How to Wrap-Up & Get Ready for the New Year
 November 14: Evaluating Your Compliance Plan & Procedures: How to Audit Your Practice
 December 12: New Codes, Medicare Changes & Updates

During these one-hour sessions, AOPA experts provide the most up-to-date information on a specific topic. Perfect for the entire staff-- a great team-building, money-saving, educational experience! Sign up for the entire series and get two conferences FREE. Entire Series (\$990 Members/\$1,990 Non-Members). [Register here.](#)

Rehacare & Orthopedic China Hosting Trade Fair in China



Rehacare & Orthopedic China 2018 (R&OC 2018), the leading trade fair of prosthetics & orthotics, assistive products and rehabilitation equipment, will be held in in April 2-4, 2018 in Guangzhou, China. R&OC 2018 serves to feature the latest state of development of Chinese industry and introduces the world's latest technologies to the Chinese market. The combination of International Rehabilitation Canton Forum (IRCF) makes the R&OC an optimal trading and dialogue platform for professionals, market leaders, suppliers, dealers and innovative newcomers from China and across the world. [Watch the 2017 video report](#)

[Learn more](#) or [Register online](#)

Upcoming AOPA Events

February 14, 2018	<i>Inpatient Billing</i> AOPA Webinar Learn more and register here
February 26-27, 2018	Coding & Billing Seminar Atlanta, Georgia Learn more and register here
March 7-8, 2018	AOPA Policy Forum Washington, D.C. Learn more here