



American Orthotic & Prosthetic Association

www.AOPAnet.org

## **AOPA In Advance SmartBrief**

*Breaking News*

January 10, 2017

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### **Upcoming Events**

#### **DME MACs Announce Format Change for LCDs**

The four Durable Medical Equipment Medicare Administrative Contractors (DME MACs) have recently announced that there will be a change to the existing format for Local Coverage Determinations (LCDs). Specifically, the general documentation requirements that apply to all Medicare covered services will be removed from individual LCDs and will be published as a single Policy Article that will apply to all Medicare covered services. The DME MACs have stated in the past that revising and reissuing every LCD to reflect minor changes in general documentation language seemed redundant and overly time consuming. The DME MACs will be revising the LCDs once the General Documentation Policy Article is written and published.

While this format change does not create any new policies regarding Medicare coverage of O&P services, O&P providers will still be required to meet all of the general documentation requirements even though they will no longer be published as part of every LCD. AOPA will work with the DME MAC Medical Directors to ensure that the General Documentation Policy Article is consistent with what is currently published in individual LCDs and will work to ensure that providers are educated properly regarding general requirements for Medicare coverage.

Questions regarding this issue may be directed to Joe McTernan at [jmcternan@aopanet.org](mailto:jmcternan@aopanet.org) or Devon Bernard at [dbernard@aopanet.org](mailto:dbernard@aopanet.org)

### Join AOPA for the First Webinar of 2017!

Don't miss the first webinar of 2017: *O&P Clinical Documentation: Who Needs to Document and What You Need to Document*.

What do you need to know about documentation? Earn 1.5 credits during the January 11<sup>th</sup> webinar and learn everything you need to know. [Click here to register](#).

January 2017

11

1:00 PM Eastern

- Learn who is responsible for documentation
- Learn the detailed requirements for your documentation
- Learn how to avoid common mistakes

### 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;
- Free advertisements for exhibitor raffles and new product launches;
- Free copy of post-show attendee list;
- Free product index in exhibitor directory;
- Free listing in the mobile app;
- Free internet link from show web site to your company web site;
- Many inexpensive sponsorship opportunities to market your presence; and
- Much more!

[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.

<b>AOPA Submits Comments on AHRQ Systematic Review of Lower Limb Prostheses</b>
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On December 1, 2016 the Agency for Healthcare Research and Quality announced that it was soliciting public comment on the key questions that would be used in its previously announced systematic review of clinical literature relative to lower limb prostheses. Comments were to be submitted no later than 11:59 pm on December 20, 2016.

AOPA, with significant input from its Medical Advisory Board and its expert steering committee, as well as AOPA Board members, developed and submitted detailed comments that addressed both the systematic review in general as well as responses to the 8 key questions that the AHRQ requested comments for. In addition to its own comments, AOPA actively contributed to comments developed and submitted by the O&P Alliance, of which AOPA is a member. Many other organizations and individuals have also submitted comments on this very important topic.

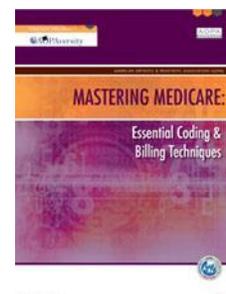
[Read the AOPA comments.](#)

Questions regarding the AOPA submission may be directed to Joe McTernan at [jmcternan@aopanet.org](mailto:jmcternan@aopanet.org).

### AOPA's In-Demand Coding & Billing Manuals are for Sale

AOPA will be making a limited supply of the Mastering Medicare: Essential Coding and Billing Techniques Manual, used at AOPA's popular Coding and Billing Seminars, available for purchase.

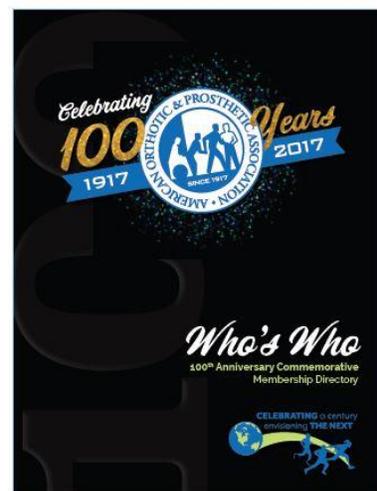
Manuals can be purchased at \$185 plus \$7 shipping and handling. Get yours while supplies last! [Purchase your copy.](#)



### AOPA Celebrates 100 Years in 2017 – Become a Part of the Story

AOPA will be celebrating its 100 year anniversary in 2017! AOPA will be memorializing the centennial by producing a keepsake member directory and a commemorative website. We will host special events at the World Congress in Las Vegas September 6-9, and each issue of the 2017 O&P Almanac will highlight some aspect of our shared history.

The 100th Anniversary Commemorative Who's Who Membership Directory will be printed and distributed as a gift to all of our AOPA members. In it, you will see your company name, address, and employee names – all AOPA members will be listed. The directory will also include special sections for O&P history, technology timelines, and photographs that will showcase our members' proud heritage.



AOPA members have the opportunity to add a special message to AOPA in the directory. We are offering congratulatory ads that you can submit that would include your logo, name, and website with your message to AOPA. You can design your own or use our template.

We are also collecting photographs, memorabilia, and personal stories to be used on the commemorative website, social media, and at the AOPA World Congress. [Please share here.](#) Your story is our story.

[Review the details of the directory.](#) We look forward to celebrating 100 years with you. [You can order your ad online.](#) The deadline to reserve a space in the directory is January 15. Ad materials will need to be submitted by February 25.

Contact Bob Heiman at [bob.rhmedia@comcast.net](mailto:bob.rhmedia@comcast.net) or (856) 673-4000 with any questions.

**Join the Coding & Billing Experts this Month in Nashville, TN!**

***The AOPA Coding & Billing Experts are Heading to Nashville January 23-24, 2017!***

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**

**Register for AOPA's 2017 Webinar Series and Save**

**WEBINAR  
WEDNESDAYS**



AOPA's 2017 Webinar topics have been announced! Register for the whole series to earn 1.5 credits and get 2 free Webinars! Just \$990 for members and \$1990 for non-members.

**January 11-** O&P Clinical Documentation: Who Needs to Document and What You Need to Document

**February 8 -** LSO/TLSO Policy

**March 8 -** Marketing Your Business

**April 12 -** Grassroots Advocacy

**May 10-** Modifiers: What do they mean and when to use them

**June 14-** Internal Audits: The Why and the How of Conducting Self-Audits

**July 12 -** Know Your Resources: Where to Look to Find the Answers

**August 9 -** What the Medicare Audit Data Tells Us & How to Avoid Common Errors

**September 13 -** ABC Inspections & Accreditation

**October 11 -** AFO/KAFO Policy

**REGISTER NOW**

**November 8** -Gift Giving: Show Your Thanks & Remain Compliant

**December 13** - New Codes & Other Updates for 2018

Questions? Contact [rgleeson@AOPAnet.org](mailto:rgleeson@AOPAnet.org). Looking for 2016 webinars or 2017 individual webinars? [Visit here.](#)

## Call for Papers for the AOPA 2<sup>nd</sup> World Congress in Las Vegas

**Gain International Recognition \* Advance your Career \*  
Improve Patient Care**

AOPA is seeking high-quality educational and research content for the Second O&P World Congress to be held September 6-9, 2017 at the Mandalay Bay Resort in Las Vegas, Nevada, USA.



Your submissions, will set the stage for a broad curriculum of high-value clinical and scientific offerings at the 2017 World Congress. All free paper abstracts for the 2017 World Congress 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

Receive a complimentary one-day registration (or 50% credit towards a full conference registration) when your free paper is selected as a podium presentation. Those presenting more than one Podium Free Paper will receive a Full Complimentary registration. Poster Presenters will receive a 40% discount off their full conference registration.

**CLINICAL FREE PAPERS** – Health care professionals with an interest in Orthotics, Prosthetics, Pedorthics and related fields wishing to present a Free Paper should [submit here](#) to have their abstracts considered for presentation at the 2017 World Congress. A model abstract has been provided with additional information [here](#).

The top scoring papers will compete for the prestigious Thranhardt Award. *Topics of interest include but are not limited to:*

- Additive manufacturing
- Microprocessor components
- Bio-sensors
- Powered joints (O&P Applications)
- Socket designs and socket issues
- Public Health topics related to O and P
- Osseointegration
- New and interesting O and P designs and clinical techniques
- Pediatric O and P
- Scoliosis
- Evidence based practice

**SYMPOSIA/INSTRUCTIONAL COURSE** – If you are interested in organizing a Symposium or Instructional Course, then please [submit here](#).

**TECHNICIAN PROGRAM** – If you would like your Technical education paper considered for submission in the Technical Track, please [submit your paper here](#). Topics of interest include but are not limited to:

- CAD and/or CAM applications
- The role of the technician in the CAD CAM environment
- The role of the technician in the Additive Manufacturing environment
- New and Cutting edge fabrication techniques and processes

**BUSINESS EDUCATION PROGRAM** – Are you a seasoned business professional with significant experience in managing an orthotics and prosthetics patient care or manufacturing business? Share your successes at the AOPA hosted World Congress and compete for the prestigious Sam E. Hamontree Business Education Award. The winner of the Hamontree award will take home \$1,000. Learn more or [submit your business paper here](#).

<b>Upcoming AOPA Events</b>
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| January 11, 2017    | <i>O&amp;P Clinical Documentation: Who Needs to Document and What You Need to Document</i><br>AOPA Webinar<br><a href="#">Learn more and register here</a> |
| January 15, 2017    | <i>Deadline to reserve a space in the AOPA Directory</i><br><a href="#">Review the details of the Directory here</a>                                       |
| January 23-24, 2017 | <i>Coding &amp; Billing Seminar</i><br>Nashville, TN<br><a href="#">Learn more and register here</a>   |