



American Orthotic & Prosthetic Association

www.AOPAnet.org

AOPA In Advance SmartBrief

Breaking News

May 4, 2017

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Important Update Regarding RAC Announcement on Audit of L5845 - Issue Has Been Removed from the RAC Website

In the April 20, 2017 *AOPA in Advance: SmartBrief* newsletter, AOPA announced that Performant Recovery, the contractor who serves as the national recovery audit contractor (RAC) for all Medicare DMEPOS, Hospice and Home Health services, had announced that it would begin performing an automated review on claims involving HCPCS code L5845 billed in conjunction with specific prosthetic knee codes. AOPA reviewed the announcement on the Performant website and was immediately concerned that the RAC was not in compliance with its statement of work (SOW) which requires very specific criteria in order to implement an automated review. In a letter to the Performant Recovery Medical Director dated April 28, 2017, AOPA expressed its concern regarding Performant's decision to initiate an automated review without meeting the specific criteria identified in its statement of work. [View the letter.](#)

AOPA has not received a formal response from Performant Recovery addressing its concern. The audit announcement for L5845 has been entirely removed from the "approved issues" section of the Performant Recovery website.

AOPA will continue to monitor this issue closely and will report any additional developments as they occur. Questions regarding this issue may be directed to Joe McTernan at jmcternan@AOPAnet.org or Devon Bernard at dbernard@AOPAnet.org.

AOPA Meets with HHS Leadership

On April 27, AOPA met with several key members of the HHS Leadership team to discuss issues important to O&P. In attendance were HHS and CMS officials John Brooks, J.D., Counselor to HHS Secretary on Medicare, Policy Advisor Amanda Street and several AOPA key leaders, including AOPA President Michael Oros, CPO, FAAOP; AOPA Executive Director Tom Fise, JD; AOPA President-Elect James Weber, MBA; Scott Schneider; AOPA lobbyists Michael Park and Stephanie Kennan; and Peter Thomas, JD, counsel to the O&P Alliance. The meeting provided an opportunity for AOPA to brief key health-care administrators on the full range of issues facing orthotics, prosthetics, and pedorthics providers and their patients.

The agenda focused on top concerns as well as activities and solutions that AOPA believes can help achieve better outcomes for patients and deliver economic benefits for Medicare. Foremost among the roughly 10 topics on the agenda were the following:

1. Recognizing the prosthetist's/orthotist's notes as a legitimate part of the medical record;
2. Enacting the Medicare O&P Improvement Act;
3. Finalizing long-awaited proposed regulations on qualified providers under Section 427 of the Benefit Improvement and Protection Act; and
4. Dropping the July 2015 proposed revisions to the prosthetic lower-extremity Local Coverage of Determination (LCD).

The April meeting served as a productive first step in communicating the positions of AOPA members to the new administration. Future meetings and communications will build on this initial meeting and set the stage for relations over the next four years. [Read the agenda and briefing.](#) AOPA will keep members informed of any developments.

AOPA Testifies before the House Veteran's Affairs Subcommittee on Health

On May 2, 2017, the House Veteran's Affairs Subcommittee on Health held a hearing regarding the Department of Veteran's Affairs (VA) ability to meet the need for high quality clinical care and procurement of prosthetic and orthotic devices for Wounded Warriors and Veterans with limb loss and limb impairment. AOPA was invited to provide testimony during the hearing and was represented by Jeffrey Brandt, CPO, the founder and CEO of Ability Prosthetics and Orthotics.

Highlights of Mr. Brandt's testimony included the need for the VA to ensure that both Wounded Warriors and Veterans with limb loss and limb impairment have proper access to high quality prosthetic and orthotic care within the VA health system as well as through partnerships with prosthetic and orthotic facilities in the private sector. Another point of Mr. Brandt's testimony focused on the increasing demand for high quality prosthetic and orthotic care and the decreasing provider population and the potential impact that may have on Veteran's access to care. In succession, Mr. Brandt provided testimony regarding the need for increased funding to support orthotic and prosthetic education through the passage of legislation such as the Wounded Warrior Workforce Enhancement Act.

AOPA was honored to have the opportunity to provide important testimony regarding the need for access to the highest level of O&P care for Wounded Warriors and Veterans. A transcript of Mr. Brandt's complete testimony may be found by [clicking here](#).

Dennis Williams Appointed New CEO of Allard USA



Allard USA proudly announced the appointment of Dennis Williams, CO, BOCO, as their new CEO as of May 1, 2017.



"This is the perfect time for Dennis Williams to become Allard USA next Chief Executive Officer. With 32 years' experience in and passion for the O&P industry, we have selected a very strong leader to continue our commitment to be the "O&P Partner" and provide "Support for Better Life", said Peter Allard, President and CEO of the Allard Group of Companies.

Williams' has demonstrated his extensive management expertise as previous President and COO for Fillauer Companies, Executive Vice President and Partner of Biomedical Horizons Inc. (Century XXII prosthetic knee), Director of Sales & Marketing for Camp International (now TruLife), and as a facilitator of multiple company, product, and IP acquisitions. Throughout his career, Williams has been actively involved in product development, an added plus for Allard, a name that has become recognized as a leading innovator in the O&P industry.

AOPA World Congress Registration is Open – Register Now for Early Bird Pricing



Registration is Now Open! The best and the brightest clinical and business speakers. The biggest O&P exhibit hall. Networking with the most influential people in the industry. The fun events. More than 32 CE's...

Need any more reasons to attend the 2017 AOPA World Congress? How about Las Vegas? Easy to travel to and fun for everyone, with a variety of hotels, restaurants and activities, Las Vegas is the perfect gathering place.

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](#).



Participate in the 2017 Operating Performance and Compensation Survey

It's springtime - and that must mean the return of the Annual Operating Performance Survey and the Bi-annual Compensation and Benefits Survey for the O&P industry, mailed to members May 1.

Participation in these benchmarking studies is available **free of charge to AOPA members**. Patient care facilities are invited to participate who want to better understand their financial performance compared to companies of similar size, similar geographic location, and industry leaders. Acquiring these results is the first step towards developing an action plan to improve your company's financial results. Big and small companies alike benefit from participating.

Here is what you need to know to participate:

- The survey takes about 60 minutes.
- Data is collected and compiled by Industry Insights and is confidential.
- Each participant receives a customized individual company performance report (valued at hundreds of dollars) comparing his/her organization with others of similar size and location. See a sample report at <http://bit.ly/samplecpr>.
- Each participating company receives final published copies of the reports (valued at \$540) and the opportunity for a free 30 minute consultation about their performance with professionals at Industry Insights.
- The deadline to submit your survey is Friday June 23rd.
- You or your accountant may complete a hard copy of the survey mailed to you, or you may complete the online survey at www.aopa-survey.com, which has a "save and return" feature that allows you to complete the survey in multiple sittings if needed.

Don't Procrastinate. Chart Your Course for Financial Success Today at www.aopa-survey.com

Sign Up for the May 10 AOPA Webinar

Don't miss this month's webinar: [*Modifiers: What Do they Mean and When to Use Them*](#)

What do you need to know about documentation? Earn 1.5 credits during the Wednesday, May 10th webinar and learn everything you need to know. [Click here to register](#).

May 2017

10

1:00 PM Eastern

- What is the difference between the RA & RB modifier?
- Which modifier allows you to provide services to a patient under hospice care?
- What is the true meaning of the KX modifier?
- What modifiers are used for upgraded & deluxe features?

AOPA 2017 Policy Forum – May 24 & 25

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.](#)



Thank you to our 2017 AOPA Policy Forum Sponsors!

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ABC Releases Certified Pedorthist Practice Analysis



ABC recently released the 2017 *Practice Analysis of Certified Pedorthists*. ABC's Practice Analysis Task Force and ABC Executive Director, Cathy Carter, worked with Professional Examination Services to create and implement a practice analysis of ABC Certified Pedorthists. ABC last conducted a practice analysis study of pedorthists in 2010. In 2016, pedorthists were resurveyed in order to identify changes related to pedorthic care, available componentry and the technology in use today.

“The survey results will help define the certification, education and training of future pedorthists, in the development of valid and reliable examinations and convey to others outside our disciplines the scope of services provided by certified

pedorthists.” said Dennis Dillard, C.Ped., CTO, and ABC’s Practice Analysis Task Force Chair. “We were very pleased with the participation and valuable input we received from the professionals surveyed.” ABC will use the results of the practice analysis survey to assure that its pedorthist credentialing exam is continually relevant for individuals entering the profession. The results will also be used to identify content for in-service and/or continuing education, as well as provide guidance for education programs in regard to curriculum review and/or program self-assessment.

AOPA, ABC, and NCOPE Raise Funds for Amputee Coalition Camp

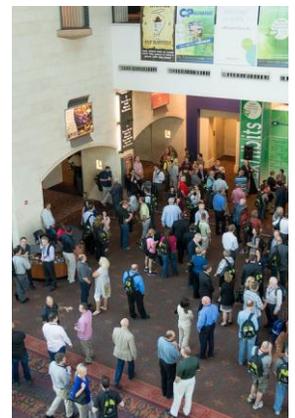


As part of Limb Loss Awareness month, the staff of the American Orthotic & Prosthetic Association (AOPA); American Board for Certification in Orthotics, Prosthetics and Pedorthics (ABC); and the National Commission on Orthotic and Prosthetic Education (NCOPE), joined together for a 3.5k walk to raise funds for the Amputee Coalition’s Paddy Rossbach Youth Camp. The Youth Camp provides a traditional summer camp experience – including sports, swimming, boating, archery, etc. – for children aged 10-17 with limb loss or difference, at no cost to participants. The staff exceeded their original goal and raised over \$4,900 which covers the cost for two children to go to camp (the cost is \$2,000 per child).

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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. 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.

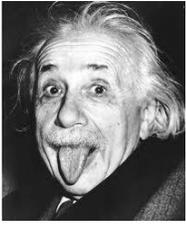


Exhibiting at this important global event will give you the opportunity to:

- 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.

Nominate an O&P Inventor or Innovator



AOPA is celebrating its 100th Anniversary in 2017 and we are pulling out all stops during the World Congress, where we will showcase significant milestones of the Association and Profession through our "Walk Through Time" display, as well as awards to honor those who have made a significant contribution to patient care through an invention or innovation. Your opinion matters - nominate an inventor or innovator through our easy nomination process. **The deadline for submissions is May 31, 2017. [Nominate an inventor or innovator now.](#)**

Upcoming AOPA Events

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| May 10, 2017 | <i>Modifiers: What do They Mean and When to Use Them</i>
AOPA Webinar
Learn more and register here |
| May 24-25, 2017 | AOPA Policy Forum
Washington, DC
Learn more and register here |
| July 17-18, 2017 | <i>Coding & Billing Seminar</i>
Pittsburgh, PA
Learn more and register here |