



American Orthotic & Prosthetic Association

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AOPA In Advance SmartBrief
Breaking News
August 10, 2017

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Register Now to Attend Next Month's 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.

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.](#)



Improve Your O&P Business with Courses at the AOPA World Congress

Title: The Sun is Shining: How to Use Capital Markets to Fund Your Business' Growth

This presentation will discuss how private equity has become increasingly interested in the O&P space and how practitioners can use this dynamic to their advantage. Now is a remarkable time for technology in prosthetics and orthotics but most practitioners confront increasingly complex reimbursement challenges. The fact that most O&P practice is conducted in smaller, independent contexts has caught the attention of the capital markets. Increasingly, private equity is looking to combine smaller, independent practices into slightly larger, more efficient operations.



Presented by Brian Childs, Esq.

Brian M. Childs is an attorney at Larkin Hoffman, a business-focused law firm based in Minneapolis, Minnesota. Brian is a trusted advisor to his clients, including both prosthetics and orthotics practices and investment firms. Brian has advised O&P practices through most major (and many minor) decisions in the life-cycle of such practices.

Listen to the Podcast on the Medicare O&P Improvement Act

We are pleased to share that **amp'd** has a new podcast on the Medicare O&P Improvement Act of 2017, to introduce it the entire limb loss/disability community and encourage their listeners to contact their legislators to support it. If you are not familiar, **amp'd** is a podcast for people with limb loss, produced by Dave McGill and Peggy Chenoweth, with over 31,000 subscribers on iTunes and more than 40,000 people across all platforms. Access the podcast at <https://www.ampdpod.com/podcast-summaries> (Episode 39).

Full U.S. House Approves Legislation, Including Text to Legitimize the O&P Practitioner's Notes as Part of the Medical Record in Medical Necessity Determination

On July 26, the full House of Representatives acted by consent on suspension to adopt H.R. 3178, a bill to cut red tape and make some non-controversial changes to the Medicare program. Included in this bill was a single provision on O&P-- the long-awaited provision to recognize the orthotist-prosthetist's notes as part of the medical record in Medicare Medical Necessity Determinations. Here is the specific text as enacted by the House:

1 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 individual's medical record to support documentation created by eligible professionals described in section 1848(k)(3)(B)."

AOPA wants to recognize and thank Reps. Mike Bishop (R-MI and a Ways & Means member), Glenn Thompson (R-PA) who advanced the similar provision as part of the broader Medicare O&P Improvement Act, H.R. 2599, and Mike Thompson (D-CA and a Ways & Means Committee Member), and both House Ways & Means Committee Chairman Kevin Brady (R-TX) and Richard Neal (D-MA and the Ranking Minority Member of the Ways & Means Committee), for their strong support which resulted in this important action. Now it is on to the Senate, where S. 1191, the Grassley-Warner bill, supported by Senators Cassidy (R-LA) and Duckworth (D-IL) will hopefully move forward similarly to favorable action.

AOPA will keep you updated on any developments.

Recent Jurisdiction D Reports Pre-Payment Audit Results

Noridian Healthcare Services, which serves as the Jurisdiction D DME MAC, recently released results of pre-payment audits for knee orthoses (KO) described by codes L1810, L1812, L1820, L1830, L1831, L1832, L1833, L1834, L1836, L1840, L1843, L1844, L1845, L1846, L1847, L1848, L1850, L1851, L1852 and L1860.

The pre-payment review included 95 claims, submitted between January 2017 and April 2017, of which 88 were denied for an overall claim potential improper payment rate of 96%. Common reasons for denial included failure to respond to requests for additional documentation, invalid proof of delivery documentation, coverage criteria not met, and the claim was same or similar to the one on file. Based on the overall denial rates, Noridian will continue its pre-payment review for the above listed KOs.

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

Party With a Purpose: RSVP Today, Space Still Available

The Party With a Purpose has a little bit of everything and something for everyone and includes:

- Dinner
- Hand Crafted Cocktails
- Private Cigar Lounge
- Hand Rolled Cigars
- Live Entertainment
- Silent Auction

Attending the 2017 AOPA World Congress? Don't forget to register for the "Party With a Purpose" on Thursday, September 7 at 6:30 pm at the 1923 Bourbon Bar, a private and modern speakeasy. Don't miss the fun!

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.

O&P PAC Corner

If you are attending the 2017 AOPA World Congress, don't forget to stop by the AOPA booth (Booth #100) to learn more about the O&P PAC, including some fun ways you can show your support.

The purpose of the O&P PAC is to advocate for legislative or political interests at the federal level, which have an impact on the orthotic and prosthetic community. The O&P PAC achieves this goal by working closely with members of the House, Senate, and other officials running for office, to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

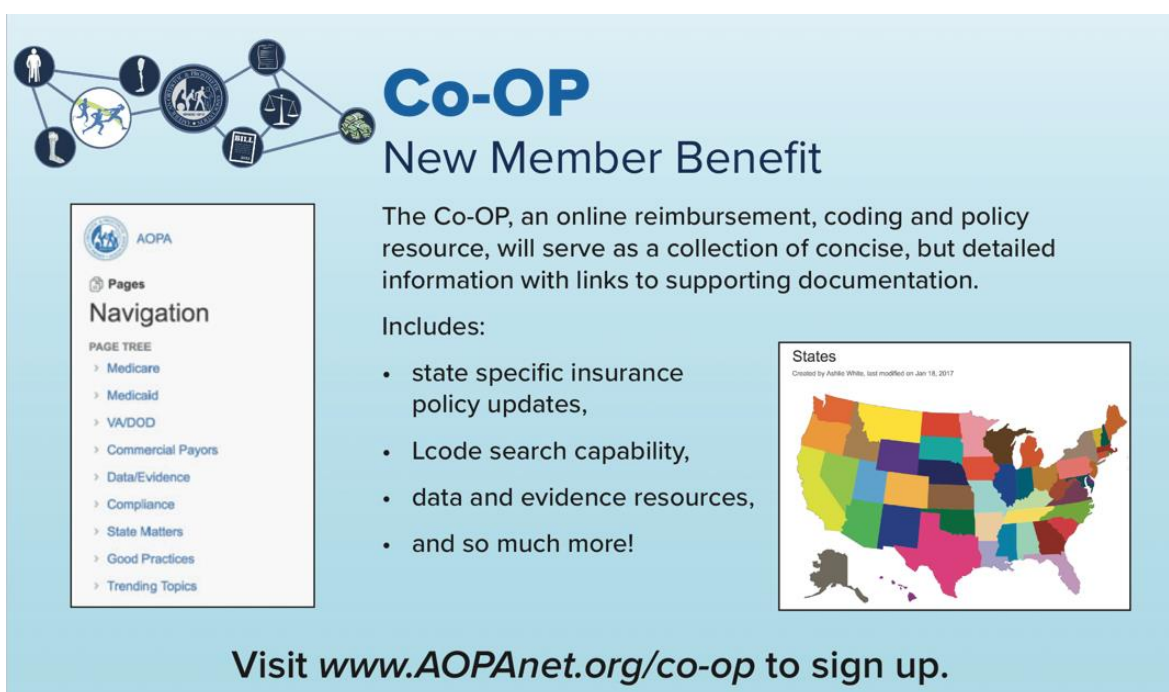
The O&P PAC Corner would like to thank the following AOPA member(s)* for their recent contributions to the O&P PAC:

- Jeff Alaimo, CP
- Marty McNab, CPO
- Jon Roberts, CPO

To participate in, support, and receive additional information about the O&P PAC, federal law mandates that eligible individuals must first sign an authorization form. Contact Devon Bernard at dbernard@AOPAnet.org.

*Due to publishing deadlines this list was created on 08/08/2017 and includes only donations/contributions made/ received between 08/03/2017 and 08/08/2017. Any donations/contributions made/received on/or after 08/08/2017 will be published in a future issue of the SmartBrief.

Take Advantage of AOPA's New Online Reimbursement, Coding & Policy Compendium



The graphic features a network of icons at the top left, including a person, a globe, a scale of justice, and a document. Below this is the AOPA logo and a navigation menu with the following items: Medicare, Medicaid, VA/DOD, Commercial Payors, Data/Evidence, Compliance, State Matters, Good Practices, and Trending Topics. To the right of the navigation menu is the text 'Co-OP New Member Benefit' and a description of the resource. Below the description is a list of features and a map of the United States with states color-coded.

Co-OP New Member Benefit

The Co-OP, an online reimbursement, coding and policy resource, will serve as a collection of concise, but detailed information with links to supporting documentation.

Includes:

- state specific insurance policy updates,
- Lcode search capability,
- data and evidence resources,
- and so much more!

Visit www.AOPAnet.org/co-op to sign up.

Save Big with AOPA's Summer Savings Webinar Deal

September

13

1:00 PM Eastern

REGISTER

ABC Inspections & Accreditation

- * What to expect during and after a site visit
- * Which Quality Standards apply to O&P?
- * What you can do to prepare for accreditation

**Summer Savings:
Buy 5 Webinars and Get 3 Free
\$495 members/ \$995 nonmembers**

[Register for the 2017 half year webinar series](#)

August 9	What the Medicare Audit Data Tells Us & How to Avoid Common Errors
September 13	ABC Inspections & Accreditation
October 11	AFO/KAFO Policy
November 8	Gift Giving: Show Your Thanks & Remain Compliant
November 9*	"Three Amigos" of a Compliance Program- Compliance Officer, Legal, and Human Resources-Can Work Together to Support and Advance an Effective Compliance Program
November 10*	Teaching Professionalism and Ethics during Residency
December 13	New Codes & Other Updates for 2018

*These webinars are free to all AOPA members as part of Healthcare Compliance & Ethics Week Webinar; and \$50 for non-members.

[Register for the 2017 half year webinar series](#)

Upcoming AOPA Events

- September 6-9, 2017 *AOPA 2nd World Congress*
Las Vegas, NV
[Learn more and register here](#)
- September 13, 2017 *ABC Inspections & Accreditation*
AOPA Webinar
[Learn more and register here](#)
- November 6-7, 2017 *Coding & Billing Seminar*
Phoenix, AZ
[Learn more and register here](#)