



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

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Newsletter Feedback

We invite your comments and questions. Please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P NEWS

Making a Difference, Fighting for O&P: AOPA's 2011 Policy Forum

Approximately 100 of your colleagues in the O&P community have signed up to help advocate on behalf of O&P at this year's **AOPA** Policy Forum. And there is still time to join your colleagues and have O&P represented. On April 11 at the L'Enfant Plaza Hotel in Washington D.C., members will be briefed on state and national legislative activities. On April 12 members will have face-to-face meetings with their congressional representatives. Everyone in the O&P field, regardless of specialization has a stake in how the regulations being written by Health and Human Services (on the essential health benefits package) and Treasury (about the 2.3 percent medical device excise tax) Departments as well as how any new laws affecting healthcare play out in this very uncertain environment.

Your Congressman or Senator will value your input as a constituent and the specific contribution you make as a member of the O&P community to the restoration of mobility and quality of life to your patients. The Forum is designed to help everyone understand the issues and the politics which pose challenges to O&P patient care and equip everyone to have face-to-face conversations with Congressional staff and Members about the Healthcare Fairness Act for Amputees importance to our patients; how our O&P Medicare Improvement Act improves patient care and reduces fraud and abuse; and the need for continued research on comparative cost effectiveness of treatment programs. **AOPA** is scheduling appointments with the Congressional delegations of every attendee's residence and business in order to secure multiple meetings for each attendee. Make sure your legislators hear the case for O&P, too. [Register today!](#)

[Click here to see a tentative agenda for the 2011 Policy Forum.](#)

The cost of registration is \$125 per person and **AOPA** has secured a room rate of \$249 per night at the [L'Enfant Plaza Hotel](#), a five minute metro ride to Capitol Hill.

[Click here to reserve the last remaining rooms at the L'Enfant Plaza Hotel](#) or call the hotel at (800) 635-5065.

If you need help reserving a room, contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

Additionally, since personal relationships are so important when trying to convince a legislator to take action, it helps **AOPA's** advocacy efforts if we can call upon **AOPA** members who personally know members of Congress. If you have hosted your Senator, Representative or their staff, tell us about this contact. If you have had a member of Congress or their staff in your office for an educational visit, let us know. Do you know a close friend or family member of a Senator or Member of Congress? Please tell us. Such information will help **AOPA** formulate game plans on upcoming legislation and will also keep us from duplicating contacts that you have already made. It will also allow us to coordinate our message to the members so that everyone is providing the same information. Contact Kathy Dodson at kdodson@AOPAnet.org or (571) 431-0810.

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Thank You to the 2011 Policy Forum Sponsors!

AOPA would like to recognize those companies that are helping make the [2011 Policy Forum](#) possible at this very important time:

[Otto Bock HealthCare](#) (*Silver Level Sponsor*)

[Willow Wood](#) (Silver Level Sponsor)

[Becker Orthopedic](#) (Bronze Level Sponsor)

[Dr. Comfort](#) (Bronze Level Sponsor)

[The Fillauer Companies](#) (Bronze Level Sponsor)

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Medicare Application Fee

The new Medicare enrollment regulations went into effect on March 25, 2011. These new regulations included the implementation of a \$505 fee per enrollment and re-enrollment application. Whether you are submitting a traditional paper enrollment application, the CMS 855S form, or enrolling online using the Provider Enrollment, Chain and Ownership System (PECOS), the application fee must be paid using the Department of the Treasury's web based payment system. The application fee must be received before your application can be processed.

To pay the application fees go to www.pay.gov and following these steps:

- 1) On the left hand side of the page you will see a search box called "Find Public Forms". Type "CMS" into the search field and click "GO".
- 2) Select the form for Medicare application fee
- 3) Fill out the form and submit payment as directed (Note: Use MAC ID 99001-NSC)
- 4) Print a copy of the confirmation screen, for your records, this is your receipt of payment

Medicare will forward the payment information to the National Supplier Clearinghouse (NSC), the contractor responsible for processing DMEPOS applications. It is also recommended that you send a copy of your payment receipt to the NSC. If you are enrolling/re-enrolling via paper this receipt can be included with 855S form. If you are enrolling/re-enrolling via PECOS you should also send in a copy of your certification statement.

To learn more about the application fee and the other new Medicare enrollment regulations read the *Reimbursement Page* in the *April O&P Almanac*.

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854, or Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811.

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U.S. Senate Votes to Repeal 1099 Tax Reporting Requirements from Health Care Reform Law

On April 5, the U.S. Senate voted 87-12 to repeal the "1099 provision" from the Patient Protection and Affordable Care Act. The provision had required business owners to file a 1099 tax reporting document for all vendors from which they purchase at least \$600 in goods or services in a year.

[Click here to read coverage of the Senate vote.](#)

The Senate vote for the bill made no changes to the House version that had passed previously and the bill will be sent to the White House directly for signing by the President.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Representatives in U.S. House Proposed Alterations to Competitive Bidding in Medicare

U.S. House members Jason Altmire (D-PA) and Glen "GT" Thompson (R-PA) together introduced H.R. 1041, the Fairness in Medicare Bidding Act. The bipartisan, deficit neutral bill is designed to ensure that Medicare beneficiaries are allowed to access smaller, more specialized medical equipment suppliers. In the last session of Congress, the bill was proposed and supported by 259 members of the House of Representatives.

[Click here to read the text of H.R. 1041.](#)

[Click here to read a summary of H.R. 1041.](#)

[Click here to read letter Rep. Altmire and Rep. Thompson have sent to other House Members requesting support for H.R. 1041.](#)

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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AOPA President Interviewed for Chicago Tribune Article

AOPA President Tom DiBello, CO, FAAOP was the interview subject for a Chicago Tribune article about the rise in orthotic kiosks in drugstores. Mr. DiBello was cited as an expert in the field and asked to comment about the "do-it-yourself" orthotics machines.

[Click here to read the article featuring AOPA President Tom DiBello, CO, FAAOP.](#)

His published comments are included in the final section of the piece.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Phase II PECOS Implementation Remains on Hold

The Centers for Medicare and Medicaid Services (CMS) recently reported that although a placeholder date of July 5, 2011 has been used for implementation of phase II of PECOS, the actual implementation date remains undetermined at this time.

Phase II of PECOS requires that referring physicians or non-physician practitioners must be enrolled in the Provider Enrollment Chain Ownership System (PECOS) in order for services that they refer to be valid for Medicare claim submission. While CMS has indicated that this will eventually be a requirement for Medicare claims to be processed, they have not published a definitive implementation date.

When an implementation date is announced by CMS, **AOPA** will publish the date right here in the AIA.

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854, or Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811.

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Network Service Vendor Deadline is Approaching

If you submit any claims electronically to Medicare, you must migrate to an approved Network Service Vendor (NSV). The NSV will allow for more secure, faster and reliable connections to the Common Electronic Data Interchange (CEDI), the entity that handles all front end processing of DME MAC claims. The migration to an approved NSV must occur before May 1, 2011. After May 1, 2011 if you have not migrated to an approved NSV, you will not be able to send or receive Medicare electronic transactions.

[Click here to find a list of approved NSVs and a list of Frequently Asked Questions about the NSV on the CEDI website.](#)

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854, or Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811.

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O&P PAC Corner

The O&P PAC Corner provides updates on the activities of the O&P PAC, including the names of individuals who have made recent donations to the O&P PAC and the names of candidates the O&P PAC has supported.

The O&P PAC would like to acknowledge and thank the following **AOPA** member for his recent contribution to and support of the O&P PAC:

- Robert V. Leimkuehler, CPO

The O&P PAC recently made a donation to the following member of Congress:

- Congressman Bill Cassidy (R-LA, 6th District), Member of the Energy & Commerce Committee and its subcommittees on Health; Commerce, Manufacturing, and Trade; and Environment and the Economy
- Congressman Fred Upton (R-MI, 6th District), Chairman of the House Committee on Energy and Commerce

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 and Senate to educate them about the issues, and help elect those individuals who support the orthotic and prosthetic community.

In order to participate in the O&P PAC, federal law mandates that you must first sign an authorization form.

[Click here to view and sign an O&P PAC authorization form.](#)

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854 or Kathy Dodson at kdodson@AOPAnet.org or (571) 431-0810.

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Your Reality Check on Operating Performance/Compensation and Benefits Coming Soon!

Watch for the *2011 Operating Performance Compensation and Benefits Report* survey questionnaire that should be in your mail box next week. By completing the questionnaire you automatically reserve your FREE copy of the survey, your customized *Company Report* and you obtain an opportunity for a one-to-one consultation with **AOPA's** consulting experts, Industry Insights.

Industry Insights has conducted this survey for almost a decade and has a wealth of experience in

analyzing the data and providing "top performer" comparisons with your own performance. The lessons learned can be invaluable to your management decision making process and represents the most useful benchmarking information available in the O&P field.

Remember - all data is absolutely confidential and no one from **AOPA** or any other entity sees the data except the Industry Insight consultants who are bound by a strict confidentiality agreement.

So why would you as a member pay \$295 (\$425 for non-members) for this "must have" information when you can get your own free copy along with your *Company Report* which analyzes your business and qualifies you for the personal consultation.

There are three ways to participate - (1) Complete the hard copy survey questionnaire and return it to Industry Insights; (2) Go online to www.AOPA-Survey.com for the convenient "save and return" way of providing your data; or (3) Send your financial statements to Industry Insights and they will enter your data.

AOPA and Industry Insights conduct the Operating Performance Report survey every year. In the odd number years such as this year, the Report is expanded to include the operating data plus the all important compensation and benefits information. This is the year for reporting the entire package which makes it even more persuasive to participate and get the full benefit of your free report, analysis and personal consultation.

Leading this project are **AOPA** members chaired by Mike Hamontree including Candy Carlson, Craig Wright, Jim Weber and Bob Leimkuehler joined by Industry Insight experts, Scott Hackworth and Michael Becher.

If you have any questions about how you can participate in this year's survey, contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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AOPA Promote Committee Looking to Recruit Patients as O&P Spokespersons

AOPA's Promote Committee is searching for O&P patients who are willing to share their personal stories of thriving with prosthetic and/or custom orthotic devices, thanks to Medicaid coverage. As you know, we are facing an increasing number of proposals for state Medicaid cuts to O&P care. To combat this, **AOPA** is looking to pitch personal stories of success to local and national media outlets thanks to coverage of Medicaid budget debates.

If you have a patient that fits the following criteria, please email Steven Rybicki (at srybicki@AOPAnet.org) a brief overview of his/her story along with contact information and any relevant links that will help us understand that person's story (ex. links to any previous online news coverage featuring that person, an online bio, a LinkedIn page, personal website, etc.).

The patient should possess the following traits/characteristics:

1. Articulate and outgoing
2. Happy/positive
3. Thriving with prosthetic or custom orthotic device that was paid for in part by Medicaid coverage
4. Preferably maintains a full or part-time job
5. Willing and comfortable with sharing personal details of their story and the impact of being an amputee
6. Has a well-maintained physical appearance
7. Over age 21
8. Has given you permission to send us his/her story and contact information

The patient should NOT possess the following traits/characteristics:

1. Quiet, gives one word responses to questions
2. Sarcastic, cynical, or negative
3. Curses frequently
4. Openly and irrationally critical of others, including government organizations or a previous care provider

Our objective is to show the successes that people with limb loss or difference can achieve once provided the appropriate tools. Studies have shown that providing O&P services actually saves states money by restoring personal independence and productivity and by reducing secondary and life-threatening complications. Now, we're looking to personalize those findings by telling the stories of those who are living proof.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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From The Amputee Coalition: April is Limb Loss Awareness Month

The Amputee Coalition announced that 37 Governors across the United States have signed proclamations declaring April as Limb Loss Awareness month. To further the cause, the Amputee Coalition has established a website (www.507aday.org) directed providing information about the Limb Loss Awareness Month campaign and about the incidence and risks of amputation in the United States.

[Click here to visit 507aday.org.](#)

For more information about Limb Loss Awareness Month call (888) 267-5669.

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First AOPA Advanced Coding and Billing Seminar of 2011: May 19-20 in Las Vegas

Don't miss the opportunity to experience two days of valuable O&P coding and billing information from **AOPA** experts. The Advanced Coding and Billing Seminars include breakout sessions for practitioners and administrators that will focus on each group's specific interests and educational needs.

The first **AOPA** Advanced Coding and Billing Seminar of 2011 will be held at the Mirage Resort and Casino in Las Vegas, Nevada on May 19-20, 2011. Early bird registration for the Las Vegas seminar is now open and attendees who register prior to April 20, 2011 will receive a \$25 discount off the regular tuition price. **AOPA** has secured a very attractive room rate of \$125 per night at the Mirage.

What You Will Learn

- How to use Medical Policies to improve your reimbursement
- Hints on what, when, and how to document your interaction with patients
- How to develop and execute a successful compliance plan
- How to properly perform self audits of your charts and what to do when you discover problems

In the breakout session Practitioners will cover:

- General Coding Principles
- "Hands on" coding of specific devices
- Proper coding for repairs and adjustments
- Reimbursement for unlisted codes
- Codes that are mutually exclusive and should not be billed together

In the breakout session Administrators will cover:

- Updated Quality and Supplier Standards

- Strategies for handling appeals and denials
- How to handle unique billing situations
- Documentation Requirements
- Medicare as Secondary Payer

[Click here to register for the May 19-20 AOPA Advanced Coding and Billing Seminar.](#)

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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Join AOPA for the April 13 Audio Conference, "Improving Your Clinical Documentation"

Do you ever wonder if there is such a thing as too much documentation? The simple answer is no, but just as important as what you document is how you document. Join **AOPA** at 1pm EDT, Wednesday, April 13, for the **AOPA**iversity Audio Conference entitled, "Improving Your Clinical Documentation". An **AOPA** expert will guide you through the Ins and Outs of proper O&P clinical documentation. Topics for discussion will include:

- Different documentation methods and their advantages
- When to document patient encounters
- How to properly write addenda to your documentation
- How to work with other members of the rehab team to achieve consistent documentation

Don't miss this valuable educational opportunity. As audit activity increases, proper documentation techniques become increasingly important in ensuring the success of your business.

[Click here to register.](#)

For registration questions, contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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2011 National Assembly News: New Video! Ultra-Low, \$135 Per Night Room Rates! And Registration is Now Open!

Check out [AOPA's brand new 2011 National Assembly advertisement](#) and mark your calendars now for the American Orthotic and Prosthetic Association's 94th National Assembly September 19-22, 2011! If you are involved in O&P research or the delivery of O&P care and services-don't miss this chance to join your colleagues in Las Vegas, Nevada, at the country's largest and most prestigious O&P meeting. Registration is now open for the September 19-22 meeting.

[Click here to register now!](#)

The comprehensive programming and energized atmosphere of the Scientific Sessions provides cutting-edge education and information for all members of the O&P community-orthotists, prosthetists, pedorthists, physicians, scientists, researchers, technicians, managers, business owners, office staff, nurses, nurse practitioners, podiatrists, and other health care professionals. And you won't want to miss the business management sessions headlined by the Same E. Hamontree, CP, Award-winning lecture.

AOPA has secured a room rate of \$135 per night for the 2011 National Assembly. That's right, \$135: it's not an optical illusion - it's the Mirage room rate for this year's assembly. Don't miss this opportunity to enjoy AAA Four Diamond luxury for thefantastic room rate of only \$135 per night.

Science, Business, Fantastic Networking Opportunities and an incredible \$135 per night room rate at

the Mirage Resort, September 19-22, 2011. To reserve your room today call (800) 627-6667 or (702) 791-7111 and mention the **AOPA** registration code "AOPMB." You can also reserve a room online by [clicking here](#).

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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O&P RESOURCES FROM AOPA

2011 AOPA Coding Products Now Available

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The 2011 **AOPA** coding products are now available through the **AOPA** bookstore and may be ordered by calling the AOPA Bookstore at (571) 431-0876, or by [downloading the 2011 Product Catalogue](#) and faxing your order to (571) 431-0899.

The 2011 *Illustrated Guide*, *Quick Coder* and *Coding Pro* include all of the newly released HCPCS codes that describe O&P items. **In addition, the 2011 Coding Pro contains a new, interactive glossary that allows you to click on selected terms within a code descriptor and immediately view the O&P based definition of the selected term.**

As an added bonus, if you purchase all three **AOPA** coding products at the same time, you will receive a bundled discount of \$50 off the regular retail price of the three items as sold separately.

AOPA's Coding products have long been considered the definitive coding resources for the O&P industry. Make sure yours are current and up to date!

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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Visit AOPA's New Education Web Pages

Explore **AOPA's** newest membership web page to find **AOPA** educational products, services, programs and events in a variety of formats, designed for orthotic, prosthetic and pedorthic professionals at all career levels. **AOPA** is recognized as the leader in the orthotic, prosthetic and pedorthic profession for providing high quality education, innovative resources, and networking opportunities designed to help build relationships that are critical to your success. Discover the tools and resources you need to learn, connect, and grow!

www.AOPAnetonline.org/education

AOPAversity is your one-stop resource for quality O&P education developed explicitly for orthotics, prosthetics and pedorthic professionals. Most education has been approved for continuing education (CE) credits.

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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Check Out the AOPA Job Board for New Opportunities in O&P

If you need a position filled at your business or are interested in looking at other job possibilities within the O&P field, check out the [AOPA Online Job Board](#). The online job board sports a freshly updated look and an easy-to-navigate profile creation system.

In the past month the Job Board has been viewed over 8,000 times by more than 1,500 unique users. If you want people to find out about a job opening at your facility or are interested in posting your

If you want people to find out about a job opening at your facility or are interested in posting your resume for employers to view for potential openings, visit the [AOPA Online Job Board](#) today.

And remember: if you advertise on the Online Job Board and decide to also advertise in the *O&P Almanac*, then you'll receive a 5 percent discount on the cost of advertising in the *Almanac* and on the Job Board.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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The 2011 Audio Conference Series from AOPA

Numerous offices have benefited from their participation in **AOPA's** Medicare Audio Conferences. These one hour sessions come to you in the comfort of your office on the second Wednesday of each month at 1:00 pm Eastern. This series provides an outstanding opportunity for you and your staff to stay abreast of the latest hot topics in O&P, as well as gain clarification and ask questions on topics that you may not understand as fully as you would like to.

Seminars are still priced at just \$99 per line for members (\$199 for non-members). Buy the series and get two free; members pay just \$990 and non-members pay \$1990. If you purchase all the conferences, all conferences from months prior to your purchase of the set will be sent to you as CDs.

These convenient one hour telephone seminars are designed to fit easily into your busy schedule. Any practitioners needing credit can get 1.5 per audio conference by returning the provided quiz within 30 days and scoring at least 80%. Billing staff and others who don't need credit can nonetheless gain information they will use right away. The topics for 2011 are:

- January 12: How to Meet the New Medicare Supplier Standards (Available on CD)
- Feb. 9: Using the Lower Limb Medical Policy to Your Advantage (Available on CD)
- March 9: Enhance Your Claims Success, Two Letters at a Time (Available on CD)
- April 13: Improving Clinical Documentation
- May 11: Which Box to Check? The Negative Effect of the 855S on Reimbursement
- June 8: Preventing Audit Disasters
- July 13: Don't Rile the OSHA Police
- August 10: How to Get Paid for Miscellaneous and Repair Codes
- September 14: Don't Run Afoul of the KO Rules
- October 12: Developing Your Medicare Billing Compliance Plan
- November 9: Happy Holidays: Kickbacks and Gifts in O&P
- December 14: Are You Ready for the New Year? 2012 New Codes and Policies

[Click here to register for any 2011 Audio Conference.](#)

If you miss an audio conference, it will be available on CD after the fact. Cost is the same as if you participate live (\$99/\$199). We hope you'll be able to join us for this year's series.

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876.

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O&P INSIDER'S TRACK

The Only Up-to-the Minute O&P Newsline

People In the News

The [Fillauer Companies, Inc.](#) announced that **Jim Lagerstrom, CP**, will be joining the Fillauer sales team as the Midwest Area Sales Manager. Jim covers the following states: Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North Dakota, South Dakota, Ohio and Wisconsin.

[Hanger Orthopedic Group, Inc.](#) announced that **Leigh Radziwon** has been promoted to the position of manager of the New England market's cosmetic restoration services.

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Businesses in the News

[Ability Prosthetics and Orthotics, Inc.](#) announced that its locations in Pennsylvania were chosen by the [American Board for Certification in Orthotics, Prosthetics, and Pedorthics](#) (ABC) to be photographed and featured for ABC's future marketing efforts.

The [American Board for Certification in Orthotics, Prosthetics, and Pedorthics](#) (ABC) is seeking nominees for four positions on its Board of Directors. The open positions are for three Directors and one Public Member Director. Each position entails a four-year commitment beginning December 1, 2011. The deadline for submission of nominations is June 1, 2011. For more information or to formally submit a nomination, please contact Steve Fletcher, CPO, LPO at sfletcher@abcop.org or (703) 836-7114, ext. 216.

[Hanger Orthopedic Group, Inc.](#) and [Sikorsky Aircraft Corporation](#), a subsidiary of [United Technologies Corp.](#), announced a partnership to improve prosthetic care given to survivors of landmine explosions in Colombia, a country where more than 7,700 landmine survivors have been registered by the Colombian government since 2002.

The [Fillauer Companies, Inc.](#) announced the unveiling of its latest collaboration with [Rizzoli Ortopedia, S.P.A.](#), with the US market launch of REL-K® microprocessor knee system.

[Freedom Innovations, LLC](#), celebrated the opening of its new European office in Enschede, the Netherlands.

The [Orthotic & Prosthetic Assistance Fund](#) (OPAF) announced that it was designated as one of 55 organizations selected to receive a 2010-2011 Olympic Opportunity Paralympic Fund Grant. Additionally, OPAF announced that it successfully launched First Dance in Detroit with the help of, **SOAR, Special Opportunities for Advanced Rehabilitation**. Additionally, [Prosthetic & Orthotic Associates of Central Florida](#), hosted both a First Volley Adaptive Tennis and a First Swing/Learn to Golf Clinic during the recent Academy Annual meeting in Orlando.

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on April 19. So if you have a new employee or a new office, tell us! Share your news with the over 15,000 readers of the *O&P Almanac* and *AOPA In Advance* newsletter. Contact Steven Rybicki at srybicki@AOPAnet.org

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