



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

June 15, 2010

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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**PECOS Update - July 6, 2010 Implementation Date Confirmed**

AOPA has confirmed that the implementation date for PECOS enforcement has been changed to July 6, 2010. **AOPA** staff spoke with James Bossenmeyer, the CMS official responsible for PECOS implementation. Mr. Bossenmeyer confirmed his previous statement that provisions of the Patient Protection and Affordable Care Act (PPACA) require PECOS requirements to be effective July 6, 2010.

As previously reported claims received on or after July 6, 2010 that are the result of a referral from a physician without a current PECOS enrollment file are eligible to be rejected. While CMS has admitted that system edits may not be fully functional by this date and therefore claims resulting from ineligible referrals may be paid, it has reiterated that once the system edits are in place, the DME MACs may reprocess these claims, resulting in overpayment requests.

CMS has instructed its contractors, including the DME MACs, to send a letter to physicians in their systems that do not have a current PECOS record. The purpose of the letter, which is supposed to be sent by June 28, will be to provide instructions to physicians regarding how to enroll in PECOS as well as reminding them of their obligation to do so. CMS has published Medlearn Matters Article MM6842 which notifies the provider community that the letter will be sent.

[Click here to download a copy of the Medlearn Matters article.](#)

It is extremely important that you continue to educate your referral sources regarding the July 6 PECOS enforcement date. **AOPA** has prepared a sample letter that may be used to educate referral sources of this important requirement.

[Click here to download the sample letter.](#)

Additionally, Paul Prusakowski of oandp.com has created a PECOS search engine that can assist you when searching the PECOS directory released by CMS. He has made it available and given free access to all of O&P for its use.

[Click here to access the searchable version of the PECOS database.](#)

Questions about this issue should be directed to Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811; 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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Provide Your Meeting with a PECOS Education from AOPA

At the recent 2010 PrimeFare East meeting, one of the hottest topics was PECOS and how it will affect O&P. **AOPA's** Government Affairs staff has made presentations at several state and regional meetings in the past few months, including the New York Academy Chapter meeting and the Oklahoma Association for Orthotists and Prosthetists meeting. These presentations were well received by attendees, who found the discussions of PECOS, Medicare medical policy changes, accreditation, surety bonds, Red Flag rules, consignment closets, healthcare reform and competitive bidding very helpful in staying current with the ever-changing healthcare landscape. If your state or

region has an upcoming meeting and would like an **AOPA** speaker, please pass your request on to Kathy Dodson at kdodson@AOPAnet.org. If scheduling permits, we would be happy to provide an update to your members. The only costs your group would incur are the speaker's expenses.

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LSO's and TLSO's: Coding Verification Requirement

As reported in a previous AIA, the LSO/TLSO policy has been revised, effective July 1, 2010. The new policy requires LSO's and TLSO's described by codes L0450-L0492 and L0625-L0640 to be reviewed by the Pricing Data Analysis Coding Contractor (PDAC) and listed on the DMEPOS Product Classification List on its website. The policy divides custom LSOs and TLSOs into two categories, and only requires one category to be listed and reviewed by the PDAC.

If custom LSOs and TLSOs described by codes L0452, L0480-L0486, L0629, L0632, L0634, L0636, L0638 and L0640 are fabricated by you, in-house from raw materials and is delivered directly to the patient, you don't have to have the device reviewed by the PDAC. However, upon request, you must be able to provide a list of the materials used and a description of your fabrication process.

If the custom LSO or TLSO is fabricated by an outside entity (i.e. a manufacturer or central fabrication site), then the device must be reviewed by the PDAC and listed on its website. If a device has not been verified and listed by the PDAC, it must be billed as an A9270, a non-covered service. AOPA has contacted the PDAC to obtain further clarification of its expectations regarding this category of device.

All prefabricated LSO's and TLSO's described by codes L0450, L0454-L0472, L0488-L0492, L0625-L0628, L0630, L0631, L0633, L0635, L0637 must be reviewed and listed on the PDAC website. If a device has not been verified and listed by the PDAC, it must be billed as an A9270, a non-covered service.

[Click here to access the DMEPOS Product Classification List.](#)

If you are a manufacturer or central fabrication facility and you need to have one of your LSO's or TLSO's reviewed [click here](#) to review the product verification process and [click here](#) to review the height standards required for PDAC coding review.

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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Government Affairs in Action: Pictures from the AOPA Policy Forum

In the June 1 Edition of the AIA, members were informed of all the special events and presentations that comprised the 2010 **AOPA** Policy Forum Experience. Click on the links below to see pictures of member involvement with government outreach on behalf of O&P.

[CMS Acting Administrator Charlene Brown-Frizzera during a Q&A session with attendees.](#)

[Peter Thomas, Counsel to the O&P Alliance, explaining how new health care laws affect O&P.](#)

[AOPA's Executive Director Tom Fise and Stephanie Kennan, AOPA lobbyist from Alston and Bird, giving tips on talking to legislators.](#)

[Representative Jason Altmire \(D-PA\) speaking to attendees about his experience with the health care reform debate in the House.](#)

[AOPA President James Kaiser, CP with Rep. Altmire.](#)

[Senator Tom Harkin \(D-IA\) speaking with his constituent, and Policy Forum attendee, Michael Burton.](#)

[Sen. Harkin with AOPA Executive Director Tom Fise, President James Kaiser, CP, and Vice President Tom DiBello, CO, FAAOP.](#)

[Sen. Harkin during a Q&A session with Policy Forum attendees.](#)

[Policy Forum attendees dinner after day one's activities.](#)

[AOPA President James Kaiser, CP, with his home-state Senators Durbin \(D-IL\) and Burris \(D-IL\).](#)

And **AOPA** would once again like to recognize and thank the generous sponsors of the 2010 **AOPA** Policy Forum:

[Otto Bock HealthCare](#) (Gold-Level Sponsor)

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

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Announcing the Sam E. Hamontree, CP, Business Education Award

The American Orthotic & Prosthetic Association (**AOPA**) is pleased to announce the establishment of a new business education award. The purpose of this education award is to promote the highest quality business education to the orthotics, prosthetics and pedorthics profession; and to highlight business expertise during the **AOPA** National Assembly.

The funding for the annual award is in honor of Sam Hamontree, CP, and his many contributions to the field of O&P. It is given by the Hamontree family --- Marlene Hamontree, Lynne and Steve Hamontree, CPO, and Joelle and Michael Hamontree.

The namesake of this award, Sam E. Hamontree, CP, is well known to the industry. Throughout a career that spans more than 50 years in the profession, his long list of accomplishments includes such monumental achievements as:

- Recipient of the **AOPA** Lifetime Achievement Award in 2000;
- Recipient of the American Academy of Orthotists and Prosthetists Titus Ferguson Award in 2003; and
- President of the American Board for Certification in Orthotics, Prosthetics and Pedorthics in 1970.

In addition to these significant achievements, Mr. Hamontree served as chairman of the **AOPA** Business Procedures & Liaison Committee for many years and led the development of several business tools for O&P including, the Relative Values schedule which was developed into the HCPCS L-Code system, the **AOPA** Accounting Manual, the **AOPA** Business Survey, and the **AOPA** Cost

Accounting Manual, all of which have been used successfully by **AOPA** members for decades.

Award specifications include:

- The Hamontree Award will be promoted and presented each year during the **AOPA** National Assembly.
- The winning paper(s) will be selected by the Assembly Planning Committee Business Education Workgroup from the business papers submitted.
- The winning paper(s) will be presented during a general education session at the Assembly.
- The Hamontree Award winner will receive a \$1,000 honorarium and framed certificate.

The Hamontree Award will recognize the best business education paper submitted for presentation at the **AOPA** National Assembly each year and is envisioned as a counterpart to the Thranhardt Award given each year for the best clinical paper.

To compete for the prestigious 2010 Sam E. Hamontree, CP, Business Education Award, [click here](#), or contact Tina Moran at tmoran@AOPAnet.org or (571) 431-0808.

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Registration for the 2010 AOPA National Assembly Open!



Registration is now open for the 93rd **AOPA** National Assembly. The **AOPA** National Assembly is *the place to be* (Sept. 29 - Oct. 2, Orlando, FL) for excellent O&P clinical and business education programming. Check out the program today-available as a supplement to the June issue of the *O&P Almanac*. Or call (571) 431-0876 for a copy.

The blockbuster programming responds to your clinical and business management needs with an array of experts whose credentials and experience will dazzle and educate you far beyond your expectations. Inspirational and motivational speakers will jump start your enthusiasm for success. Social and networking events reach new heights.

You won't want to miss this year's all-star lineup of speakers, including:

- Cordell Atkins, PT, M.S., CWS, CDE, C.Ped.
- Marcus Besser, Ph.D.
- John H. Bowker, M.D.
- Susan Cassidy, M.D., J.D.
- Beverly Cusick, M.S. PT, COF
- Conal Doyle, Esq.
- Christian W. Ertl, M.D., FACS, FACCWS
- Maria Gerschutz, Ph.D.
- Andreas Kannenberg, Ph.D.
- John Markus, J.D.
- Adrian Oleck, M.D.
- Raymond L. Ownby, M.D., Ph.D., MBA
- Sam Phillips, Ph.D.
- Merhrsheed Sinaki, M.D.
- Peter W. Thomas, Esq.

- Many, Many More

Tour the country's largest exhibit hall for the orthotic, prosthetic and pedorthic professions-filled with manufacturers, distributors and suppliers showcasing every significant O, P&P component, device, item of equipment and service that is critical to maintaining a successful patient care facility.

The 2010 **AOPA** National Assembly will be held at the luxurious Rosen Shingle Creek Resort. This beautiful property features an on-site golf course, spa, fine dining as well as more casual eateries. Enjoy golf, walking and nature trails, fish, hike or just enjoy the beautiful surrounding. All of the famous Orlando attractions are just a short ride away.

[Click here to register.](#)

The beautiful Rosen Shingle Creek Resort is located just ten minutes from the Orlando International Airport and convenient to the theme parks and major tourist attractions that Orlando is known for. Please make your hotel reservations directly with the Rosen Shingle Creek Resort by calling (866) 996-6338 - **AOPA** has contracted for a limited number of rooms at a special rate of \$199. Reserve early as the hotel will likely sell out over the dates of the **AOPA** Assembly. Learn more about this beautiful resort at www.rosenshinglecreek.com.

Questions? Contact Kelly O'Neill at koneill@AOPAnet.org or (571) 431-0852; Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835; or Tina Moran at tmoran@AOPAnet.org or (571) 431-0810.

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Donations Needed for Wine Tasting and Auction to Support O&P PAC

For the third year, **AOPA** is hosting a wine tasting and auction to benefit the O&P PAC. Quickly becoming one of the most anticipated Assembly events, the auction offers a chance to learn about and taste a variety of wines, including some made by your fellow members. Donations for auction are now being accepted, and we look forward to seeing you Thursday, September 30, from 6:30 - 8:00 p.m. for a friendly bidding war or two!

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

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Update: Red Flag Rules Delayed

On May 28, 2010, just shy of the June 1st compliance deadline, the Federal Trade Commission announced that it would again be postponing enforcement of the Red Flags Identity Theft Prevention Rule through December 31, 2010. This delay comes at the request of Congress, which has been considering legislation (which has been referred to the Senate Committee on Banking, Housing, and Urban Affairs) that would affect the scope of entities covered by the Rule. The FTC "urges Congress to act quickly to pass legislation that will resolve any questions as to which entities are covered by the Rule and obviate the need for further enforcement delays." If Congress passes legislation limiting the scope of the Red Flags Rule with an effective date earlier than December 31, 2010, the Commission will begin enforcement as of that effective date.

[Click here for more information.](#)

Questions about this issue should be directed to Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811; 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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Take the May Business Conditions Survey Today

The latest **AOPA** Business Conditions Survey has been released. This month's survey includes questions about year-to-year revenue comparisons, PECOS awareness and implementation and the 2010 **AOPA** National Assembly.

[Click here to access this month's Business Conditions Survey.](#)

If you are the primary business decision maker at your O&P facility and are not receiving these surveys, please email Steven Rybicki at srybicki@AOPAnet.org.

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

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June 2010 Issue of *O&P Almanac* In Mailboxes Now

The June issue of the [O&P Almanac](#) are in your mailboxes. This month's content includes:

- A Preliminary Program for the 2010 **AOPA** National Assembly;
- the annual Buyer's Guide, a one-stop shopping resource for products and services;
- "Satisfaction Guaranteed" by Anya Martin, improving patient satisfaction is neither a complicated nor costly task;
- "How to Decrease Denials" by Deborah Conn, legal experts address the universal issue of denied reimbursement claims;
- "Ask the Expert" with Devon Bernard;
- Joe McTernan's reimbursement page;
- Tom Watson's Prosthetics and Orthotics Lab in the "Facility Spotlight" and;
- And much more!

If you have any questions about the *Almanac*, need to update your subscription, want to pitch a story, or give your input for future features, please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Register now for July 14 Audio Conference, "Medicare Appeals Strategies"

The cost is just \$99 per line for members (\$199 for nonmembers) and any number of listeners may participate on a given line. Those seeking credit must return the provided quiz within 30 days and score at least 80 percent.

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

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Ongoing Need in Haiti for O&P Volunteers

The Haiti Amputee Coalition is looking for CPs, CPOs and prosthetic technicians to work in Haiti. This is a volunteer position. We ask that that volunteers agree to provide two weeks of service in Haiti. Volunteers are asked to pay all of their travel expenses to Port-au-Prince, Haiti. The Coalition will provide transportation from the airport to our clinic at Hospital Albert Schweitzer. The Coalition will also provide housing and meals for all volunteers.

If you are interested in volunteering please contact:

Hanger Clinical Operations
Minneapolis, Minnesota
(763) 521-4126

AOPA will continue to store your information in our volunteer database and remain in contact with you about other requests for donations of time or materials as they arise. **AOPA** and the Academy are pleased to facilitate communications between organizations and potential volunteers, but we are not endorsing any specific organization and suggest that you carefully evaluate the organization with which you decide to work. Finally the [joint Web site](#) by AAOP and **AOPA** continues to offer the opportunity for individuals and companies to make known their willingness to help sustain O&P services in Haiti through cash and equipment donations or volunteering of services.

[Click here to access the joint AAOP/AOPA Haiti Relief Site.](#)

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

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USAID Seeking Assistance with O&P Programs in Cambodia

The United States Agency for International Development (USAID) is requesting assistance from the O&P community for their efforts to provide O&P services in Cambodia. Primarily through one NGO, USAID has funded the establishment of 3 workshops in Cambodia. The most comprehensive of these is in the capital of Phnom Penh and is now considered the national rehabilitation and referral center. This center provides high quality services to a very large population in Cambodia. It is well equipped and has trained P&O and physiotherapy staff. USAID is seeking to continue funding this project from a public-private sector partnership and has asked **AOPA** to relay this appeal to members.

If your company is interested in providing financial and/or volunteer assistance to this USAID project in Cambodia, please contact Steven Rybicki at **AOPA** at srybicki@AOPAnet.org or (571) 431-0835.

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Introducing the Newest Member of the AOPA Team

AOPA welcomes Ann Davis to its staff. Ann is the new Associate Editor, **AOPA In Advance**/Office, Convention and Meetings Administrator. Her extensive background in events, communications and customer service will bring many good qualities to **AOPA** and ensure the furthering of our goal to provide our membership with outstanding service and support.

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O&P RESOURCES FROM AOPA

Check the AOPA Job Board for New Opportunities

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](#). 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 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% 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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2010 AOPA Coding Products Now Available

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The 2010 **AOPA** coding products are now available through the **AOPA** bookstore and may be ordered by calling (571) 431-0835.

The 2010 *Illustrated Guide*, *Quick Coder* and *Coding Pro* include all of the newly released HCPCS codes that describe O&P items. In addition, the 2010 *Coding Pro* contains expanded medical policy references and the 2010 *Quick Coder* includes a new section that lists all of the current modifiers used in O&P billing.

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.

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

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Is Your Practice Missing the BOAT?

AOPA's largest and most successful members use the Business Optimization and Analysis Tool (BOAT) and you should also. The BOAT will help you:

- Create budgets
- Track your finances
- Participate in the annual Operating Performance and Compensation survey-which provides you with a personal benchmark comparison study.
- Examine the financial fitness of your business
- Help you identify and understand your competition, market conditions and referral sources
- Much more

Create your own secure and confidential Web pages on the BOAT which is specifically tailored to help O&P business owners manage their business for greater profit and quality patient care.

[Click here to explore the BOAT today.](#)

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

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Are You Registered for AOPA's 2010 Series of Medicare Audio Conferences?

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 nonetheless can gain information they will use right away. The topics for 2010 are:

- January 13: Red Flag Rules: Are You In Compliance? (Available on CD)
- February 10: Hints on Passing Your Supplier Standards Inspection (Available on CD)
- March 10: Billing for Refused/Returned Devices and Deluxe Features (Available on CD)
- April 14: Documenting for Success: Chart Notes, Prescriptions and Physicians' Records
- May 12: New Rules for HIPAA: Are You Still Compliant?
- June 9: When Disaster Strikes: Implementing a Contingency Plan
- July 14: Medicare Appeals Strategies
- August 11: Medicare's Knocking: How Good Is Your Compliance Plan?
- September 8: Missed Billing Opportunities: Are You Billing Everything You Can?
- October 13: You're Going To Pay Me WHAT?...Hints on Managed Care Contracting
- November 10: The Ins and Outs of Billing in a Part A Setting: Hospital, SNF and Hospice
- December 8: 2011 New Codes and Medical Policies

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.

[Click here to register for any or all of the 2010 AOPA audio conferences.](#)

Questions? Contact Erin Kennedy at ekennedy@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

Anna Avakian, CPO from Washington D.C. has volunteered to serve the next three-month term as lead prosthetist at the [Hanger](#) prosthetics clinic in Deschapelles, Haiti. She is succeeding **John "Jay" Tew**, a Hanger practitioner from Baton Rouge, Louisiana, who provided essential prosthetic care to Haitian amputees injured in the January 12 earthquake. Fully functional since February 22, 2010, the Hanger Clinic in Deschapelles has already achieved success and under the leadership of Tew; to date, **more than 300 Haitian amputees** have been fitted with prosthetic limbs created at the clinic.

Two-time X Games Gold Medalist **Chris Ridgway** successfully defended his title as Limb-Loss Motocross Champion during the 5th annual [Extremity Games](#) (eX5) at Baja Acres motocross facility in Millington, Michigan.

[Orthocare Innovations, LLC](#) named **David Adams** as General Manager of its Oklahoma City facility.

[TMC Orthopedic](#) and the [Amputee & Prosthetic Center](#)'s CEO, **Joe Sansone**, was named a Health Care Hero by the *Houston Business Journal* for his work advocating for the amputee community, most notably through his company's charity, Limbs of Love. Sansone was named a Health Care Hero in the "Service Philanthropy" category which recognizes a health professional who has committed their time and talents to improving the overall quality of life in our community.

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Businesses in the News

[Adventure Camp, Inc.](#) is accepting applications for this year's camp, which is being held August 5 -

8. The camp is open to children who are amputees between the ages of 6 and 18. There is no cost to the child for the camp except for a \$10 registration fee and that can be waived if it is a hardship for the family. [Application and donation forms can be found on the website.](#)

*The [Amputee & Prosthetic Center](#) was ranked #2 on the list of "Houston's Best Places to Work" poll. This is the company's third year in a row to make the list - ranking #1 in both 2008 and 2009.

[Euro International, Inc's](#) partner [Streifeneder ortho.production](#) won the 2010 Red Dot Product Design Award for the design of its new Kinegen Stream hydraulic knee.

[Orthocare Innovations, LLC's](#) Compas™ (Computerized Prosthesis Alignment System) was recognized on June 9, 2010 at the 2010 Medical Design Excellence Awards ceremony in New York City. Compas™ was a silver medal winner in the "Rehabilitation and Assistive-Technology Products" category

[The Orthotic and Prosthetic Assistance Fund](#) (OPAF) continues its Summer 2010 "First" programs:

- June 18 First Dive Intro to Scuba Clinic, The Dive Shop, Marietta, Georgia. Sponsored by The Dive Shop
- June 19 First Volley Tennis Clinic for University of Northern Iowa Adaptive Sports Camp, Cedar Falls, Iowa. Sponsored by USTA Missouri Valley Iowa District
- June 19 McKeever's First Ride, Chastain Horse Park, Atlanta, Georgia. Sponsored in part by the Wachovia Foundation, the Shaw Family Trust

[Quality Outcomes](#) announced the launch of a survey designed to be completed by lower-extremity amputees. The survey asks participants to rate their ease in performing various Activities of Daily Living (ADLs). [Click here to access the survey](#)

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on June 29. 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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AMERICAN ORTHOTIC & PROSTHETIC ASSOCIATION (AOPA)

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