



**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

O&P Alliance Pledges Support for Injured and Amputee Veterans Bill of Rights

The O&P Alliance has sent Rep. Bob Filner (D-CA) a letter supporting H.R. 5428, the re-introduced Injured and Amputee Veterans Bill of Rights. Rep. Filner, Chairman of the House Veterans Affairs Committee, sponsored the bill, which includes new language that did not appear in the previous session's bill. The new language in H.R. 5428 is notable as it adds an enforcement mechanism for the rights created by the bill.

Bryce Docherty, Executive Director and Legislative Advocate for the California Orthotics and Prosthetics Association, describes the bill as a positive step which demands " every VA O&P clinic [post] a list of rights that injured and amputee veterans have... the VA will also be required to post these rights on their website and create a complaint system so these rights have 'teeth.' The purpose of this legislation is to alert veterans across the country that they have certain rights to ensure their receipt of high quality O&P care and to make such care more consistent throughout the country."

In the letter to Rep. Filner, the O&P Alliance praises the legislation saying that it will help ensure that veterans with limb loss and other injuries will be empowered to play a decisive role in their own care and rehabilitation.

[Click here to read a draft of the letter sent by the O&P Alliance to Rep. Filner.](#)

AOPA will continue to keep members updated as to any progress made in the advancement of H.R. 5428 in the House of Representatives.

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

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Dr. Donald Berwick Appointed Administrator of CMS

Dr. Donald Berwick was appointed the administrator of the Centers for Medicare & Medicaid Services (CMS) on July 7. As we informed you in the April 20 edition of the AIA, President Obama nominated Dr. Berwick, who was then-serving as President and CEO of the Institute for Healthcare Improvement and is a professor at Harvard Medical School and the Harvard School of Public Health. Dr. Berwick's other accomplishments include serving on the Institute of Medicine's governing council from 2002-2007 and as the Chair of the National Advisory Council for the Agency for Healthcare Research and Quality.

Dr. Berwick's confirmation process had been delayed since April in Congress and the President opted to use his recess appointment prerogative in order to install Dr. Berwick as CMS Administrator to avoid further leadership delays at CMS.

As always, **AOPA** will keep members apprised of all news from CMS that affects O&P.

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

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Reminder: PDAC Verification for LSOs and TLSOs Required as of July 1, 2010

Recent changes to Medicare LSO/TLSO policy were implemented on July 1, 2010 that require LSOs and TLSOs 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 their 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 a custom LSO or TLSO described by codes L0452, L0480-L0486, L0629, L0632, L0634, L0636, L0638 and L0640 is fabricated by you, in-house, from raw materials and is delivered to the patient directly, then 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 their website. If a device has not been verified and listed by the PDAC it must be billed as an A9270, a non-covered service

All prefabricated LSOs and TLSOs 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.](#)

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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New Diabetic Shoe Documentation Requirements Effective July 1, 2010

The four DME MAC Jurisdictions have announced new documentation criteria for the provision of therapeutic shoes. When providing therapeutic shoes, inserts, or modifications, you must now document an in-person evaluation of the patient prior to them selecting shoes, and you must conduct an in-person evaluation at the time of delivery.

The in-person evaluation prior to services being provided should include an examination of the patient's feet and a description of any conditions that will be treated by the shoes, inserts, or modifications. During this evaluation, you should document any measurements you made of the patient's feet and any casts or impressions you may have made.

When conducting the in-person delivery, you must document that the shoes and/or inserts fit the patient properly and are meeting the patient's needs.

The documentation of these in person evaluations does not need to be submitted with your claims, but they must be made available upon request. If these documentation requirements are not met, the claims will be denied as statutorily noncovered.

The new documentation criteria will be effective for claims with a date of service on or after July 1, 2010, and will be included in a future revision of the Therapeutic Shoe policy.

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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CMS Officially Delays PECOS Claims Rejections

On June 30, 2010 CMS announced that it will delay implementation of claims rejections for services referred by physicians not in the PECOS system. This is a formal announcement of what had already been implied by CMS, that appropriate claims edits will not have been installed at the DME MACs by the July 6 deadline. However, the announcement did acknowledge that there are some system problems that are precluding some physicians from successfully enrolling and the delay will allow CMS to correct these problems. The announcement states that the new law will be effective July 6, 2010, but enforcement will be delayed and claims will be processed as usual in the interim.

[Click here to read the announcement.](#)

CMS will continue to work on physician education and will encourage physicians to reenroll through PECOS. You should also continue to educate your referring physicians whose referrals are still generating claims warnings. At some point in the future, these claims edits will be put in place and such claims will be rejected, so keep trying to encourage your referral sources to become compliant.

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.](#)

As the latest PECOS file was released by CMS on July 6, the searchable list will be updated each time CMS releases a new file.

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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Information about the O&P PAC

The O&P PAC is **AOPA's** federally registered bipartisan political action committee (PAC), and is a key part of all **AOPA's** legislative and advocacy efforts and goals.

The purpose of the O&P PAC is to advocate any legislative or political interests on the federal level, which may 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.

However, law only permits the O&P PAC to talk about and solicit voluntary contributions from executive, administrative, and professional personnel (and their families) of American Orthotic & Prosthetic Association (**AOPA**) member companies, and only after receiving written permission to do so. Consequently, **AOPA** must request that its members sign an authorization form permitting the O&P PAC to communicate with its member's executive, administrative and professional personnel.

This is not a solicitation. We would simply like to share information with you about the O&P PAC, including O&P PAC sponsored events during the 2010 Assembly, but we cannot unless you sign an authorization form. We appreciate your consideration of this request to review and sign an O&P PAC authorization form today. ***It will cost you nothing, and does not obligate you to contribute or support the O&P PAC; it just allows the O&P PAC to send you information.***

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

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

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Submit Your Business Education Paper for 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.

[Click here to compete for the prestigious 2010 Sam E. Hamontree, CP, Business Education Award.](#)

Questions? Contact Tina Moran at tmoran@AOPAnet.org or (571) 431-0808.

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July 2010 Issue of *O&P Almanac*: In Mailboxes Now!

The July issue of the [O&P Almanac](#) is currently being delivered. This month's content includes:

- A preview of the two keynote speakers at the 2010 **AOPA** National Assembly;
- "For Love of the Game" by Jill Culora, examining adaptive sports programs being used by practitioners to assist some patients suffering from depression and inactivity;
- "Recession's Silver Lining" by Deborah Conn, read about the steps many in O&P have taken

during this recession to reduce costs and build their businesses;

- Devon Bernard's reimbursement page;
- 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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Final Chance to Register for the July 14, 2010 AOPA Audio Conference

AOPA's Joe McTernan hosts the next **AOPA**versity audio conference, "Medicare Appeals Strategies." **AOPA's** July 14 audio conference will:

- Review the five levels of appeals, including reminding you of the dollar amounts required and instructions for timely filing requirements;
- Provide you with helpful hints on how to file appeals and explain what type of information should and should not be included; and
- Review strategies to achieve a successful appeal such as:
 - How to write your appeal.
 - What is too much or unnecessary information?

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.

[Click here to register.](#)

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

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Assembly Session Spotlight: Clinical Education Highlight, "Soft Tissue Management for Prosthetists"

You already know that the **AOPA** National Assembly has the best education the profession has to offer. One of the exciting clinical sessions is "Soft Tissue Management for Prosthetists", Thursday, Sept. 30, at 3:00 p.m., presented by Christian Ertl, MD, FACS, FACCWS, one of the most sought after speakers in prosthetics education today. Hear an overview of the most common post-op complications and how to recognize them. After the initial surgical decision has been made and the patient is essentially in convalescence/recovery/rehabilitation, the prosthetist should be on the lookout for situations that may arise after discharge. Early recognition by the practitioner is essential and being able to recognize the signs and symptoms of conditions such as cellulitis, lymphangitis and possible abscess may avoid further tissue loss or destruction of the residual limb. Each condition merits discussion so that immediate intervention can be performed and appropriate treatment initiated. Learn identification, treatment and prosthetic wear modification for each.

To participate in this program and more than 100 other educational opportunities, join us September 29 - October 2 at the beautiful Rosen Shingle Creek Resort. Situated on 230 acres of lush landscape, it is Central Florida's newest and most luxurious meeting destination, the kind of quality you expect at the **AOPA** National Assembly.

Download a copy of the complete [preliminary program](#) here or go directly to [online registration](#).

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

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Register for the 2010 AOPA National Assembly!



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.

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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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. Volunteers are asked to provide two weeks of service in Haiti and to pay all of their travel expenses to Port-au-Prince, Haiti. The Coalition will provide transportation from the airport to the Hospital Albert Schweitzer clinic. 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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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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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.

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

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Buy 2010 AOPA Coding Products Today!

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The

2010 **AOPA** coding products are 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 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

(Available on CD)

- May 12: New Rules for HIPAA: Are You Still Compliant? (Available on CD)
- June 9: When Disaster Strikes: Implementing a Contingency Plan (Available on CD)
- 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 Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P INSIDER'S TRACK

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

People in the News

Comprehensive Prosthetic & Orthotics, Inc. has appointed **Jim Andreassen** to the position of Chief Operating Officer for the company.

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Businesses in the News

The Orthotic and Prosthetic Assistance Fund (OPAF) and the First Clinics announced that it will be hosting First Volley Adaptive Tennis Clinics for Shriners Hospitals for Children across the country in 2010. Additionally, OPAF announced that First Paddle Adaptive Kayaking is the latest addition to the "First Family" and is sponsored by **SOAR (Special Opportunities in Advanced Rehabilitation)**. This is the third time that **SOAR** has sponsored a First Clinic for OPAF.

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Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on July 27. 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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7/15/2010

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