

## Steven Rybicki

**From:** Steven Rybicki  
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**To:** Steven Rybicki  
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**American Orthotic &  
Prosthetic Association**

# AOPA in Advance

## Breaking News for O&P Professionals

October 5, 2010

Volume 14, Number 20

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### In This Issue

#### O&P NEWS:

- [2010 AOPA National Assembly: "The Place to Be" to be Believed](#)
- [AOPA Releases Prosthetic Foot Report to CMS](#)
- [PDAC Coding Verification for Pneumatic Knee Splints](#)
- [Universal Redetermination Request Form Available](#)
- [Billing Reminder: Prosthetic Test Sockets](#)
- [The CMS 2010 Provider Survey Satisfaction Results Released](#)
- [October 13 Audio Conference, "You're Going to Pay Me WHAT?: Hints on Managed Care Contracting"](#)
- [Las Vegas Coding and Billing Seminar Room Rates Lowered!](#)
- [Does Your Patient Care Facility Deserve Coverage in the O&P Almanac?](#)

#### O&P RESOURCES FROM AOPA:

- [Check Out the Redesigned AOPA Job Board for New Opportunities in O&P](#)
- [Is Your Practice Missing the BOAT?](#)
- [NEW! AOPAiversity Practice Management Webcast Now Available](#)
- [Are You Registered for AOPA's 2010 Series of Medicare Audio Conferences?](#)

#### INSIDER'S TRACK:

- People in the News

### Contact Us

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#### Newsletter Feedback

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

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- [Businesses in the News](#)
- [Send Us Your News!](#)

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**[O&P Almanac](#)**

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## O&P NEWS

### 2010 AOPA National Assembly: "The Place To Be" to be Believed

Nearly 2000 members of the O&P profession attended **AOPA's** 2010 Assembly in Orlando last week, marking another successful **AOPA** convention. Festivities started off with a "Margaritaville-style" reception in the Exhibit Hall where attendees enjoyed displays from exhibitors, the smooth sounds of the Temptations Revue, and, of course, margaritas. The Thursday morning General Session began with inspiring words from Warren MacDonald, an amputee who told his story of recovery and triumph after he lost both of his legs in a hiking accident in New Zealand. The General Session keynote was followed by the presentation of **AOPA's** Ralph R. "Ronney" Snell Legislative Advocacy Award to **AOPA** Director and Snell Prosthetics & Orthotics Laboratory CEO, Rick Fleetwood. Mr. Fleetwood's award was presented by **AOPA** President Jim Kaiser, CP and included words of praise for Mr. Fleetwood sent from Arkansas Senators Mark Pryor and Blanche Lincoln as well as Arkansas Congressman Vic Snyder.

On Thursday evening, September 30, more than 60 **AOPA** members attended the third-annual Wine Auction that benefitted **AOPA's** Government Relations efforts. The event raised approximately \$27,000 for the O&P PAC and Capitol Connection.

Friday morning's General Session featured the presentation of the **AOPA** Lifetime Achievement Award to Ivan R. Sabel, CPO, as a way of honoring his years of dedication to the orthotics and prosthetics profession. Presented by Sam E. Hamontree, CP, the **AOPA** Lifetime Achievement Award recognized not only his business and humanitarian accomplishments but also Mr. Sabel's contributions to the field of O&P, including his service as a clinical instructor in orthopedics at the Georgetown University Medical School in Washington, DC, as a member of the **AOPA** Government Relations Committee, as a former chair of the National Commission for Health Certifying Agencies, as a member of the **AOPA** Strategic Planning Committee and the Veteran Affairs Committee and as a former president of the American Board for Certification in Orthotics, Prosthetics and Pedorthics.

This year's clinical education program was particularly strong with more doctors and more invited speakers than ever, as well as excellent presentations chosen from those who submitted during last year's call for papers. (If you are interested in presenting at the 2011 **AOPA** National Assembly in Las Vegas, look for the call for papers on the **AOPA** Web site in the near future.)

The business education program was as robust as ever and business education was integrated into the Friday General Session in two special ways. The inaugural Sam E. Hamontree, CP, Business Education Award was given to Brian Gustin, CP for his paper, "Reducing Time Demands While Increasing Asset Utilization." The purpose of the Sam E. Hamontree, CP, Business Education Award is to promote the highest quality business education to the orthotics, prosthetics and pedorthics profession; and to highlight business expertise. 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 --- Sam's wife, Marlene Hamontree, and his sons and their wives, Lynne and Steve Hamontree, CPO, and Joelle and Michael Hamontree. Business management guru Bruce Tulgan delivered the Friday keynote speech to attendees explaining strategies for businesses to integrate different generations of employees into a motivated and productive workforce.

The Annual Business Meeting on Friday morning featured reports on AOPA's financial health from Treasurer Jim Weber and 2011 goals for AOPA from Executive Director Thomas Fise. The following nominees were designated to serve on the AOPA Board of Directors for the 2010- 2011 term:

Thomas V. DiBello, CO, FAAOP - President  
Elbert P. (Bert) Harman - President-Elect  
Thomas F. Kirk, Ph.D. - Vice President  
James J. Weber, MBA - Treasurer  
Eileen Levis - Director, 1-3 Facilities  
Kel Bergmann, CPO - Director, 11-199 Facilities  
Michael Hamontree - Director-at-Large

And finally, the \$10,000 "Prize is Right" was won by Bobby Leaber, CPO of Adaptive Prosthetics and Orthotics. The giveaway was sponsored by *Branier* Custom Molded Shoes and Arizona AFO raised approximately \$21,000 for the O&P PAC and Capitol Connection.

Watch for the next issue of *AOPA in Advance* where there will be more coverage, including pictures, of these events.

Thanks to all of you - attendees, exhibitors, speakers and board members - for making this year's assembly such a success. A special thanks to the members of the Assembly Committee, chaired by Russ Hornfisher, for their hard work and dedication to making the Orlando meeting "The Place to Be." We strive to make the **AOPA** National Assembly each year the best in clinical and business education, the best place to discover and learn about new technology through the exhibits and manufacturer's workshops and the best experience possible for all who attend. Thanks so much for joining us in Orlando!

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

[Back to Top](#)

## AOPA Releases Prosthetic Foot Report to CMS

**AOPA** announced during its recent National Assembly in Orlando that its Prosthetic Foot Manufacturers' Report has been completed and sent to the Centers for Medicare and Medicaid Services. This report, which has been in the works for several years, memorializes the work of a large group of prosthetic foot manufacturers in developing tests to document the presence of various features of prosthetic feet. Begun in conjunction with a request from the SADMERC in 2007, this report identifies 10 tests that can be used to determine if a foot has certain features and therefore, how it should be coded. The purpose of this report was not to determine the clinical value of any foot or feature, but merely to set some guidelines to allow for accurate coding, which is verifiable as to definition and characteristics of specific features. In addition to providing this report to CMS, **AOPA** is setting up a meeting with the appropriate CMS regulatory officials in the hope that CMS will ultimately adopt these coding guidelines in the future. For the present, and unless and until CMS announces action on the **AOPA** Foot Report, these guidelines are only suggestions and are not mandatory, nor are they approved by CMS.

[Click here to access the foot report.](#)

Questions? Contact Kathy Dodson at [kdodson@AOPAnet.org](mailto:kdodson@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## PDAC Coding Verification for Pneumatic Knee Splints

The Medicare Pricing, Data Analysis, and Coding (PDAC) contractor is requiring all pneumatic knee splints, described by code L4380, to be reviewed and verified before a claim may be submitted to Medicare for payment.

Effective for claims with dates of service on or after January 1, 2011, the only products that may be billed to Medicare using code L4380 are those that have been listed on the DMEPOS Product Classification List.

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

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

[Back to Top](#)

## Universal Redetermination Request Form Available

The Four DME MACs have recently announced the availability of a universal redetermination request form effective for use on or after September 15, 2010. This universal form is accepted by all four DME MAC jurisdictions and is designed to assist suppliers with patients in multiple DME MAC jurisdictions.

The new form is available on each DME MACs website. The websites also contain a guideline and checklist document that will help you determine if your claim is eligible for redetermination.

The following links will take you to the form on each of the DME MAC's sites.

[Jurisdiction A](#)

[Jurisdiction B](#)

[Jurisdiction C](#)

[Jurisdiction D](#)

Questions? Contact Joe McTernan at [jmcternan@AOPAnet.org](mailto:jmcternan@AOPAnet.org) or (571) 431-0811.

[Back to Top](#)

## Billing Reminder: Prosthetic Test Sockets

The current Medicare Lower Limb Prostheses Policy allows for the possible coverage of up to two test sockets, codes L5618-L5628, for each individual prosthesis you provide. This doesn't mean you have the ability to automatically bill for two test sockets. For each test socket you provide you must have the proper documentation on file. This documentation should include the medical necessity for the test socket, the signed detailed prescription and a signed delivery slip.

Remember you may only bill for those services for which you have provided. Continually billing for two test sockets, when two were not provided, is considered fraudulent billing.

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

[Back to Top](#)

## The CMS 2010 Provider Survey Satisfaction Results Released

Several months ago, the AIA alerted members to the fact that the Centers for Medicare & Medicaid Services (CMS) was conducting its 2010 provider satisfaction survey. This past week, CMS has released the results of the survey. CMS released this guide to interpreting the results.

[Click here to review the results of the 2010 CMS provider satisfaction survey.](#)

CMS reported that a random sample of over 33,000 providers was selected to participate in this year's survey. Providers were asked to rate their satisfaction with services provided by the Fee-for-Service (FFS) Medicare contractors. Of all providers who responded, more than 69 percent stated they were satisfied or very satisfied with their contractor's overall performance. Approximately 13 percent stated they were dissatisfied or very dissatisfied.

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

[Back to Top](#)

## Las Vegas Coding and Billing Seminar Room Rates Lowered!

Great News! Now the upcoming Advanced Coding and Billing Seminar in Las Vegas (Oct. 14-15) is an even better deal! We've been able to renegotiate the room rate at the beautiful Mandalay Bay Resort from \$179 down to \$119, a 34% savings.

Don't miss this opportunity to enhance your coding and billing skills, network with others who have the same billing issues, and see a truly unique city, all for \$119 per night. And remember that the second and all subsequent attendees from the same company have their registration fee reduced by \$50, costing you only \$500 (for members) instead of the full price of \$550.

### What You Will Learn

- Medical Policies
- Hints on better documentation
- How to create a compliance plan
- How to audit your charts

### In the breakout session Practitioners will cover:

- Coding Principles
- How to code complex devices
- Coding of repairs and adjustments
- Usage of '99 codes
- Mutually exclusive codes

### In the breakout session Administrators will cover:

- The 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.](#)

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

[Back to Top](#)

## October 13 Audio Conference, "You're Going to Pay Me WHAT?: Hints on Managed Care Contracting"

Join **AOPA** on October 13, 2010 for the valuable one-hour **AOPA**versity audio conference, "You're going to Pay Me WHAT?: Hints on Managed Care Contracting." The conference presents an opportunity to learn about the potential advantages and pitfalls of negotiations with Managed Care organizations. Topics that will be discussed include:

- Safe harbor regulations that allow managed care discounts
- Things to consider when deciding to offer a discount or not
- Understanding market conditions that may affect your decision
- Medicare replacement plans
- Protecting your business interests

The conference will begin at 1:00 PM (EDT). Bring your questions as there will be an interactive question and answer period following the speaker's remarks. The cost to participate 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](mailto:adavis@AOPAnet.org) or (571) 431-0876.

[Back to Top](#)

## Does Your Patient Care Facility Deserve Coverage in the *O&P Almanac*?

The "Facility Spotlight" section of the *O&P Almanac* is a monthly feature in wherein **AOPA** members discuss the business and clinical techniques that distinguish and define their O&P patient care facility's uniqueness and success. The *Almanac* is currently planning features for issues in 2011 and welcomes any and all providers to volunteer their facility for coverage by the *Almanac* team.

If you would like to be considered or an upcoming "Facility Spotlight" feature, please contact the Almanac Editor, Josephine Rossi at [srossi@strattonpublishing.com](mailto:srossi@strattonpublishing.com) or Steven Rybicki at [srybicki@AOPAnet.org](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## O&P RESOURCES FROM AOPA

### Check Out the Redesigned 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 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](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## 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](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)



## New! AOPAversity Practice Management Webcast Now Available

Following the success of the **AOPAversity** Mastering Medicare webcast series, **AOPA** is pleased to announce the availability of the first three modules of the **AOPAversity Practice Management webcast series**, focusing on helping you develop sound business practices. Currently available modules discuss the creation of a new O&P business, the acquisition of an existing O&P business, and enrolling in the Medicare and Medicaid programs. Additional modules are currently being developed with a total of twelve one hour long webcast modules planned.

Don't miss this valuable opportunity to increase your O&P business knowledge. The cost for each module is only \$99 for **AOPA** members and \$199 for non-members. You can earn valuable continuing education credits through ABC and BOC by completing and returning the quiz that accompanies each module.

To register, contact Ann Davis at (571) 431-0876 or [adavis@AOPAnet.org](mailto:adavis@AOPAnet.org).

[Back to Top](#)

## 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 (Available on CD)
- August 11: Medicare's Knocking: How Good Is Your Compliance Plan? (Available on CD)
- September 8: Missed Billing Opportunities: Are You Billing Everything You Can? (Available on CD)
- 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](mailto:srybicki@AOPAnet.org) or (571) 431-0835.

[Back to Top](#)

## O&P INSIDER'S TRACK

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

### People In The News

[Cascade Prosthetics & Orthotics](#) has hired **James Redhed, CPO** for its practice in Washington state.

[Orthocare Innovations](#) has appointed **Morgan Stanfield** as its new Director of Marketing and Communications.

[Back to Top](#)

### Businesses in the News

The [Amputee Coalition of America](#) has been selected to participate in 300 Combined Federal Campaign (CFC) campaigns across the country and overseas. It is the world's largest and most successful annual workplace charity campaign. Listed under the Health and Medical Research Charities of America Federation, the Amputee Coalition's CFC number is #98848.

[OPAF](#) and **The First Clinics** announced that [Ohio Willow Wood](#) has renewed their Gold Level Sponsorship for 2010. Additionally, the OPAF schedule for October and November is as follows:

- Oct 9 First Swim Clinic  
Mount St. Mary's University Pool  
Emmitsburg, Maryland  
Sponsored by Ability P & O
- Oct 9 First Volley Adaptive Tennis Clinic  
Frosty Hollow Tennis Center  
Levittown, Pennsylvania  
Sponsored by Foundations Community Partnership
- Oct 9 Adaptive Tennis Clinic  
American University  
Washington, DC  
Sponsored by Dreams for Kids
- Oct 16 First Volley Adaptive Tennis Clinic  
Circle C Tennis Club  
Austin, Texas  
Sponsored by OP Technologies of Texas
- Nov 20 First Volley Adaptive Tennis Clinic  
Alta Vista Tennis Courts  
Redondo Beach, California  
Sponsored by Mutual Amputee Aid Foundation

[TMC Orthopedic, the Amputee & Prosthetic Center](#) and CEO **Joe Sansone** received awards from the Fastest Growing Companies in Houston awards ceremony.

[Back to Top](#)

### Send Us Your News!

The next **AOPA in Advance** will arrive in your inbox on October 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](mailto:srybicki@AOPAnet.org)

[Back to Top](#)



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