

# PrimeFare East 2021

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June 25-26, 2021 | Renaissance Hotel and Conference Center

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## Prosthetics – Friday June 25

**7:00-8:00**      **Registration/Breakfast in Exhibit Hall**

**8:00 – 9:00**      **Advancements in Alpha Liners**

Achieving comfort in the prosthetic socket is a primary goal for amputees and clinicians alike, and WillowWood helps meet that objective by providing cushioning, protection, and secure suspension with the Alpha Liner. Since 1996, we have expanded the Alpha family to offer a wider variety of clinical options. This session will introduce attendees to the most recent additions, including the SmartTemp heat management technology and a new transfemoral liner designed for optimum comfort and suspension.

Presenter: Raymond Speelman, CP, COF Willow Wood

**9:00-10:00**      **The App for Custom Solutions**

In an ever-changing world, WillowWood understands that clinicians need efficient and accurate tools to help simplify their day. This session will demonstrate WillowWood's new Custom Solutions app that allows you to scan a limb and submit orders for DESIGN liners and test sockets. Learn how to take the paperwork out of your day.

Presenter: Raymond Speelman, CP, COF Willow Wood

**10:00-10:30**      Break

**10:30 – 12:30**      **SPS Microprocessor Knee Review:**

Review from SPS's Clinical team on 7 Microprocessor Knee Systems available through SPS. We will cover both unique and similar Features and Benefits of each.

Presenter: Sam Brouillette, CP, CFo, Manager, Clinical Education, SPS Clinical Services

**12:30-1:30**      Lunch

**1:30-2:30**      **SPS Microprocessor Knee Review: Continued**

Presenter: Sam Brouillette, CP, CFo, Manager, Clinical Education, SPS Clinical Services

**2:30-3:30**      **SPS TPE liners from WillowWood and Alps**

Overview of unique features and attributes of WillowWood and Alps liner options. We will cover the different gel formulas, fabrics and profiles available from Alps and WillowWood.

Presenter: Sam Brouillette, CP, CFo, Manager, Clinical Education, SPS Clinical Services

**3:30-3:45**      Break

3:45-5:45      **iFIT Transtibial Workshop- Scientific rationale behind the immediate fit prosthetic and the latest innovations**  
This lecture will present data from our research article entitled, “A Prospective Assessment of an Adjustable, Immediate Fit, Transtibial Prosthesis” that was recently accepted by the Journal of PM&R. The study featured a single group pre-post assessment of the immediate fit prosthetic in comparison to participant’s current conventional prosthesis. Outcome measures included questionnaire, pressure and gait biomechanics. Two case studies will also be presented from prosthetists that have been using the iFIT device in their practice. We will also present our latest innovation- the transfemoral iFIT Prosthetic, which was designed to be immediately fit and fully adjustable just like our transtibial version. The unique features of both these systems will be discussed which make these devices ideal as preparatory or definitive device for patients with frequent changes in volume.  
Presenter: Joshua Mullins, iFIT

## **Prosthetics - Saturday June 26**

**7:00-8:00      Breakfast in Exhibit Hall**

**8:00 – 10:00      Linx System MPK MPF Overview**  
An educational overview of the first fully integrated microprocessor-controlled limb system. Participants will develop an understanding of the design criteria, alignment, adjustments, and how it works. Learn how the unique hybrid knee microprocessor control and the hydraulic ankle microprocessor control is utilized to provide users with an energy efficient and uniquely integrated walking experience.  
Presenter: David Cekovsky, CP, Blatchford

**10:00-10:30      Break**

**10:30 – 12:30      MPF Certification**  
A full educational overview of the latest microprocessor controlled prosthetic foot will be presented to enhance the participants understanding of this technology. This course will cover patient prescription criteria and suitability guide as well as alignment, fitting and programming of the device.  
Presenter: David Cekovsky, CP, Blatchford

**12:30-1:30      Lunch**

**1:30-3:30      Prosthetic Management of Partial Foot Amputations**  
Partial foot amputations are becoming more common in managing issues secondary to diabetes, vascular insufficiency and trauma. Managing shearing forces while helping to restore propulsion are the conflicting goals in the management of the PFA patient. Often overlooked is managing the acquired LLD that occurs secondary to PFA. This program will allow the attendee to discover practical solutions to resolve LLD,

**Prosthetic Management of Partial Foot Amputations, cont.**

shearing and propulsive issues in one uniform protocol that can be applied to all levels of partial foot amputations.

Presenter: Robert H. Meier, CO, President Kassel Group, Consultant to Allard USA

3:30-3:45 Break

3:45-4:45 **Sock it to Me?**

The presentation will consist of a history of prosthetic socks and how they act as an interface for amputees:

- The definition of ply
- How it affects amputees and proper interface
- How socks are worn today vs past use
- Best Sock for Over the Liner
- Best for Under the Liner
- Regal Knight
- SoftWick
- SoftWick 3C Kit
- VC (Volume Control) Kit
- 2-ply
- UltraFit Filler One Ply Sock
- Future sock usages

Presenter: Fred Lanier, Comfort Products

4:45-5:45 **Component Fabrication**

Discussion on different ways regarding how to fabricate components such as locks, heavy duty parts and plastics.

Presenter: Daniel Hickey, Bulldog Tools

## Orthotics – Friday June 25

**7:00-8:00 Registration/Breakfast in Exhibit Hall**

8:00 – 10:00 **Advanced Methodologies for Better Bracing and Patient Outcomes in the Treatment of Scoliosis**

An in-depth review of the clinical treatment of adolescent idiopathic scoliosis and recent advancements in the design and methodology of various orthoses, including full-time (Boston style) TLSO, the SCT 3D, the SCT 3D Cheneau, among others, as well as the principles and advantages of nighttime bracing. Education will be provided on effective approaches to 3D scanning, proper measuring techniques and tools, CAD/CAM for modifications and manufacturing, along with blueprinting and brace design. Fitting and adjustments will also be emphasized and discussed to ensure better bracing and patient outcomes, accompanied by x-ray review and evaluation. This Course also includes hands-on participation and training

on measuring techniques and tools for improved accuracy, 3D scanning, and assessment of brace modifications and proper fitting.

10:00-10:30 Break

10:30 – 12:30 **Advanced Methodologies for Better Bracing and Patient Outcomes in the Treatment of Scoliosis - Continued**

Presenter: Jonathan Taylor, Spinal Technology

12:30-1:30 Lunch

1:30-3:30 **Advanced Lower Extremity Orthotic Solutions for Optimal Patient Outcomes:**

Current technologies, materials, and designs” course will provide ABC Certified Orthotic Practitioners, Orthotic Assistants and Technicians with advanced clinical orthotic solutions and unique design options for patients who present with various lower extremity clinical pathologies, muscular paresis or paralysis. The presenter will review the unique designs and material sciences behind more dynamic AFOs and KAFOs, Stance Control solutions, innovative bars and joints options, as well as Functional Electrical Stimulation protocols, all with a focus of improving gait biomechanics, reducing energy expenditure, and improving quality of life, while advancing activities of daily living. Presented by: Liz Hillen, M.Ed., CPO, LPO, Clinical Marketing Consultant III, Southern Prosthetic Supplies

3:30-3:45 Break

3:45-5:45 **Management of Complex Pathological Gait with Dynamic AFO Intervention**

This course will focus on lower extremity biomechanical deficiencies and custom carbon fiber AFO intervention. Clinicians will also gain greater perspective on how patient assessment/evaluation and prescription rationale influence micro and macro geometry design concepts that effect device appropriateness and optimize clinical aims. Presenter: John Kesselring CO, MSPO, Thuasne USA – Townsend Design

## Orthotics -Saturday June 26

7:00-8:00 **Breakfast in Exhibit Hall**

8:00 – 10:00 **OWLS Wound Care by the Numbers**

The Wagner scale is used to classify the severity of foot ulcers in patients with diabetes. Successful treatment of foot ulcers requires debridement, infection control and **effective offloading** of the affected area(s). The OWLS system was originally developed to offer a variety of offloading solutions for Wagner 2 – 4 wounds. The new OWLS Light is designed for early intervention for Wagner 0 – 1 wounds, giving wound care clinicians a broader spectrum of orthotic care options. Specific design features for forefoot, midfoot and hindfoot treatments will be discussed as well as OWLS solutions for partial foot amputations.

Orthotic management with the OWLS system is a key solution for diabetic patients and orthotists should look to partner with the medical team to promote healing and function for these challenging profiles.

Presenter: Jeff Miller, CO, Orthomerica

10:00-10:30 Break

10:30 – 12:30 **OWLS Wound Care by the Numbers - Continued**

Presenter: Jeff Miller, CO, Orthomerica

12:30-1:30 Lunch

1:30-3:30 **Management of Pathological Gait with Dynamic and Static KAFO Intervention**

This course introduces a biomechanical deficit-focused process for patient assessment and factors influencing the selection of the most beneficial custom carbon KAFO intervention. The course provides an interactive review of Townsend's lightweight, durable composite options for dynamic and static orthotic solutions that optimize clinical aims.

Presenter: John "Jak" Kesselring, CO, MSPO

3:30-3:45 Break

3:45-5:45 **TBA**

## Pedorthics - Friday June 25

7:00-8:00 **Registration/Breakfast in Exhibit Hall**

8:00-9:00 **Cavovarus Feet: Causes and Solutions**

Cavovarus feet, while not nearly as common as the flat foot, present unique challenges that require a thorough understanding of the altered mechanics of this foot type. In this session, we will look at the many causes of cavus foot deformities and offer different solutions for the conservative care thereof.

Presented by Dennis Janisse, CPed

9:00-10:00 **Understanding the Planovalgus Foot**

There really is no such thing as a "typical" pes planovalgus foot. There are myriad causes and just as many ways to approach management. In this session, we'll examine the underlying mechanical defects that lead to the deformity and discuss multiple options for treatment, symptom relief and controlling progression.

Presented by Erick Janisse, CO, CPed

10:00-10:30 Break

- 10:30-11:30 Utilizing Shear-reducing Interfaces in Pedorthic Devices**  
 Shear, and its close relative, friction, can have devastating effects of insensate tissue. We talk *ad nauseum* about offloading and reducing areas of high peak plantar pressures, but axial pressures alone do not cause skin breakdown. Neurotrophic foot ulcers only happen when both pressure (vertical load) and shear (horizontal load) are present. In this session, we will look at low-friction interfaces as effective modalities to reduce shear and prevent skin breakdown.  
 Presented by Dennis Janisse, CPed
- 11:30-12:30 Shoe Anatomy and Shoe Construction Processes**  
 Understanding the different parts, features and functions of shoes, as well as how shoes are constructed is invaluable knowledge when it comes to shoe fitting, shoe selection and optimizing the interface between shoes and other pedorthic devices.  
 Presented by Dennis Janisse, CPed
- 12:30-1:30 LUNCH BREAK**
- 1:30 – 2:30 Custom Shoes: Indications, Options and Alternatives**  
 Do custom shoes still have a place in modern pedorthics? Of course, they do! So, why aren't you using them? In this session we will take a look at the "unshoeable" foot and discuss how custom shoes could help. We will also present some viable, and cosmetically-pleasing, shoe modifications and off-the-shelf options.  
 Presented by Dennis Janisse, CPed
- 2:30-3:30 Tips and Tricks to Improve Patient Compliance and Outcomes**  
 The best pair of custom foot orthoses and modified shoes are only the best pair if the patient actually uses them as instructed. In this session, we'll dive into the reasons why patients don't use their devices and/or follow instructions. We'll offer many proven suggestions for improving patient acceptance and compliance, thereby making for better outcomes.  
 Presented by Dennis Janisse, CPed
- 3:30-3:45 Break**
- 3:45-4:45 Breaking Down Insurance Lingo: A-Z**  
 From Authorization to ZPIC... While we would all love to do nothing but see patients and fabricate devices all day, the unfortunate reality of practicing pedorthics in 2020 is that we all need to possess a solid understanding of how insurance works if we hope to get paid for our hard work. This session will give you a good head start.  
 Presented by Brian Lane, BS Ed., CPed
- 4:45-5:45 Surviving (or, better yet, avoiding) Medicare Audits**  
 Anyone can be subjected to a random Medicare audit; there's no way to prevent that. Being fully prepared can make the process painless and keep you off Medicare's radar.

Being woefully unprepared will almost certainly subject you to a future full of targeted audits. In this session, we will share how to be prepared and offer tips and resources to avoid future troubles with Medicare. Dealing with Medicare doesn't have to be a nightmare...you have the power to control how it goes.

Presented by Erick Janisse, CO, CPed

## **Pedorthics - Saturday June 26, 2021**

**7:00-8:00 Breakfast in Exhibit Hall**

**8a-9a Diabetes Deep Dive**

How well do you understand the disease processes of diabetes? Are you doing all you can for your patients with diabetes – not just their feet, but their overall health? In this session we will examine the state of diabetes in the United States and how it affects people on a personal level. Getting involved and educating your patients, family and social network is paramount to curbing the growth of this devastating disease.

Presented by Erick Janisse, CO, CPed

**9a-10a Peripheral Neuropathy in the Non-diabetic Patient**

You may know that diabetes is not the only cause of peripheral neuropathy, but did you know there are well over 100 conditions documented to cause neuropathy? In this session, we will look at some of the more common causes of non-diabetic peripheral neuropathy and examine how the feet (and patients) are affected. We will compare and contrast the characteristics of diabetic and non-diabetic neuropathic complications.

Presented by Erick Janisse, CO, CPed

**10-10:30 BREAK**

**10:30-11:30 How Compression Therapy Can Be a Valuable Part of Your Practice**

If you are not offering compression hosiery as part of your practice, you are doing yourself, your doctors and your patients a disservice. In this session we will look at the many causes of lower extremity edema and its effects on the foot and ankle. We will also review how and why compression therapy works and what it can do for your patients and your business.

Presented by Brian Lane, BS Ed., CPed

**11:30-12:30 Is Custom Always the Best Way to Go?**

Overall, it is safe to assume that most of the time our treatment plans tend to trend heavily toward custom devices. But what if the patient has no coverage? What if they can't even afford their co-pay? And, if you're being honest...is custom ALWAYS really all that better than prefabricated offerings? In this session, we will compare and contrast custom and prefabricated options for common, straightforward foot conditions to determine if custom really is better for everyone. (Spoiler alert...it isn't.)

Presented by Brian Lane, BS Ed., CPed

**12:30-1:30 LUNCH BREAK**

**1:30-3:30 Skills Check Workshop 1: Casting Techniques**

Live interactive demonstrations and hands-on workshop.  
Lead by Erick Janisse, CO, CPed

**3:30-5:30 Skills Check Workshop 2: Shoe Fitting Techniques**

Live interactive demonstrations and hands-on workshop.  
Lead by Brian Lane, BS Ed., CPed

## **Administrative - Friday June 25**

**7:00-8:00 Registration/Breakfast in Exhibit Hall**

**8:00 – 9:00 Appeal Strategies**

We'll review the first three levels of the Medicare appeals process including the basics of each, the pros and cons to each appeal level, as well as some common strategies we recommend when pursuing each level (as they can differ even on the same claim). We'll also discuss some questions you should take into consideration when deciding whether or not to pursue each level of appeal because just because a claim denies, doesn't mean it should always be appealed.

Presenter: Lesleigh Sisson, Insight O&P

**9:00 – 10:00 Medicare Hot Topics**

This presentation has been updated as needed, to reflect the most current/recent issues seen in the Medicare industry that are plaguing O&P Suppliers and what they need to know about it. Standing topics that we predict will continue to be an issue in 2021 include, RAC and UPIC audits, Same/Similar claim denials and the implementation of Competitive Bidding Round 2.

Presenter: Lesleigh Sisson, Insight O&P

**10:00-10:30 Break**

**10:30 – 11:30 Cyber and Privacy Insurance**

Cyber and Privacy policies cover a business' liability for a data breach in which the firm's customers' personal information, such as Social Security or credit card numbers, is exposed or stolen by a hacker or other criminal who has gained access to the firm's electronic network. The policies cover a variety of expenses associated with data breaches, including: notification costs, credit monitoring, costs to defend claims by state regulators, fines and penalties, and loss resulting from identity theft. In addition, the policies cover liability arising from website media content, as well as property exposures from: (a) business interruption, (b) data loss/destruction, (c) computer fraud, (d) funds

transfer loss, and (e) cyber extortion.

Presenter: Don Foley, Principal, Cailor Fleming Insurance

**11:30-12:30 Employment Practices Liability Insurance (EPLI)**

EPLI is a type of liability insurance covering wrongful acts arising from the employment process. The most frequent types of claims covered under such policies include: wrongful termination, discrimination, sexual harassment, and retaliation. In addition, the policies cover claims from a variety of other types of inappropriate workplace conduct, including (but not limited to) employment-related: defamation, invasion of privacy, failure to promote, deprivation of a career opportunity, wage & hour issues, independent contractor status, and negligent evaluation. Again, any violation of an employees' civil rights (though employers are afforded the opportunity to correct the issue before a court will hear the case).

Presenter: Don Foley, Principal, Cailor Fleming Insurance

**12:30-1:30 Lunch**

**1:30-2:30 Medicare Same and Similar Denials and Replacement Products**

In an effort to address the rising issue of fraud and abuse concerning the dispensing of off-the-shelf orthoses nationwide; the DME MACs are continuously implementing more system edits to deny claims for orthoses billed within the reasonable useful lifetime of any previously billed orthoses. This webinar will address the resources and education at the disposal O&P businesses to prevent and resolve same and similar claim denials

Presenter: Lesleigh Sisson, Insight O&P

**2:30-3:30 The Do's and Don'ts of Documentation**

Documentation is a critical part of the intake process and can ultimately determine whether or not a claim will be paid. We'll review the five main required pieces of documentation with their individual required elements and the most common errors that are seen for each. Many of these errors can be prevented, so we'll discuss processes to prevent as well as resolution of such errors.

Presenter: Lesleigh Sisson, Insight O&P

**3:30-3:45 Break**

**3:45-5:45 2020 Update: Facility Accreditation Standards: How to be Compliant in a Challenging O&P World**

Where is our profession going and what changes can we make to stay on top? Join this education opportunity and discussion on best business practices and ways to help your facility be compliant with the ABC accreditation standards.

We'll review:

- Changes in privileging standards
- Best business practices that will save you time and money
- Complying with the standards that apply directly to your boutique
- Chart documentation that supports treatment, billing and medical necessity.
- Make sure you get paid for the services you provide and help defend yourself from audits.

- Opportunities for marketing your practice
- The Top Ten issues ABC surveyors discover during their surveys and even more importantly, how to avoid them! METHOD

Presenter: Jim Lawson, Outreach Development, ABC

## Administrative - Saturday June 26

**7:00-8:00 Breakfast in Exhibit Hall**

**8:00-9:00 Getting the Medical Records You Need**

Gone are the days when all you needed to get paid for an item was a valid prescription. Now, the list of required documentation elements to get a claim paid is a mile long. The hardest of which to obtain is the medical records. Most payers require the medical records to support the item being order is medically necessary; that the patient has some medical condition to justify the need for the item. This webinar will explain why the medical record is so important to the claim review process as well as what's constitutes a medical record. Lastly, we'll discuss the all-to-common scenario of receiving incomplete records; records that don't meet criteria, aren't authenticated properly, or don't exist at all.

Presenter: Lesleigh Sisson, Insight O&P

**9:00-10:00 Commercial Payer and Managed Care Organization Hot Topics**

This presentation will discuss trends that we are seeing around the country regarding claim reviews, policies changes and reimbursement issues with commercial payers and managed care organizations.

Presenter: Lesleigh Sisson, Insight O&P

**10:00-10:30 Break**

**10:30 – 11:30 Practitioner Records**

There is a common misconception that the records of an O&P professional are not considered in the claim review process or don't "carry any weight". This is not true. Claim review entities review every piece of documentation that crosses their desk for a claim review, however, depending on the payer, the weight of the practitioner records may vary. It's critical with the climate of the industry right now, to make sure that there is no reason a claim should deny based on information that is or is not in practitioner notes. We'll discuss the importance of these notes, establishing medical necessity, a suggested format to ensure all the necessary information is included, and lastly, some of the most common errors we have seen within practitioner records and how best to prevent/resolve them.

Presenter: Lesleigh Sisson, Insight O&P

**11:30-12:30    Audit Update and How to Avoid Denials**

We will review the Medicare and private payer audit and claim review activity discussing types of claim reviews an O&P practice could expect to receive. Documentation review is essential in responding to an audit and we will look at common errors that cause denial and how to avoid them. Practical ways to track audits and appeals will be discussed.

Presenter: Lesleigh Sisson, Insight O&P

**12:30-1:30    Lunch**