

# PrimeFare East 2023 | June 23-24, 2023| Renaissance Hotel Downtown Nashville, TN

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## Prosthetics

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Friday June 23, 2023

5 Points Classroom

- 7-8a **Registration/Breakfast-Sponsored by NewStep Orthotics Lab  
Exhibit Hall**
- 8a-10a **Micro-processor Knees: A Conversation**  
Review of SPS's MPK Comparison Chart of 8 MPKs and utilize it to discuss specifications, similar and/or unique attributes. Discuss Why, Who or When each are utilized in the field.  
**Presented by: Sam Brouillette, CP, CFo, SPS**
- 10a-10:15a **Break-Exhibit Hall-Sponsored by ALLARD USA**
- 10:15a-12:15p **Upper Extremity for The Average Clinician**  
Course is designed to give clinicians the understanding of the many options and solutions of fitting patients with absence of whole or part of their upper extremity. Evaluation, testing, training techniques of today's highly functioning myo electric devices and available standard conventional devices will be covered. Utilize industry standard, new technologies and/or myo tester and outcome measures to optimize myo electric patient's outcomes. Learn ways to improve outcomes through partnership with Occupational Therapists.  
**Sam Brouillette, CP, Cfo, SPS**
- 12:15p-1:15p **Lunch-Exhibit Hall-Sponsored by SPS**
- 1:15p-3:15p **Linx System MPK MPF Fitting Programming**  
During this course a trans-femoral amputee will be fit with a Linx System. Participants will learn device setup, assembly, alignment, fitting and computer programming. They will develop an understanding of how the system works including the microprocessor knee hybrid control as well as the assist and break control of the ankle. Fine tune capabilities and problem solving common prosthetic issues will be covered.  
**KX07**  
Discover the new KX07 hydraulic knee and learn what makes it suitable for the toughest adventures. This course will cover product design history, features and benefits, and include the newest upgrades and features from the KX06. Learn how to select proper candidates, fit, and adjust the KX07  
**Dave Cekovsky -Blatchford Clinical Specialist**
- 3:15p-3:45p **Break-Exhibit Hall-Sponsored by ALLARD USA**
- 3:45p-5:45p **The Growing Family of META® Feet; New Solutions for Your Patients and Practice**

META® is the newest line of prosthetic feet by WillowWood. All META® feet have a single piece carbon fiber platform design for ultra lightweight durability and 95%+ energy return. META® Arc mimics anatomical coronal motion with a stabilizing polycentric ankle joint for all terrain balance and safety. META® Shock uses Multi-Phase technology to absorb impact for a soft landing and Shock X combines vertical shock with torsional rotation. META® Core, the newest foot to the family, is at the heart of the META® lineup, offering a sleek, low profile design with excellent energy return.

Janine Albrecht, CPO, Educational Prosthetist, WW

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## Saturday June 24, 2023

### Prosthetics

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#### 5 Points Classroom

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| 7:30a-8a      | <b>Breakfast-Exhibit Hall-Sponsored by Xtremity</b>  |
| 8a-10a        | <b>XtremityTT: Use, Practice and Experience With New Polymer Socket Technology</b><br>Material science is at the core of this presentation as we explore the impact of new materials on comfort, function and durability of prostheses. The Xtremitytt socket has undergone years of testing and validation to create a socket that is safe, effective and highly adjustable. The material improves outcomes, improves timeliness of care and improves your bottom line. We will discuss how to implement this into your practice.<br><b>Presented by: Tres Wright, CP Clinical Director, Xtremity</b> |
| 10a-10:15a    | <b>Break-Exhibit Hall-Sponsored by ALPS</b>  |
| 10:15a-11:15a | <b>Products Overview &amp; Clinical Indications</b><br>This presentation will discuss the clinical indications for use in determining between ALPS' gel and fabric types. Includes an in-depth analysis with emphasis on gel/fabric options and their clinical effectiveness based on patient specifics.<br><b>Presented by: Nick Nelson, SE Territory Manager &amp; Distribution Relations Manager, ALPS</b>  |
| 11:15a-12:15a | <b>Fabrication Techniques</b><br>Presentation will cover plastic pulling and advice on how to deal with and resolve fabrication issues.<br><b>Presented by: Daniel Hickey Bulldog Tools</b>  |
| 12:15p-1:15p  | <b>Lunch-Exhibit Hall- Sponsored by ALPS</b>   |
| 1:15p-2:15p   | <b>BioStep Analysis</b><br>Discussion of ALPS new BioStep prosthetic feet line focusing on patients' clinicals, lifestyle and goals to determine and fit the most effective solutions.   |

**Presented by: Nick Nelson, SE Territory Manager & Distribution Relations Manager, ALPS**

2:15p-3:15p

**Sock It To ME?-Updated!**

A discussion on prosthetic and orthotic socks with “the sock guy.” We will discuss ply, proper donning and doffing and the different socks available to help your patient be as comfortable as possible. We will examine how the socks have become interfaces with the changes in technology in the prosthetic and orthotic industry. A conversation on how to use medical textiles in making your practice more profitable will be examined.

**Presented by: Fred Lanier, Vice President Sales, Comfort Products**

3:15p-3:45p

**Break-Exhibit Hall-Sponsored by Spinal Tech**

3:45p-5:45p

**Research on Early Ambulation Psychological and Physiological Benefits**

Early ambulation after amputation can provide important benefits for persons with limb loss that are both psychological and physiological. The latest prosthetic technologies feature immediate fitting capabilities that help expedite the rehabilitation process. Getting persons up walking earlier has been shown to promote blood flow, maintain muscle tone and strength, and aid in joint flexibility.

Walking soon after amputation can facilitate feelings of independence, improved mood and self-esteem. This lecture will also discuss case studies where the iFIT system has played a role in wound healing and improving skin condition on the residual limb after amputation. Several case studies will also be presented where challenging limbs that cannot be accommodated by conventional prosthetic techniques were fit successfully with the iFIT system.

**Presented by: Joshua Mullins, Vice President of Development, IFIT**

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### **Orthotics**

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**Friday June 23, 2023**

**Belle Meade**

7a-8a

**Registration/Breakfast-Exhibit Hall-Sponsored by NewStep Orthotics Lab**

8a-10a

**Adjustable Solutions for Custom Orthotic Applications**

Click Medical creates products for customized solutions to empower patients to easily adjust the fit and function of their O&P device. This session will provide attendees with inspiration on how to incorporate Click Medical's products into a wide range of custom orthotic devices. The new, high power Click Reel will be presented in conjunction with advanced design ideas, fabrication guidance, and a review of the entire range of newly available Click Medical kits.

**Presented by: Mike Marten, CTP, Click Medical**

- 10a-10:15a **Break-Exhibit Hall-Sponsored by ALLARD USA**
- 10:15a-12:15p **Evidence Based Management of Ortho/Nuero Contractures**  
Contractures can be acquired in numerous patient populations through a variety of means. Understanding the difference between orthopedic, neurological or mixed contractures is critical in helping patients manage those contractures. This course discusses the various origins of contractures and then presents clear and concise evidence-based protocols to reverse contractures and restore functional ROM.  
**Presented by: Robert Meier, CO, Allard USA**
- 12:15p-1:15p **Lunch-Exhibit Hall-Sponsored by SPS**
- 1:15p-3:15p **Orthotic Management of Pediatric Hip Dysfunction**  
Medical Evidence in the Management of Pediatric Hip Dysfunctions  
Hip subluxation develops in up to 28% of children with cerebral palsy (Samilson, et al. 1972) and the incidence reaches 60% in non-ambulatory subjects. Most commonly, posterior dislocation results from inadequate opposition of adduction and internal rotation of the femur. Spasticity generates a continuous dislocating force, which becomes increased during periods of activity and can result in abnormal development of the acetabulum and femoral head, and stretching of the joint ligaments.  
This course describes two different orthotic interventions: one in which a child could pursue a normal range of activities while minimizing danger of hip subluxation, and the other for nighttime use to lengthen shortened hip adductor muscles which also reduces tone. Used individually or in combination, they can enhance acetabular modeling and prevent tightening of the joint ligaments to facilitate the potential for less pain with higher levels of ADL  
**Presented by: Robert Meier, CO, Allard USA**
- 3:15p-3:45p **Break-Exhibit Hall- Sponsored by Allard USA**
- 3:45p-5:45p **A Modern Approach to Orthotic Solutions**  
This course offers the practitioners the most current and up to date information on products in the orthotic field. During this course we will review patient selection, appropriate outcome measures, correct coding, warranty, and componentry specifications. Upon completion of this course, participants will gain a better understanding of how to apply this information to provide optimal solutions for their patients.  
**Presenter: Anisah Mirza, MBA, CPO/L, Cascade Orthopedic Supply, LP**

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**Saturday June 24, 2023**

**Orthotics**

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7:30a-8a	<b>Breakfast-Exhibit Hall-Sponsored by Xtremity</b>
8a-10a	<p><b>Advantages of Nocturnal Bracing for Scoliosis and Hypercorrection with the Providence Nocturnal Scoliosis® Orthosis</b></p> <p>This session will discuss the challenges we face with full-time bracing, and the solutions that nocturnal bracing with the Providence provides. Areas of discussion will include biomechanics and physics, spinal development and physiology, measurement and design, usage and compliance, along with literature and outcomes, among others.</p> <p><b>Presented by: Jonathan Taylor, C.O. Business/Clinical Development at Spinal Technology, Inc.</b></p>
10a-10:15a	<b>Break-Exhibit Hall-Sponsored by ALPS</b>
10:15-11:15a	<b>Advantages of Nocturnal Bracing for Scoliosis and Hypercorrection with the Providence Nocturnal Scoliosis® Orthosis, Cont.</b>
11:15a-12:15p	<p><b>Introduction to Innovative and Multiplanar Controlled Carbon Fiber AFOs and Other Novel Clinical Solutions</b></p> <p>1) The AFO1 FreeFlow is a posterior design carbon AFO, 2) The AFO1 Glide is an anterior design carbon AFO, and 3) The Helix Band is available for both the posterior and anterior design and truly expands the patient population appropriate for a custom fit carbon device by dynamically influencing the position of the midfoot and calcaneus to control either varus or valgus instability through the entire gait cycle.</p> <p><b>Presented by: Greg Steward, MS/CPO, Clinical Education Manager, Elevate Movement</b></p>
12:15p-1:15p	<b>Lunch-Exhibit Hall- Sponsored by ALPS</b>
1:15p-3:15p	<b>Introduction to Innovative and Multiplanar Controlled Carbon Fiber AFOs and Other Novel Clinical Solutions, <i>Continued</i></b>
3:15p-3:45p	<b>Break-Exhibit Hall-Sponsored by Spinal Tech</b>
3:45-5:45p	<p><b>SpryStep Series: Composite Technology, Product Overview &amp; Clinical Decision-Making Processes</b></p> <p>This course will review the SpryStep Range and challenge clinicians to consider biomechanical deficit-focused processes during patient assessment and evaluation, and the factors influencing orthotic appropriateness that achieve clinical outcomes. The course also provides an interactive review of Thuasne USAs lightweight, durable composite options for dynamic and static orthotic intervention. The clinician will be able to determine the prescription rationale and widen treatment options by appreciating the SpryStep Series and its broad range to support clinical outcomes and patient success.</p> <p><b>Presented by: Fraser Allan, Senior Product Marketing Manager Thuasne, USA</b></p>

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## Pedorthics

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Friday June 23, 2023

Broadway 3

7a-8a	Registration/Breakfast-Exhibit Hall-Sponsored by NewStep Orthotics Lab
8a-9a	Practical Pedorthic Solutions within Shifting Healthcare Paradigms Presented by: Dennis Janisse, CPed
9a-10a	More Efficient Delivery of Pedorthic Modalities Presented by: Erick Janisse, CO, CPed
10a-10:15a	Break-Exhibit Hall-Sponsored by ALLARD
10:15a-11:15a	Remote Monitoring Orthoses Presented by: Brian Lane, BSEd, CPed
11:15a-12:15p	The Complete Package: Add-ons and Complementary Products Presented by: Erick Janisse. CO, CPed
12:15p-1:15p	Lunch-Exhibit Hall-Sponsored by SPS
1:15p-2:15p	Wrap Up Panel Discussion on Morning Topics Moderated by: Dennis Janisse, CPed, Erick Janisse CO, CPed, Brian Lane, BSEd, CPed
2:15p-3:15p	Therapeutic Footwear: Best Practices Presented by: Brian Lane, BSEd, CPed
3:15p-3:45p	Break-Exhibit Hall-Sponsored by ALLARD USA
3:45p-5:15p	Communicating Effectively with Referral Sources, and With Patients to ensure maximum compliance and best possible outcomes. Presented by: Brian Lane and Erick Janisse
5:15p-5:45p	Afternoon Wrap Up Panel Discussion Moderated by: Dennis Janisse, Erick Janisse, Brian Lane

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Saturday June 24, 2023

## Pedorthics

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Broadway 3

7:30a-8a	Breakfast-Exhibit Hall-Sponsored by Xtremity
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8a-9a	Understanding Diabetes and the Diabetic Foot <b>Presented by: Erick Janisse</b>
9a-10a	Pedorthists Role in Falls Prevention <b>Presented by: Dennis Janisse</b>
10a-10:15a	<b>Break-Exhibit Hall-Sponsored by ALPS</b>
10:15a-11:15a	A Multidisciplinary Approach to Foot Care <b>Presented by: Brian Lane</b>
11:15a-12:15p	The Best Foot Orthosis: Follow the Science <b>Erick Janisse</b>
12:15p-1:15p	<b>Lunch-Exhibit Hall- Sponsored by ALPS</b>
1:15p-2:15p	Wrap Up Panel Discussion on Morning Topics <b>Moderated by: Dennis Janisse, Erick Janisse, Brian Lane</b>
2:15p-3:15p	Working with Elite Athletes <b>Dennis Janisse</b>
3:15p-3:45p	<b>Break-Exhibit Hall-Spinal Tech</b>
3:45p-4:45p	Exploring the Pedorthic Scope of Practice: Use all your tools <b>Presented by: Brian Lane</b>
4:45p-5:30p	Why Aren't You Using Shoe Modifications? <b>Presented by: Dennis Janisse</b>
5:30p-5:45p	Wrap Up Panel Discussion <b>Moderated by: Dennis Janisse CPed, Eric Janisse, CO, CPed. Brian Lane, BSEd, CPed</b>

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### Administrative

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**Friday June 23, 2023**

12 South

*\*Friday Administrative Track Presented by Lesleigh Sisson, O&P Insight and special guest speakers  
Jon Bruser and Peter Brumm*

7a-8a                      **Breakfast and Registration-Sponsored by NewStep Orthotics Lab**

8a-10a

### **Optimizing Your Business's Potential with Contracting, Analyzing**

Renegotiating current contracts or obtaining new contracts are often daunting tasks. We will discuss strategies to optimize this area of your practice.

Special Guests Jon Bruser and Peter Brumm with After Transparency - In the past, there has been no real transparency in healthcare pricing and fee schedules. Costly claims data was often the best available option to understand the market. By law, contract rates are now publicly posted - but impossible to get to and interpret easily.

10a-10:15a

### **Break-Exhibit Hall**

10:15a-12:15p

**Current Audits** – Some of the types of audits we're seeing concerning O&P and our expert opinions on why they're happening and how you can be prepared for them. This section will include a handful of examples from practices in the industry.

Although there are steps that can be taken to ensure claim payment upon initial submission, claims denials cannot be prevented 100% of the time. When this happens, there are multiple options for claim resolutions and one of the most common ones is to appeal it. Depending on the payer, this process may vary, but ultimately, the documentation and justification will be the same.

12:15p-1:15p

### **Lunch-Exhibit Hall-Sponsored by ALLARD**

1:15p-3:15p

**Resources** – It's nearly impossible to know everything about every payer and every policy, but knowing where to find the information needed is critical for success. We'll highlight some of key resources for finding the answers to the most common audit questions.

### **How to Get Same or Similar, Replacements and Repair Claims Paid**

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 orthosis. This webinar will address the most common reasons for denial due to same and similar and replacement items as well as our recommendations for appealing them.

3:15p-3:45p

### **Break-Exhibit Hall-Sponsored by ALLARD USA**

3:45p-5:45p

### **Updates and Changes for 2023: Medicare and Private Payers**

During this session we will discuss the most current/recent issues seen in Medicare and private payers 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 2023 include, Same/Similar claim denials, unbundling with lower limb prosthetics and upper extremity prosthetics and custom fitted vs OTS orthoses.

### **What reports are important to review and how to analyze the data**

Every EHR has reports available that can help you analyze your business. We will discuss what reports are most important and why this information is crucial in understanding your business. This will include claims, WIP, AR aging, collections and adjustments and many more.



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# Saturday June 24, 2023

## Administrative

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12 South

7:30a-8a

**Breakfast-Exhibit Hall-Sponsored by Xtremity**

8a-10a

**2023: Facility Accreditation Standards: Making Sure You're Compliant**

Learn how you can remain compliant with Medicare and ABC standards throughout the year. Learn best business practices to keep your facility and staff on the top of their game and ready for any challenges. We'll also discuss how ABC's extensive set of accreditation resources will help you perform at your best.

**Presented by: Jim Lawson, Director of Outreach, ABC**

10a-10:15a

**Break-Exhibit Hall-Sponsored by ALPS**

10:15a-11:15a

**How Not To Get Sued**

This presentation is about proper documentation and how to minimize legitimate lawsuits and prevent frivolous lawsuits. Failure to have proper documentation regarding your interactions with patients damages your credibility if you are called to testify in a lawsuit. Lack of proper documentation makes the company look sloppy, unorganized and lends credence to a plaintiff's allegations of negligence and/or breach of contract. If an individual is sloppy with paperwork, it is easier for a jury to believe they are sloppy with the way they conduct business, and thus to determine that the allegations against the company are valid. Juries are made up of eight men & women from all walks of life who use everyday experiences in assessing credibility.

**Presented by: Don Foley, Principal, Cailor Fleming Insurance**

11:15a-12:15p

**Cyber Coverage Today**

Cyber coverage can mean different things to different people. Most commonly, cyber coverage is some combination of four components: Errors and omissions, media liability, network security and privacy. I'll touch on all four, but go into more detail about network security and privacy, where coverage has changed most significantly.

**Presented by: Don Foley, Principal, Cailor Fleming Insurance**

12:15p-1:15p

**Lunch-Exhibit Hall- Sponsored by ALPS**

1:15p-3:15p

**What's New in Medicare**

Provider Relations Senior Analyst with CGS, the JB/JC DMEPOS MAC, will discuss all the latest news and updates including the Prior Authorization process, modifiers and the most common reasons for non-affirmation of PA requests.

**Presented by: Belinda Yandell-Provider Relations Senior Analyst, CGS**