

Lower Limb Amputation Levels

Partial Foot
Ankle Disarticulation

Trans Tibial

Knee Disarticulation

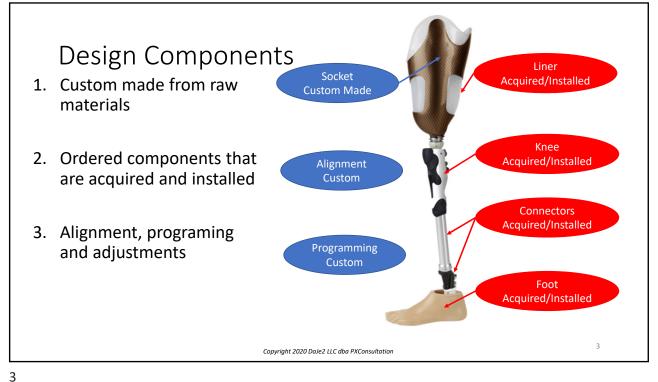
Trans Femoral

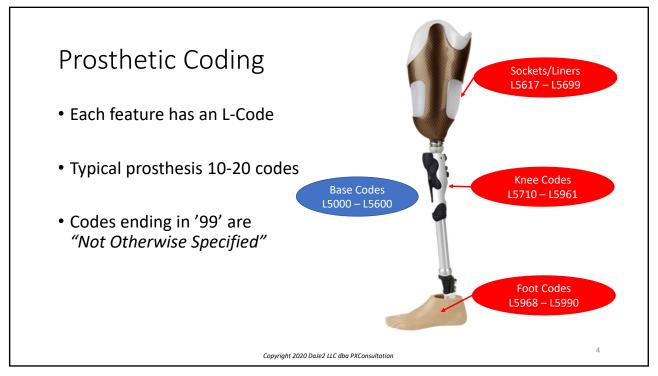
Hip Disarticulation
Hemi-Pelvectomy

Copyright 2020 DaJe2 LLC dba PXConsultation

AANLCP Webinar, Feb 12, 2020

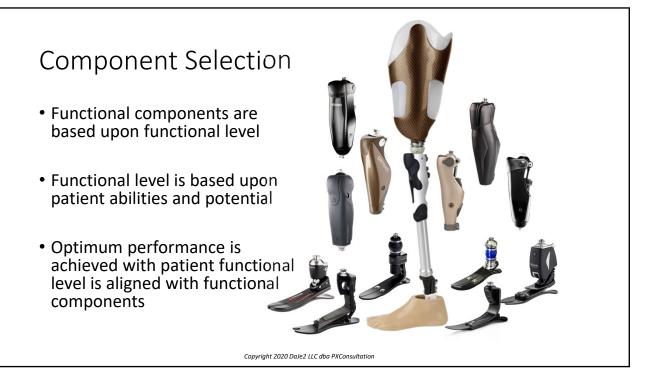






Prosthetic Xpert Consultation

AANLCP Webinar, Feb 12, 2020

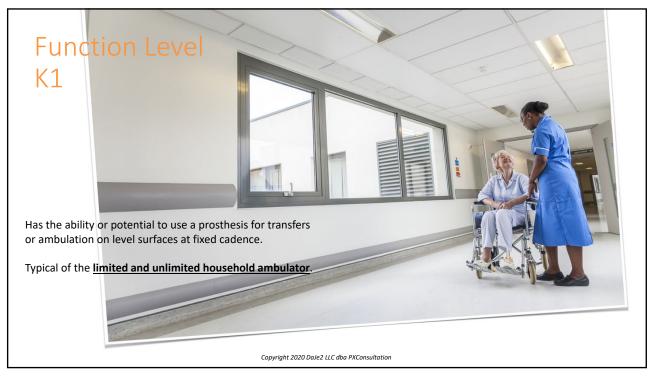


5

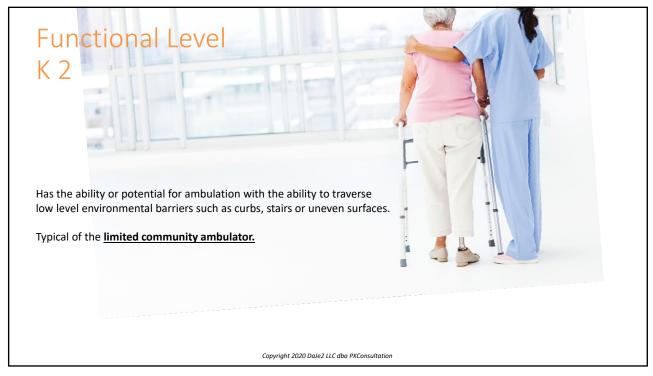


AANLCP Webinar, Feb 12, 2020





7



AANLCP Webinar, Feb 12, 2020



# Functional Level K 3

Has the ability or potential for ambulation with variable cadence.

Typical of the <u>community ambulator</u> who has the ability to traverse most environmental barriers and may have vocational, therapeutic, or exercise activity that demands prosthetic utilization beyond simple locomotion.



9

# Functional Level K 4

Has the ability or potential for prosthetic ambulation that exceeds basic ambulation skills, exhibiting <u>high impact</u>, <u>stress</u>, <u>or energy levels</u>.

Typical of the prosthetic demands of the child, active adult, or athlete.



Copyright 2020 DaJe2 LLC dba PXConsultation



#### **Prosthetic Priorities**

- Function
  - Stability
  - Ambulation
- Comfort
- Durability
- Cosmetics





Copyright 2020 DaJe2 LLC dba PXConsultation

11

#### **Anatomical Considerations**

- Muscles
- Length of lever arm
- Load sensation
- Proprioception
- Motor Propulsion



Copyright 2020 DaJe2 LLC dba PXConsultation

AANLCP Webinar, Feb 12, 2020



# **Initial Fitting**

- Socket fit
- Shaping and maturing residual limb
- Establishing alignment
- Re-establishing skeletal alignment
- Implementing Static Alignment



Copyright 2020 DaJe2 LLC dba PXConsultation

13

# Residual Limb Shrinkage

Increased mobility

Increased activity

• Improved venous return

• Reduced edema

Muscle atrophy



Copyright 2020 DaJe2 LLC dba PXConsultation

AANLCP Webinar, Feb 12, 2020



# Dynamic Alignment

- Adjusting the alignment to the unique and specific gait dynamics of the individual
- Continually changes due to
  - · Prosthetic rehabilitation
  - Aging
  - Prosthesis condition
  - Patient condition
  - · Change in foot ware
  - ADL's



Copyright 2020 DaJe2 LLC dba PXConsultation

15

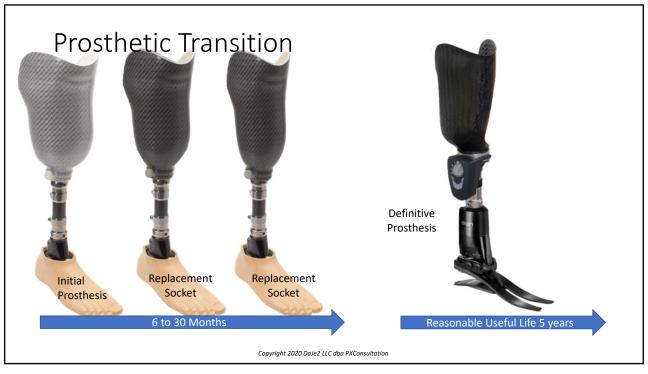
### Replacement Socket

- Accommodate residual limb shrinkage due to
  - · Post surgical edema
  - Atrophy
- Modular components allow for efficient socket replacement

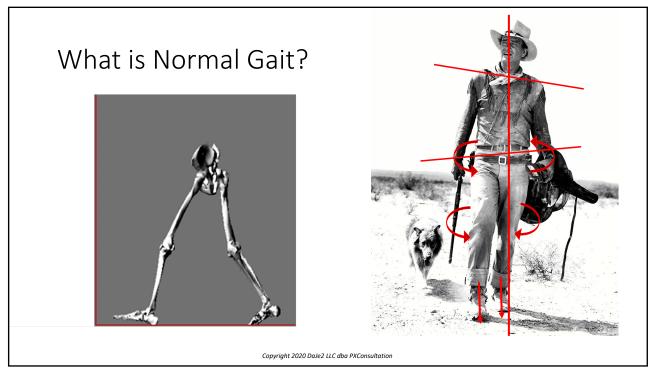


Copyright 2020 DaJe2 LLC dba PXConsultation





17





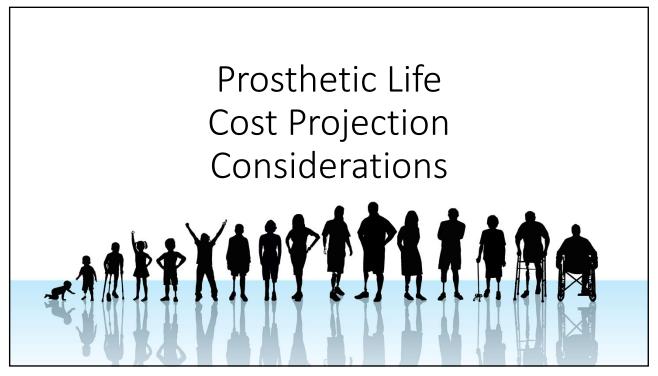
# Prosthetic Therapy

- Gait Dynamics
- Managing limb shape and size
- Muscle Training
- Muscle Memory
- Balance and Locomotion



Copyright 2020 DaJe2 LLC dba PXConsultation

19





#### **Functional Level**

- Identify patients Activities of Daily Living
- Support functional level current status and potential
- Functional level establishes style, type and value of prosthetic components for life care plan.

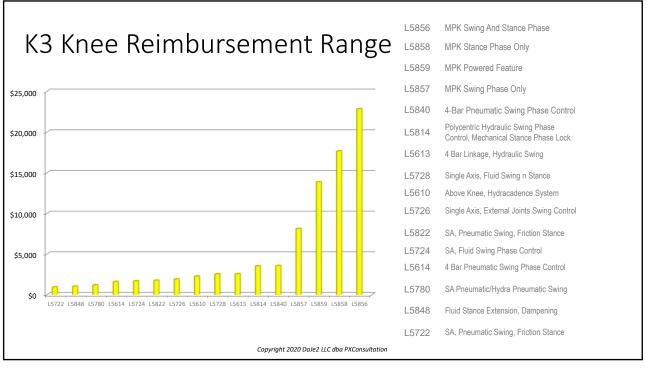


Copyright 2020 DaJe2 LLC dba PXConsultation

21

#### K3 Feet Reimbursement Range \$25,000 L5973 MPFoot Controlled Foot \$20,000 L5987 Shank Foot with Vertical Loading Pylon L5980 Flex Foot System \$15,000 L5981 Flex-Walk System Or Equal \$10,000 L5979 Multi-Axial Dynamic Response Foot \$5,000 L5976 **Energy Storing Foot** L5973 Copyright 2020 DaJe2 LLC dba PXConsultation





23







25

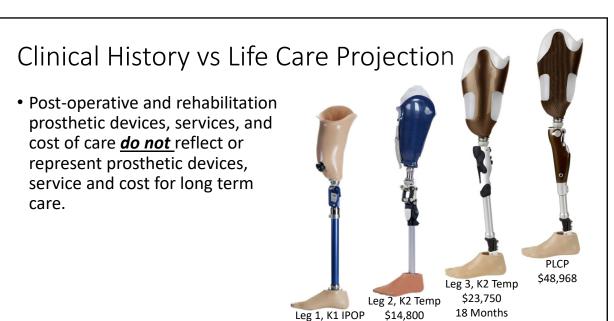
# **Prosthetic Coding**

Identifying the specific components and coding of each part of the prosthesis is imperative to establish and validate the cost.

Activities of Daily Living Prosthesis							
L Code	Qty	Component Short Description	Price Per	Fair Market Value			
L5301	1	Below knee Base Prosthesis	\$3,338	\$3,338.29			
L5620	2	Test Socket, Below Knee	\$404	\$808.44			
L5629	1	Below Knee, Acrylic Socket	\$462	\$462.06			
L5637	1	Below Knee, Total Contact	\$420	\$420.03			
L5685	2	BK Suspension/Sealing Sleeve,	\$167	\$334.67			
L5647	1	Below Knee Suction Socket	\$1,157	\$1,156.55			
L5679	1	BK or AK Silicone Insert	\$810	\$809.60			
L5645	1	Flexible Inner Socket, External Frame	\$1,160	\$1,160.09			
L5962	1	Flexible Protective Covering	\$855	\$854.61			
L5704	1	Custom Shaped Cover	\$766	\$765.58			
L5685	2	Sealing Sleeve	\$167	\$334.67			
L5781	1	Vacuum Volume Mangement Pump	\$5,227	\$5,227.10			
L5973	1	Microprocessor Foot	\$22,798	\$22,797.66			
L5910	1	Alignment System	\$527	\$526.59			
L5940	1	BK Ultra-Light Material	\$729	\$729.31			
L8400	6	Sheath below knee	\$23	\$137.33			
L8420	6	Prosthetic sock multi ply bk	\$28	\$169.68			
L8470	6	Pros sock single ply bk	\$10	\$58.21			
Total				\$40,090.48			

Copyright 2020 DaJe2 LLC dba PXConsultation

**Prosthetic Xpert Consultation** 



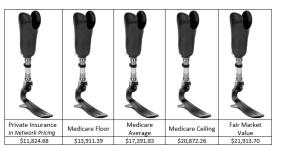
Copyright 2020 DaJe2 LLC dba PXConsultation

\$5,800 5 weeks

27

#### Pricing History vs Life Care Projection

 Contract, in and out of network and discount rates from billing history may not accurately reflect or represent prosthetic devices, service and cost for long term care.





\$14.800 4 Months

Copyright 2020 DaJe2 LLC dba PXConsultation

AANLCP Webinar, Feb 12, 2020



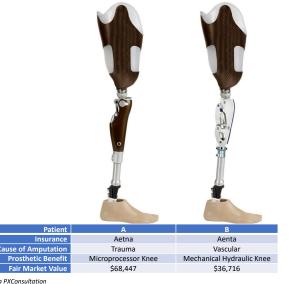
### Benefits Coverage vs Life Care Projection

 Benefits coverage of historical care <u>may not reflect</u> medically necessary and optimum prosthetic devices, service and cost for long term care.

#### aetna

Aetna Clinical Policy Bulletin # 0578

Microprocessor knee is "medically necessary in otherwise healthy, active community ambulating adults with a knee disarticulation amputation or a trans-femoral amputation from a non-vascular cause (usually trauma or tumor)"



Copyright 2020 DaJe2 LLC dba PXConsultation

29

#### "99" Code

- Codes ending in "99" are "not otherwise specified"
  - L5999 = Lower Extremity Prosthesis
  - L7499 = Upper Extremity Prosthesis
- Provider's have no restrictions on pricing 99 and may hyper-inflate pricing to offset expected discounts.
- Insurance companies have heavy discounts on all 99 codes, to offset hyper-inflated pricing
- Invoice may not reflect actual reimbursement or pricing

MSRP/U&C

MSRP/U&C	\$115,000
After Discount	\$75,000
VA Contract Rate	\$68,000
Fair Market Value	\$70,000 - \$78,000

Copyright 2020 DaJe2 LLC dba PXConsultation

AANLCP Webinar, Feb 12, 2020



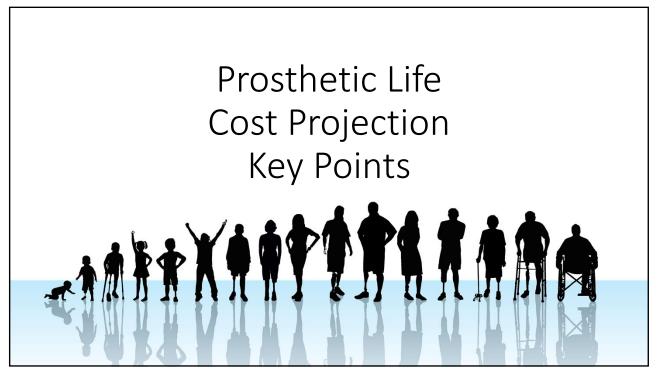
#### Independent Review

- Obtain 3<sup>rd</sup> party clinical insight that is free from a financial interest in the outcome of the claim.
- Local treating clinicians
  - Local clinical expertise and insight, unfamiliar with pricing trends in other locations
  - May or may not have life care projection experience
  - May lack experience or knowledge related to financial aspects of long-term care.
  - Personal experience may not reflect national standards or trends



Copyright 2020 DaJe2 LLC dba PXConsultation

31



AANLCP Webinar, Feb 12, 2020



### Accurate Fair Market Value Pricing

- All Prosthetic Pricing based upon Medicare Coding & Reimbursement
- Providers create Usual & Customary Price list (U&C) or MSRP
- U&C/MSRP calculated off Medicare Coding and Pricing
- Average U&C/MSRP is 1.26% above Medicare average reimbursement.

Location	Medicare Reimbursement	L5973 Microprocessor Foot
New Jersey	\$16,898.67	
Delaware	\$16,999.17	
Maine	\$17,035.47	
Alaska	\$17,051.77	
Arizona	\$17,069.18	
New Mexico	\$17,206.77	
Florida	\$17,208.35	
lowa	\$17,402.53	700
Colorado	\$17,540.94	
Minnesota	\$17,563.51	
Virgin Islands	\$18,634.42	
Puerto Rico	\$19,216.19	

Medicare Floor = \$16,898.67
 Medicare Ceiling = \$19,216.19
 Medicare Average = \$17,228.90
 MSRP/U&C (\$18,056.93 x126) = \$21,784.02

Fair Market Value \$22,784.02

4.5%

Copyright 2020 DaJe2 LLC dba PXConsultation

33

# Activity of Daily Living Prosthesis

- Provide fit, function and comfort for everyday activities
- Align with functional level of patient related to daily tasks and environmental barriers.
- Typically designed for vocational tasks
  - Exception when vocation has unique challenges or issues.



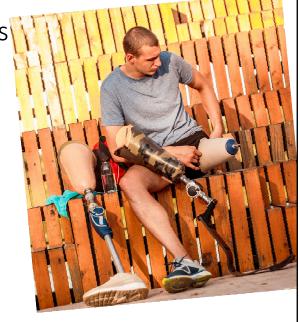
Copyright 2020 DaJe2 LLC dba PXConsultation

AANLCP Webinar, Feb 12, 2020



### Special Activity Prosthesis

- Evidence Practice Guidelines identify the clinical efficacy of specialized prosthetic limbs that are "specifically focused on certain functional tasks"
- For activities or environment that cannot be accommodated by an ADL prosthesis



Copyright 2020 DaJe2 LLC dba PXConsultation

35



- Running
- Jumping
- Wet or Damp Environment
- Dirty or Dusty Environment
- Unique Functions/Features



Copyright 2020 DaJe2 LLC dba PXConsultation

AANLCP Webinar, Feb 12, 2020



### Replacement Socket

- Required due to normal and expected changes in the residual limb
- Provided at the half cycle of the Reasonable Useful Life of the prosthesis.
- Components are retained and attached to the new socket.



Copyright 2020 DaJe2 LLC dba PXConsultation

37

### Supplies and Maintenance

- Not necessary on the year a new prosthesis is provided
- Not necessary on the year a replacement socket is provided.
- There is <u>no percentile relationship</u> between the cost of the prosthesis and the cost of Supplies and Maintenance.



Copyright 2020 DaJe2 LLC dba PXConsultation

AANLCP Webinar, Feb 12, 2020

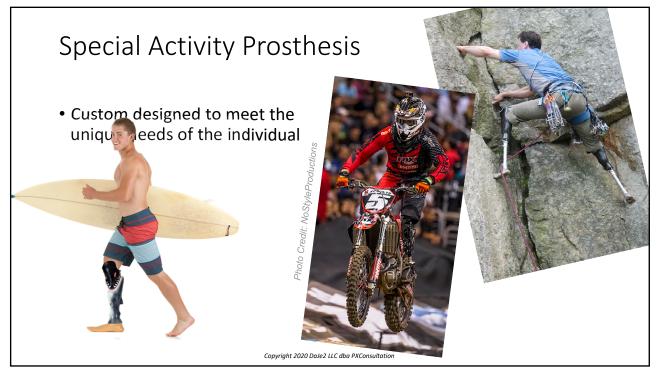


#### Supplies & Maintenance BK ADL Prosthesis **Activities of Daily Living Prosthesis** L Code Price Per Fair Market Value 15301 1 Below knee Base Prosthesis \$3.338 \$3.338.29 L5620 2 Test Socket, Below Knee \$404 \$808.44 Costs are specific...not a % \$462.06 L5629 \$462 1 Below Knee, Acrylic Socket L5637 Below Knee, Total Contact \$420 \$420.03 Special Activity Prosthesis Supplies & Maintenance 2 BK Suspension/Sealing Sleeve, \$334.67 L5647 1 Below Knee Suction Socket \$1,157 \$1,156.55 L7510-01 1 Replace Minor Parts, In Warranty 1 BK or AK Silicone Insert L5679 \$810 \$809.60 16 Repair Labor, Per 15 Minutes \$45 L7520 \$725.76 L5645 1 Flexible Socket, External Frame \$1,160 \$1,160.09 \$810 \$1,619.20 2 BK or AK Silicone Insert L5962 1 Flexible Protective Covering \$855 \$854.61 6 Sheath below knee \$137.33 1 Custom Shaped Cover L5704 \$766 \$765.58 6 Prosthetic sock multi ply bk \$28 6 Pros sock single ply bk \$10 L8420 \$169.68 L5685 2 Sealing Sleeve \$167 \$334.67 6 Pros sock single ply bk \$10 \$58.21 L5781 1 Vacuum Volume Mangement Pump \$5,227 1 Microprocessor Foot \$22,798 \$2,899.18 L5973 \$22,797.66 Total L5910 1 Alignment System \$527 \$526.59 L5940 1 BK Ultra-Light Material \$729 \$729.31 L8400 6 Sheath below knee \$23 \$137.33 L8420 6 Prosthetic sock multi ply bk \$28 \$169.68 L8470 6 Pros sock single ply bk \$10 \$58.21 \$40,090.48 Total

Copyright 2020 DaJe2 LLC dba PXConsultation

39

7.1%



Prosthetic Xpert Consultation





41

#### Reasonable Useful Life

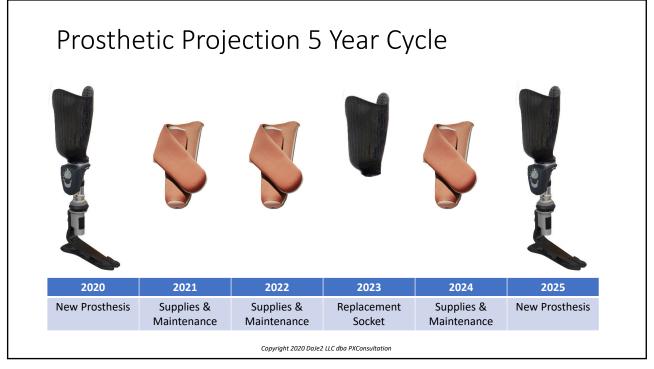
- Prosthetic are defined as Durable Medical Equipment
- "Medicare guidelines<sup>1</sup> governing the replacement of prosthetics specify that the reasonable, useful lifetime is determined by the Carrier, <u>but in no</u> <u>case, can it be less than five (5) years."</u>



<sup>1</sup>Code of Federal Regulations, Title 42. Public Health, Chapter IV, Section § 414.210 (e), (5), (f)

Copyright 2020 DaJe2 LLC dba PXConsultation





43

# Prosthetic Projection 5 Year Cycle

	ADL Prosthesis			Activity Prosthesis		
Year	Prosthesis	Replacement Socket	Supplies and Maintenance	Prosthesis	Replacement Socket	Supplies and Maintenance
2000	X			X		
2001			X			X
2002		X			X	
2003			X			X
2004			X			X
2005	X			X		

Copyright 2020 DaJe2 LLC dba PXConsultation



#### Prosthetic Life Care Projection Helpful Hints

- ✓ Expenses for first 3-5 years DO NOT set the standard for a Life Care Plan.
- ✓ Apply Fair Market Value Pricing
- ✓ Activities of Daily Living and Functional Level determine prosthetic selection.
- ✓ Provide for Replacement Socket at the half life of the prosthesis.
- ✓ Device pricing determined by L-Codes
- √ Assess the option of an Activity Prosthesis
- ✓ Supplies and Maintenance are a specific #.
- √ 5 Year Replacement Cycle.



Copyright 2020 DaJe2 LLC dba PXConsultation

45

