THE PREMIER MEETING FOR ORTHOTIC, PROSTHETIC, AND PEDORTHIC PROFESSIONALS





SOAP Charting For the New Millennium

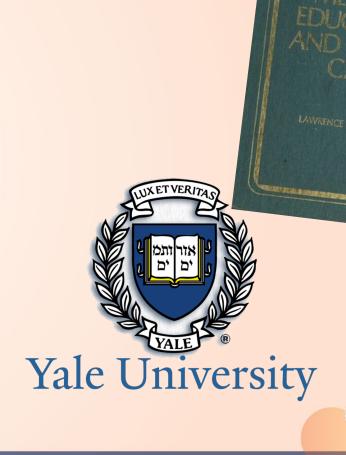
Dale Berry, CP, FAAOP, LP Prosthetic Xpert Consultation





Problem-Oriented Medical Record (POMR).

- 1971 Yale University Professor Dr. Lawrence Weed
- Identified the lack of a standardized process for clinical documentation
- Provide healthcare providers with structure when documenting patient sessions.
- The SOAP note eventually emerged from POMR.
- POMR fell by the wayside, healthcare industry favored and adopted SOAP note as a documentation standard





Health Care and Health Insurance 1971

- Medicare was 6 years young,
 - Authorized by Title XIX of the Social Security Act, Medicaid/Medicare signed into law in 1965
- Three Broad Categories Private Insurance
 - 1. Blue Cross Blue Shield associations
 - 2. Commercial insurance
 - 3. Independent plans (prototypes of the newly developing health maintenance organization.)
- 72% of civilian population covered through some classification of private insurance



Healthcare and Health Insurance 2025

- 1,176 health insurance companies in the U.S.
- Fewer than 30 groups control about three-quarters of the market





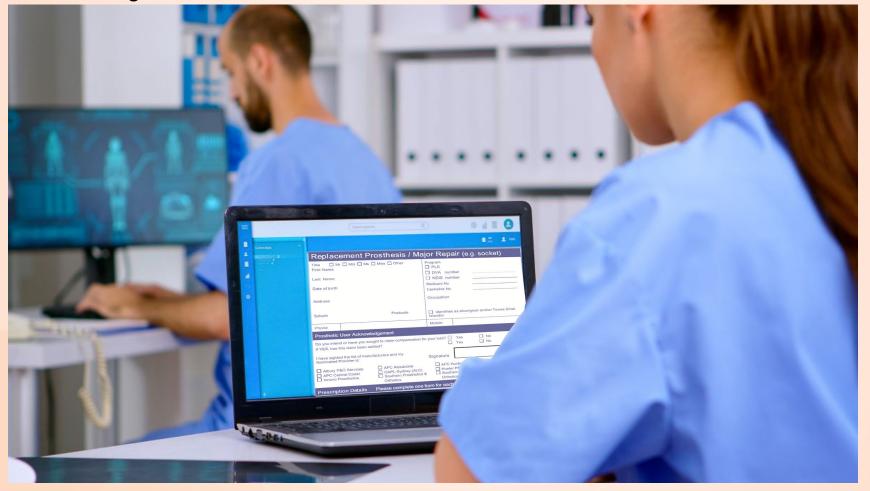








Why Do You Document Patient Care?





1971 Documentation Priorities

- 1. Uniform documentation process
- 2. Capture essential clinical information
- 3. Optimize clinical team communication
- 4. Memorialize clinical care that was provided







2025 Documentation Priorities

- 1. Prior authorization/Payment Justification
- 2. Uniform documentation process
- 3. Capture essential clinical information
- 4. Optimize clinical team communication
- 5. Memorialize clinical care that was provided







Clinical Record Focus...

How do you use your records daily in 2025?

Prior
Authorization

Team Communication

Order Components

Compliance

Litigation Support

Outcomes

Refresh Memory

Coding/Billing Support

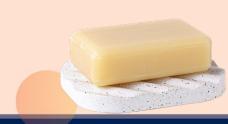
Appeals





SOAP Old School

- Subjective: Patient's perspective, reported symptoms
- **bjective:** Providers measurable observable data
- Assessment: Professional interpretation & Summary of condition
- •391an: Proposed next steps of care





How Is Your File Reviewed By Others?



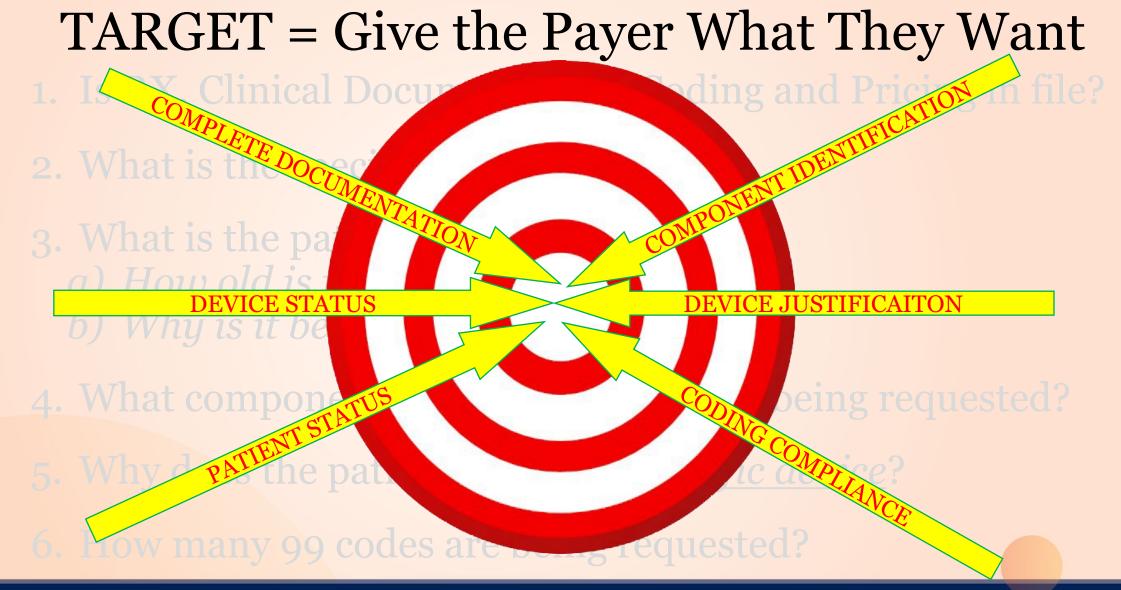


2025 Payer Preliminary Intake File Review

- 1. Is RX, Clinical Documentation, Coding and Pricing in file?
- 2. What is the specific amputation level?
- 3. What is the patient wearing now?
 - a) How old is it?
 - b) Why is it being replaced?
- 4. What components (make & model) are being requested?
- 5. Why does the patient need this specific device?
- 6. Is Coding Compliant, is there more than one 99 code?



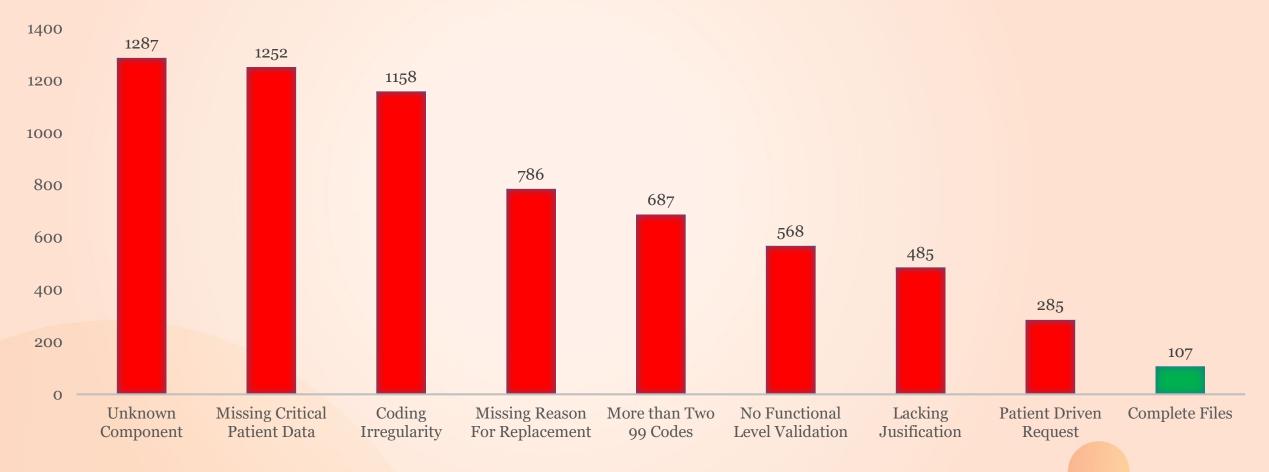








Files Flagged for Peer-to-Peer Review Total number of files 1,394





Top 10 Challenges with O&P SOAP Clinical Notes

Why prior authorization claims are flagged, delayed, and denied



1. Incomplete Patient information

- Weight and limb measurements...missing in 95% of files
- Without measurements, how can one claim the limb has changed?





1. Incomplete Patient information

Provide a basic clinical description of the patient's amputation.

• These are all an "amputation of the pinky finger"



2. Not identifying make and model of components

 Without knowing the make and model of major components*...

it is impossible to confirm coding compliance.



^{*}Knee

^{*}Foot

^{*}Vacuum Pump

^{*}Elbow

^{*}Terminal Device

3. Coding irregularities/non-compliant 99 codes

- Common Codes must be compliant to <u>PDAC Product Classification List</u>
- More that one 99 code will initiate a red flag
- 99 Codes can be used to describe a <u>complete</u> <u>product</u> not included in the functions or <u>features of another code</u>.

99 One Code One Product

https://www.dmepdac.com/palmetto/PDACv2.nsf/DIDC/TN118HBD77~Articles%20and%20Publications~Advisory%20Articles





3. Coding irregularities/non-compliant 99 codes

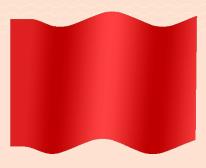
- "When the supplier decides there isn't a specific L-Code(s) which fully describe the provided item, the supplier may consider a NOC type of L-code."
- "In general, a NOC L-code is intended to describe a unique product which is not described by a specific L-code(s)."
- "The NOC code must not be used to bill for any features or functions already included in one or more L-codes"

One Code One Product

Correct use of Not Otherwise Specified L-codes for Orthoses and Prostheses - Billing Reminder Joint DME MAC Article, Posted 10/22/20



3. Coding irregularities/non-complaint 99 codes



- 99 Code Documentation requirements
- For a product only
- •<u>Describe what features or functions</u> one Product <u>are unique and not already included</u> in existing L-codes

One Code
One Product

Correct use of Not Otherwise Specified L-codes for Orthoses and Prostheses - Billing Reminder Joint DME MAC Article, Posted 10/22/20



4. Copy and paste template language

 AI is being implemented to monitor and assess Prior Authorization submissions

Templates are flagged as non-compliant documentation

Check Box forms are flagged as not-compliant



Paste

Avoid Templates and Cut and Paste

Texas Practice 1/15/2025 Left Transfemoral, 18 years old

• Patient is needing a high activity prosthesis for his lifestyle and going to the gym, lifting weights, running/jogging, bicycling and jumping rope. Based on outcome measures, activities, and job requirements, as described in the assessment and Outcomes section, the patient's activity level is reported as Highly Active(K4). The patient has the ability or potential for prosthetic ambulation that exceeds basic ambulation skills, exhibiting high impact, stress, or energy levels. Typical of the prosthetic demands of the child, active adult, or athlete.

Florida Practice 7/15/2025 Right Transtibial, 32 years old

• Patient is needing a high activity prosthesis for his lifestyle and going to the gym, lifting weights, running/jogging, bicycling and jumping rope. Based on outcome measures, activities, and job requirements, as described in the assessment and Outcomes section, the patient's activity level is reported as Highly Active(K4). The patient has the ability or potential for prosthetic ambulation that exceeds basic ambulation skills, exhibiting high impact, stress, or energy levels. Typical of the prosthetic demands of the child, active adult, or athlete



5. Generic marketing justification for device

 Copy and paste from a marketing brochure or a description of the device <u>DOES NOT</u> establish why the patient will benefit from the device.

• AI is being implemented to monitor and assess Prior Authorization submissions

DON'T DESCRIBE WHAT IT IS or WHAT IT DOES

DOCUMENT WHY THE PATIENT NEEDS AND PATIENT NEEDS AND WILL BENEFIT FROM THIS DEVICE



Manufacturer Brochure

For Users:

- Optimized slope ascent for a more natural walking motion and total confidence on inclines
- Easy first-step swing initiation enabled by advanced start-to-walk functionality
- Intuitive Slope Adaptation automatically adapts resistance to the steepness of the descent to maximize support and stability.
- Intuitive cycling mode for seamless transitions from walking to biking and back again
- Enhanced support for dynamic backwards movement

Clinical Documentation

Clinical benefit of the component for the patient include:

- Optimized slope ascent for a more natural walking motion and total confidence on inclines
- Easy first-step swing initiation enabled by advanced start-to-walk functionality
- Intuitive Slope Adaptation automatically adapts resistance to the steepness of the descent to maximize support and stability.
- Intuitive cycling mode for seamless transitions from walking to biking and back again
- Enhanced support for dynamic backwards movement



Marketing "Puffery"

Optimized slope ascent for a more natural walking motion and total confidence on inclines

Easy first-step swing initiation enabled by advanced start-to-walk functionality

Intuitive Slope Adaptation automatically adapts resistance to the steepness of the descent to maximize support and stability.

Intuitive cycling mode for seamless transitions from walking to biking and back again

Enhanced support for dynamic backwards movement

Clinical Justification

Patient is a contractor and navigates uneven terrain, slopes and ramps daily.

On the construction site, patient has to be able to move quickly in and around equipment and machinery on uneven ground and sloops.

Patient exercises regularly and rides a bike on the weekend for exercise and family outings.

On the construction site, patient requires the ability to walk backwards and sideways on uneven terrain in an environment with barriers



6. Lack of functional level justification

 Declaring functional level without clinical evidence is considered the same as guessing.

Document activities <u>PLUS</u> an evaluation tool.

✓AmPro

✓ PAVET

✓ Plus M

✓TUG

K Level	AMPRO Accuracy
K1	20%
K2	85.1%
К3	84.2%
K4	38.9%



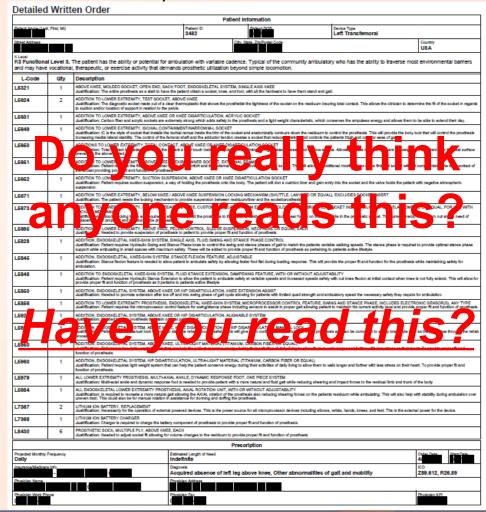
Dillon MP, Major MJ, Kaluf B, Balasanov Y, Fatone S. Predict the Medicare Functional Classification Level (K-level) using the Amputee Mobility Predictor in people with unilateral transfemoral and transtibial amputation: A pilot study. Prosthet Orthot Int. 2018 Apr;42(2):191-197





7. Inclusion of irrelevant and unnecessary information

- Clinical record is a legal document submitting evidence to support medical necessity of the device.
- Are you able to provide clinical, medical or scientific evidence to verify and validate each claim being made.





If you are going to make the claim in writing, be prepared to provide peer reviewed published evidence to support the claim

L5960 – Ultra-light material

• Justification: Patient requires light weight system that can help the patient conserve energy during their activities of daily living to allow them to walk longer and further with less stress on their heart.

L5631 – AK acrylic socket

• Justification: Carbon fiber and acrylic sockets are extremely strong which adds safety to the prosthesis and a lightweight characteristic,

which conserves the amputees energy and allows them to be able to extend their day.





If you are going to make the claim in writing, be prepared to provide peer reviewed published evidence to support the claim

The Enhanced Multi-Perforated Flexible Inner socket is functionally necessary due to the following:

- Accommodates the physiological shape changes that take place during flexion and extension of the knee.
- 2. Increases the surface area of the flexible inner socket by 100% due to the multi-surfacing.
- 3. The multi-perforated design also increases the linkage or connection between the residual limb and socket by 400%.

Inquiry to Validate Claims

- Provide calculation that verifies the increase is exactly 100.00%.
- Identify what scientific scale was utilized to measure linkage to the residual limb.
- Provide calculations that verify the linkage increased is exactly 400.00%.
- Corollate how 100% increase in surface area results in 400.00% linkage increase.



8. Out of Warranty is not Relevant

- Warranty refers to who is responsible to pay for repairs and is not relevant to replacement in any way.
- RUL for major components is "no less than 5 years"
- Service Life or Expected Life is published by most manufacturers
- Service Life can be calculated by:
 - Warranty + Available Extended Warranty Option

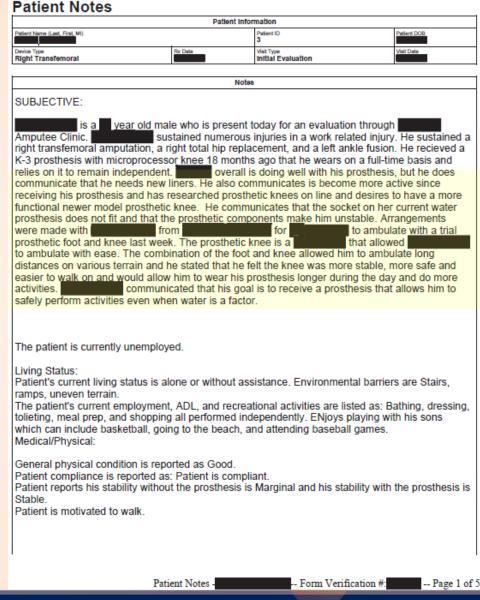




9. Patient Driven Request/Trial Fitting

• Is there any record of past issues?

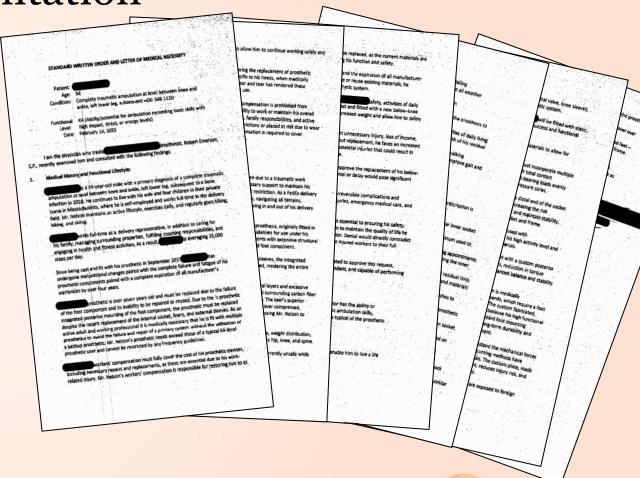
- Did the physician order, approve or recommend a trail fitting?
 - If it is a licensed state, can you do a trail fitting without an Rx?
- Is there any clinical, medical, scientific or engineering testing (gait lab) evidence to support the patient's opinion that the new device is better?





10. Non-Compliant documentation

 Supplier prepared statements and physician attestations by themselves do not provide sufficient documentation of medical necessity, even if signed by the ordering physician



A55426: Standard Documentation Requirements for All Claims Submitted to DME MACs





SOAP NEW MILLENNIUM

- •Specific: Focus on relevant, specific and pertinent facts
- Overview: Clearly identify the current status of patient & device
- Accurate: Provide specific relevant details
- Personalized: Focus on this patient's specific condition/needs



SOAP NEW MILLENNIUM

- •Specific: Who is the Patient
- Overview: What do they Have & Condition
- •Accurate: What do they NEED
- Personalized: Why do the need THIS



SPECIFIC: WHO IS THE PATIENT

- 1. Name
- 2. Age
- 3. Weight/Height
- 4. Amputation Level... be specific
- 5. Functional Level
 - Contain one test
 - Support with narrative

Patient Name:	Tom Transfemoral Date: 9/5/2025
Date of Birth	2/12/208045 years
Weight	172 lbs.
Height	5' 10"
Amputation Level	Left Transfemoral, Distal 1/3
Functional Test	K-PAVET = 72 = K3

Functional Requirements

Patient is employed as a warehouse manager, is required to walk on uneven terrain, steps and ramps daily. Walks in public settings daily and requires variable cadence to accomplish vocational and avocational activities. Home has stairs to enter and is two stories in design, bedroom is on second floor, rec room and laundry room is in basement, both accessed by stairs. Patient has family with 2 children and accompanies/participates with children at sporting and recreational activities that require variable cadence. K3 components required to meet patient's needs.







OVERVIEW: WHAT DO THEY HAVE?

- 1. Type of Socket
- 2. Component Make/Model

Socket	Total Contact, Flexible Socket, Silicone Liner, Pin Suspension
Condition	
Foot	MAGIC Foot by Mirical Manufacturing
Condition	
Knee	Bionic Knee by Steve Austin Enterprise
Condition	



OVERVIEW: WHAT IS THE CONITION

- 1. Type of Socket
- 2. Component Make/Model
- 3. Age and Condition of Socket
- 4. Age of Component(s)
- 5. Condition of Components

Socket	Total Contact, Flexible Socket, Silicone Liner, Pin Suspension
Condition	Socket is 2 years old, loose due to patient weight loss of 20 lbs. since provided. Modifications have been made on 4 occasions, additional modifications and adjustments will not accommodate the volume change
Foot	MAGIC Foot by Mirical Manufacturing
Condition	Foot is 4.5 years old, due to weight loss, foot is no longer appropriate resistance category for patient. Foot has delamination of carbon and is deemed irreparable.
Knee	Bionic Knee by Steve Austin Enterprise
Condition	Knee is 4.5-year-old, Serial #M2-F2/1967-2000.6. Battery charge only lasts 1 day instead of 2. Oil leak evident on the hydraulic cylinder and stance flexion feature is inconsistent. Product service life of knee 6 years, quote to repair knee \$14,258 with 90-day repair warranty. Financially illogical to repair.





ACCURATE: WHAT DO THEY NEED

 Make/Model of Major Components

Socket	Total Contact, Flexible Socket, Silicone Liner, Pin Suspension
Rational	
Foot	MAGIC Foot by Mirical Manufacturing
Rational	
Knee	Bionic Knee by Steve Austin Enterprise
Rational	

PERSONALIZED WHY DO THEY NEED THIS!

• Why does **this** patient need **this** component

Socket	Total Contact, Flexible Socket, Silicone Liner, Pin Suspension					
Rational	Socket design worn by patient in the past to accomplish ADL's. Total contact to optimize prosthetic control, venous return and edema control to maintain residual limb volume. Silicone liner to reduce skin abrasion					
Foot	MAGIC Foot by Mirical Manufacturing					
Rational	Foot provides for variable cadence and muti axial rotation to accommodate ambulation on ramps, stairs and uneven terrain. Patient has worn same style and model of foot in past to accomplish ADL's					
Knee	Bionic Knee by Steve Austin Enterprise					
Rational	Provides for stumble recover, stance control, stance flexion and variable resistance for swing and stance phase. Knee will provide appropriate function to enable patient to traverse ramps and stairs at work, uneven terrain for outdoor activities and variable cadence for vocational and avocational activities.					

SOAP = W4

1. WHO
2. WHAT
3. WHAT

	Patient Na	me:	Tom Transfemoral		Date:	9/5/2025			
	Date of Bir	th	2/12/208045 year	rs					
	Weight 172 lbs.								
	Height		5' 10"						
_	Amputatio	n Level	el Left Transfemoral, Distal 1/3						
\leq	Functional	Test	K-PAVET = 72 = K3 AMPro = 41 = K3						
	Functional	Requireme	ents						
	Patient is e	mployed a	walk on	uneven terrain, steps and					
\bigcirc	ramps daily	y. Walks in	n public settings daily	and requires variab	le caden	ce to accomplish			
_	vocational	and avocat	tional activities. Hom	ne has stairs to enter	and is to	wo stories in design,			
	ı					ent, both accessed by stairs.			
	l	-				nildren at sporting and			
	ı	al activities	that require variable	cadence. K3 comp	onents re	equired to meet patient's			
	needs								
	Current Pro	osthetic Co	ndition						
	Socket	Total Cont	tact, Flexible Socket,	Silicone Liner, Pin Su	spensio	n			
	Condition	Socket is 2	2 years old, loose due	e to patient weight l	oss of 20	lbs. since provided.			
		Modificat	ions have been made	e on 4 occasions, add	ditional r	modifications and			
	adjustments will not accommodate the volume change								
	Foot	MAGIC Fo	oot by Mirical Manufa	acturing					
	Foot Condition				longer a	ppropriate resistance			
WIHIM		Foot is 4.5	5 years old, due to we	eight loss, foot is no	_	ppropriate resistance is deemed irreparable			
WHAT		Foot is 4.5	5 years old, due to we	eight loss, foot is no	_				
WIHIAT		Foot is 4.5	5 years old, due to we	eight loss, foot is no	_				
WHAT		Foot is 4.5 category i	5 years old, due to we	eight loss, foot is no delamination of carl	_				
WHAT	Condition	Foot is 4.5 category f	5 years old, due to we for patient. Foot has ee by Steve Austin Er	eight loss, foot is no delamination of carl nterprise	on and i				
WHAT	Condition	Foot is 4.5 category f Bionic Kne Knee is 4.	5 years old, due to w for patient. Foot has ee by Steve Austin Er 5-year-old, Serial #M	eight loss, foot is no delamination of carb nterprise 12-F2/1967-2000.6.	oon and i	is deemed irreparable			
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SOAP NEW MILLENNIUM

- •Specific: Who is the Patient?
- Overview: What do they Have & Condition?
- •Accurate: What do they NEED?
- Personalized: Why do THEY need THIS?



SOAP Charting For the New Millennium

Dale Berry, CP, FAAOP, LP Prosthetic Xpert Consultation

Dale@PXCRX.com







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2025 Documentation Priorities.

- 1. Prior authorization/Payment Justification
- 2. Uniform documentation process
- 3. Capture essential clinical information
- 4. Optimize clinical team communication
- 5. Memorialize clinical care that was provided

2025 Payer Preliminary Intake File Review...what are payers looking for?

- 1. Is RX, Clinical Documentation, Coding and Pricing in file?
- 2. What is the specific amputation level?
- 3. What is the patient wearing now?
 - a) How old is it?
 - b) Why is it being replaced?
- 4. What components (make & model) are being requested?
- 5. Why does the patient need this specific device?
- 6. Is Coding Compliant, is there more than one 99 code?

Top 10 Challenges with current SOAP note

- 1. Incomplete patient information
- 2. Not identifying make and model of components
- 3. Coding irregularities and non-compliant 99 codes
- 4. Copy and paste template language
- 5. Generic marketing justification for device
- 6. Lack of functional level justification
- 7. Inclusion of irrelevant and unnecessary information
- 8. Out of Warranty is not relevant
- 9. Patient Driven Request/Trial Fitting
- 10. Non-Compliant documentation

SOAP Charting For the New Millennium

Specific: Focus on relevant, specific and pertinent facts

Overview: Clearly identify the current status of patient & device

Accurate: Provide specific relevant details

Personalized: Focus on this patient's specific condition/needs

Specific: **Who** is the Patient?

- Name, Age
- Height/Weight
- Specific Amputation Level
- Functional Level

Overview: What do they Have and Condition?

- Type of Socket/Suspension
- Component Make/Model
- Age and Condition of Socket
- Age and Condition of Component(s)

 $oldsymbol{A}$ ccurate: $oldsymbol{What}$ do they <code>NEED</code>?

Make/Model of Major Components

 ${f P}$ ersonalized: ${f Why}$ do THEY need THIS?

• Why does <u>this</u> patient need <u>this</u> component?

$S_{\text{pecific,}}\,O_{\text{verview,}}\,A_{\text{ccurate,}}\,P_{\text{ersonalized}}\,Patient\,\,Documentation$

	Patient Nam	e:			Date:		
	Date of Birth	1			 I		
	Weight						
	Height						
_	Amputation	Level					
S	Functional Te						
	Functional R		nts				
WH0		•					
0							
	Current Pros	thetic Cor	ndition				
	Socket						
	Condition						
MHAT							
	Foot						
	Condition						
D							
	Knee						
	Condition						
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00	Rational						
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WHAT& WHY	17.0						
	Knee						
	Rational						