See MyoPro at AOPA!

Symposium: Upper Extremity Orthotic Interventions (C32)
Frederick Nahm, MD, PhD
Jonathan Naft, CPO
Danica Nordstrom, CO

New, innovative interventions on managing paralysis and tone in upper extremity orthotic solutions has gained significant momentum. As a result, many O&P facilities are now able to offer patients devices for the upper extremity that both improve therapeutic value as well as the functional outcomes. A panel of speakers including a leading neurologist, researcher, and CPO, will outline the medical need, summarize the outcomes, and provide recommendations in order for the O&P community to begin using new techniques. The O&P practitioners in the audience will be presented with the various new orthoses that have gained momentum. Outcomes have been collected from seven independent O&P offices to review the progress. Devices include powered upper extremity exoskeletons that are now being considered as the next standard of care in O&P upper extremity treatment.
Deanna Berlinski

My name is Deanna Berlinski and I am here to assist you with billing/administration of MyoPro claims. I have done extensive research and gathered valuable information that has enabled successful reimbursement for the MyoPro. I am here to answer your questions, help you obtain information from physicians and share everything we have learned about getting reimbursed for the MyoPro.

Begin by calling me. We will review the pre-authorization packet you received from your sales person. Then, after you have gathered all necessary documents and emailed them to me, I will make sure everything is ready to be mailed out. I will research your patient’s insurance policy to draft a cover letter for you that will make sure we are satisfying policy requirements. This will be added to your pre-authorization packet. I will then return all documents back to you for submission to the insurance company.

We are offering you my services since this is the best way to share what we have learned. I will set aside time once a week to call and check in with each of you. I look forward to working with you all.

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Your Patient Database – An Excellent Source for MyoPro Candidates

In our recent MyoPro marketing webinar, we discussed a number of ways in which O&P Practices can identify qualified MyoPro candidates. Perhaps one of the most straightforward approaches is residing within your patient database. A simple series of data sorts can reveal a subset of patients that may be appropriate for the MyoPro.

Approximately 80% of existing AFO/KAFO users with a CVA diagnosis will have upper extremity weakness. A good way to begin is to sort patients by AFO base code. (Applicable codes: L1932, L1930, L1940, L1945, L1950, L1951, L1960, L1970). Then sort the data by CVA diagnosis. Since the MyoPro is more readily reimbursed by private insurance vs. Medicare/Medicaid, you may also want to perform an additional sort by zip code. Select zip codes that are more likely to be associated with patients that have private insurance or workers compensation.

That’s it. Of course you will need to contact these patients either via a mailing (letter/brochure), email or telephone. The MyoPro team is here to help and can provide materials and telephone support for your patient outreach programs.

Alan Weinberg
Director of Marketing
alan@myomo.com
**MyoPro and Spinal Cord Injuries**

The majority of patients who seek out and are fitted with the MyoPro technology have sustained a stroke, however the MyoPro can be beneficial to a range of neurological diagnoses. We have fit patients with ALS, MS, brachial plexus injuries, traumatic brain injury and most recently, spinal cord injury. Traumatic injury to the spinal cord can result in long term neurological impairments in a variety of systems throughout the body, such as the musculoskeletal, respiratory and gastrointestinal systems. Injuries are classified as complete (when the spinal cord is completely severed) or incomplete (cord is partially severed or just bruised/inflamed etc). Where the injury occurs in the spinal column determines what nerves and muscles are affected and whether the individual is classified as a paraplegic or tetraplegic.

Some statistics about SCI (spinal cord injuries) from the Center of Disease Control:
- There are approximately 200,000 people currently living in the US with an SCI
- Between 12,000 – 20,000 new cases of SCI are reported annually
- The leading causes of SCI include motor vehicle accidents (46%), falls (22%), violence (16%) and sports (12%)
- Males account for 80% of SCI patients
- Most new cases occur in individuals younger than 30yrs (typically between 16-30 yrs old)

The current overriding therapeutic approach to treating SCI is compensatory – in rehab, patients are taught new movement strategies to participate in ADLs and mobility tasks. Paresis and paralysis are compensated for using bracing and assistive devices, and functioning muscle groups are strengthened. Research, however, is now providing support for and evidence that the central nervous system is malleable and can relearn after injury. This concept of neuroplasticity is now well documented. For patients with incomplete injuries the MyoPro technology can offer a chance to extend their therapy beyond the rehab facility and continue to engage in functional and repetitive task practice with their affected upper extremities. Over time this can result in improvements in upper extremity ROM and strength and functional outcomes. SCI patients can also benefit from using the MyoPro as an assistive device to help them increase their independence with tasks such as feeding, grooming, and leisure activities, among others.

For this particular group of patients, it is important to consider how they intend to incorporate the MyoPro into their existing routine, and what goals they are working towards. Many patients are wheelchair bound and dependent on others for all their care. They also have a great deal of equipment surrounding them, so it is important to make sure that the MyoPro will not only fit in with their daily program, but also their physical space. Patients with SCI who receive a MyoPro should always schedule a few sessions with a MyoPro certified therapist in order to get a tailored home exercise program that best suits their needs.
Spotlight on O&P Partner, Bulow Orthotic and Prosthetics

Bulow Biotech and Skyline Rehab: A Cross Care Continuum Partnership

Bulow Biotech Prosthetics was founded in Nashville, TN in 2006 by Matt Bulow. Matt’s vision has been to create the “go-to” place for patients to receive orthotic and prosthetic care and the best place for clinicians to provide it. These two ideals have built Bulow BioTech into a very successful practice in Middle Tennessee and attracted high-quality clinicians to join the team in other markets around the country. Today, Bulow Biotech has eight locations in four states and continues to seek additional opportunities for expansion.

The Bulow strategy is to provide clinicians and patients access to new, life changing technology which makes the MyoPro a natural fit. Bulow immediately began working to implement the technology across the care continuum through a partnership with TriStar Skyline Medical Center, a CARF-accredited stroke rehabilitation center in Nashville, TN.

Bulow BioTech introduced MyoPro custom orthosis and the mPower clinical kit to Skyline Rehab's management and provided extensive clinical training to Skyline's therapists. With initial training complete, the mPower Clinical Brace is now being introduced by Skyline’s therapists to patients in the acute phase after neurological injury. This improves patient outlook about recovery and increases awareness that Skyline is a Myomo-certified clinical partner.

Once a patient’s condition stabilizes during inpatient rehabilitation, the mPower is used by therapists as part of Skyline’s inpatient rehabilitation program. Bulow BioTech provides ongoing support of the mPower during IP rehab and works with Skyline to identify good candidates for the MyoPro brace that can be used in Skyline’s outpatient rehab programs.

Bulow BioTech’s partnership with Skyline Rehab was created to improve patient outcomes across the acute, inpatient rehabilitation and outpatient therapy continuum and deliver positive results for Skyline and Bulow BioTech. In addition, this partnership has created opportunities for Bulow BioTech to serve the many other O&P needs of Skyline’s patients.

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