

## **RICHIE AEROSPRING BRACING SYSTEM®**

### **Frequently Asked Questions**

#### ***How can I provide this bracing system to my patient?***

Contact any authorized Richie Brace® Distributor and ask for all information regarding the Richie AeroSpring Bracing System®, including pricing and prescription/order forms. Basically, all you have to do is take bilateral impression casts (slipper casts) and submit them with the prescription form to your lab distributor.

#### ***What if I do not want to order the foot orthotics and just want the carbon fiber brace?***

You may order the brace without the orthotics. The cost will be reduced by \$65.

#### ***What if I do not want to order the heel wedges?***

The heel wedges are recommended for certain pathologies but they are not required. The practitioner can indicate “no heel wedges” on the prescription form. Keep in the mind that certain pathologies will respond best to the system recommendations for certain heel wedge heights. Practitioners are advised to follow these guidelines which are based upon sound research and product testing.

#### ***Can I send a scan of my patient's feet instead of impression casts?***

No, at this time a impression cast is required

#### ***When and how do I change the height of the heel wedges?***

Please see our web page which describes the function and protocol for using the heel wedges.

#### ***What type of shoe is required for this bracing system?***

A lace-up oxford style shoe or athletic shoe with a removable insole is recommended to accommodate the carbon fiber footplate of the brace, as well as the foot orthosis. The 20mm heel wedges will fit and work properly in most athletic shoes.

#### ***Can the foot orthotics be used after the brace is discontinued?***

Yes, many of the conditions treated with the Richie AeroSpring Bracing System® do not require lifetime use of the carbon fiber AFO. Once the condition has healed, the foot orthoses can be worn separately from the brace itself.

#### ***My patient has insurance benefits which cover the AFO brace (code L1932) but does not cover the custom foot orthotics (L3000). What should I charge for the orthotics?***

You should charge the same fee which you normally charge your patients who must pay cash for foot orthotics. Keep in mind that the average reimbursement for the L1932 brace is \$800 and your profit from this component alone is between \$220 and \$280. Any charge for the foot orthotics will add directly to the profit from the system.

#### ***I am nervous about buying a system which has a price tag of \$580. How can I be certain that I will not lose any money here?***

The carbon fiber AFO (L1932) brace is PDAC-approved, so there is no reason for Medicare to deny the reimbursement if the patient meets medical necessity requirements. For other third-party payors, it is highly recommended that your office gain preauthorization for all codes relevant to the brace system.

***Why is the Richie AeroSpring custom orthotic a better option?***

- The orthotic is “bottom filled” with the flat surface to rest evenly on the heel wedges.
- The orthotic is made of dense crepe foam and is more forgiving (flexible) than a poly shell. With a rigid carbon graphite brace, we believe a flexible orthotic will be effective and more comfortable.
- We incorporate the Richie ArchLock which has great functional value for the patient.

***Can you bill Medicare for L3000 orthotics (left and right)? Will Medicare only pay for orthotics if it is attached to an AFO?***

Medicare will not pay for foot orthotics, even with the Richie AeroSpring System. The doctor must have the patient sign an ABN (Advance Beneficiary Notice) and then charge cash for the foot orthotics. The L3000 can be billed for private insurance.

***Is preauthorization with Medicare necessary?***

Medicare authorization is not needed since we have a PDAC letter. The supplemental insurance might require preauthorization, though it pays the co-pay most of the time if Medicare approves.