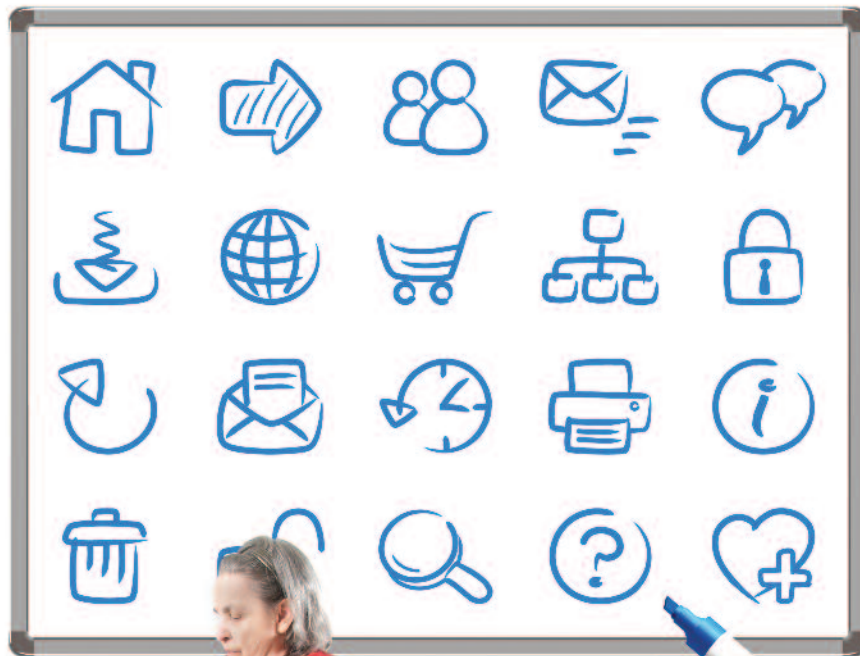


FUNDING GUIDE

FOR STANDING TECHNOLOGY

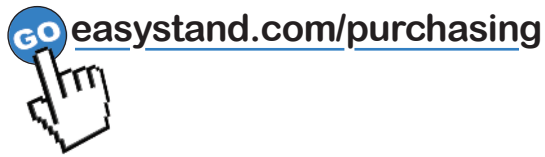
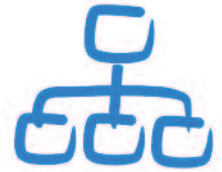
January 2011



EasyStand 

This booklet is a brief overview of the resources we offer online.
To access our complete Funding Guide to Standing Technology, go online to www.easystand.com/funding

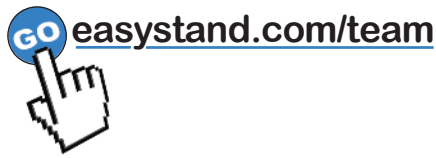
Steps to Obtaining a Stander



Thanks for considering the purchase of an EasyStand standing device. We have created this Funding Guide to help you navigate through the process of obtaining funding for a standing frame. Throughout this guide you will see shortcuts to specific web pages that will give you more detailed information on that topic. Start by reviewing the steps to obtaining a stander below.

- 1. Always start by getting approval from your physician.** Make sure that it is medically safe for you to stand.
- 2. Locate a local medical equipment supplier to purchase the EasyStand.** If you don't have a supplier, visit our online supplier locator at easystand.com/supplier-locator for assistance in finding an EasyStand supplier near you.
- 3. Trial the standing equipment** by gathering your team (therapist, supplier, caregiver & yourself) & making arrangements with your local supplier or EasyStand rep (your therapist may also help arrange this).
 - If you are seeking funding through private or public payers, your therapist will document the trial process (this will be needed for justification to your payers).
 - If you are paying for the stander yourself, place an order with your supplier after the product trial. Your supplier will deliver and set up the stander for you.
- 4. Normally, your therapist will write the letter of medical necessity/justification** including the trial process, with your physician co-signing the letter. For the best results, the initial letter should be clear and concise to avoid having to write additional letters. Go to easystand.com/lmn for a LMN checklist and samples of successful letters.
- 5. The letter is given to your supplier,** who will submit for prior authorization from your funding sources.
- 6. If your prior authorization is denied, you have the right to appeal the denial.** At easystand.com/appeals you will find resources to assist you through the appeal process or offer alternative funding sources. Remember, a denial is not a brick wall, just a road block. Many standers have been paid for after one or more appeals.
- 7. Once your funding is approved, the stander is ordered.** It will be assembled, delivered and fitted for you by your supplier.

Team Process



Knowing what your role is and who to turn to throughout the funding process provides for a more positive experience. For the greatest success in getting Complex Rehab Equipment paid for by your funding source, utilize the “Team Process” approach. While those involved vary from case to case, the team is often comprised of the Durable Medical Equipment Supplier, Clinician(s), the Enduser, and often the Caregiver or Family.

Consumer’s Role Includes:

- As the leader, they need to follow up on progress of the funding process through its conclusion.
- Choosing their rehab technology supplier.
- Being aware of their medical need to stand.
- Researching the benefits of standing.
- Specifying wants and needs in standing equipment.
- Trialing and determining the standing equipment.
- Being present for the final fit.
- Appealing if necessary (the consumer or legal guardian are the only ones who can start the process).
- Following through on their standing program (once the equipment is received and fitted) to achieve the outcome expected.

Caregiver/Family’s Role Includes:

- Handling the role of the consumer if they are under 21, or unable to do so themselves.
- Providing support and feedback to the team on transfer techniques and activities of daily living.

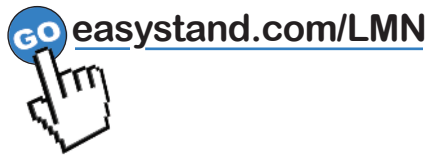
Rehab Technology Supplier’s Role Includes:

- Providing trial rehab equipment or scheduling to trial rehab equipment with a local manufacturer's rep.
- Having expertise on standing equipment and the options that are available.
- Acquiring prior authorization with your insurance company or payer source.
- Providing assembly, delivery and adjustments to individual fit.
- Assisting with the insurance appeals process if necessary.
- Being a valuable resource for a wealth of complex rehab equipment.

Clinician’s Role Includes:

- Physician must approve that it is medically safe for you to stand.
- PT/OT may recommend weight bearing/standing device and program.
- PT/OT may review standing equipment options and make recommendations.
- PT/OT usually writes the letter of medical necessity including trial process.
- Physician usually co-signs the therapist's letter of medical necessity or writes an additional prescription.
- PT/OT usually attends and assists in the final fit and adjustment of the standing equipment.
- If payer source denies standing device, PT/OT may write addendum or new letter of medical necessity and/or attend appeals hearing (via teleconference, in person, or recorded testimony).
- PT/OT may monitor the client's ongoing standing program.

Letter of Medical Necessity



A letter of medical necessity (LMN) or letter of justification (LOJ) is a detailed prescription that a therapist or physician writes to be submitted to the insurance provider. Visit our website at easystand.com/lmn for samples of specific letters of medical necessity, as well as articles and resources that will help you create an effective letter for your client. The letter should be client specific and not just a list of the medical benefits of standing. Here is a checklist that we have compiled to help you get started.

1. Detail the client: Who is this person medically, functionally, and socially?

- Include client's name, date of birth, diagnosis, onset, height, weight, primary funding.
- Provide a brief, but complete description of your client's level of function (*i.e. ambulation, transfers, ADL's, living environment, mobility, school/employment, transportation*).
- Describe your client's medical issues that will be affected by the standing technology and outcomes expected (*i.e. abnormal muscle tone and reflexes, range of motion, systemic functions, loss of bone density, etc.*).

2. Explain how the standing frame will help achieve functional goals/outcomes.

- What is the client's current therapy program at home, school, and/or work?
- What are their functional goals?
- What other less costly alternatives were considered (*i.e. ROM, splints, other methods of weight bearing*)?
- What medical intervention may be necessary if your client cannot receive a standing frame (*i.e. surgeries, bracing, etc.*)?

3. Describe the trial use of the proposed stander.

- What types of standing technology were considered and rejected?
- What standers were trialed? Why was each stander either approved or rejected?
- Provide the client's history of standing compliance.

4. Describe your recommendations for standing equipment.

- What type of standing technology is being recommended and why?
- What options/accessories are being recommended and why (*i.e. lateral supports to assist with symmetrical alignment of the upper body, ankle straps for L/E alignment, etc.*)?
- What is the prescribed standing program (*i.e. minutes/hours per day, days per week*)?
- Include the date and both the Therapist's and Doctor's signatures.

5. Include supporting material & media

- If needed, present photos & videos to convey the information along with written documentation.
- Include supporting documents: clinical studies, research, and a resource list.

Tips:

- Be complete, but concise: reviewers do not have time to read a novel.
- Re-submit and appeal when denied.

Research & Articles On Standing



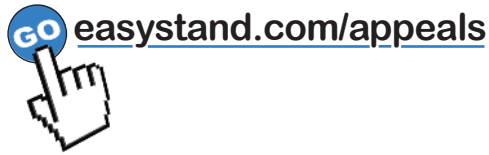
Research Studies Supporting Standing

For years, physicians and therapists have recommended standing/weight bearing to people with disabilities for a variety of medical benefits. Passive standing has been demonstrated to prevent, reverse, or improve many of the adverse effects of prolonged immobilization.

We have compiled a comprehensive list of research studies, articles and blogs documenting the many benefits of standing therapy. Go to easystand.com/research and search by health benefit, diagnosis, author, title, date published, or rating. We provide links to the abstract or full article when available.

Medical Benefits of Standing	Number of Research Studies
Prevent Calciuria and Maintain or Re-gain Bone Density	61
Standing Protocol and Overview of Benefits of Standing	56
Standing Frame Comparison/Product Evaluation	38
Reduce Spasticity, Tone, Spasms	24
Improve Range of Motion, Prevent Contractures	23
Effects of Immobilization	22
Improve Circulation/Respiratory/ Cardio Function	21
Develop or Improve Motor Ability	16
Promote Psychosocial Skills and Improve Sleep	13
Review of Literature	12
Improve Bladder Function	12
Improve Hip Integrity	8
Prevent Pressure Ulcers/Maintain Skin Integrity	8
Improve Bowel Function & Digestion	7
Improve Strength	5
Improve Pain Management	3
Activity Specific Studies	
Active (Reciprocal Leg Movement) Standing	14
Weight Bearing & FES (Functional Electrical Stimulation)	14
Mobile / Dynamic Standing	12
Vibration While Standing	12
Funding/Documentation for Standing Frames	11
Diagnosis Specific Studies	
Spinal Cord Injury	56
Cerebral Palsy	48
School-Based Therapy	10
Stroke	10
Multiple Sclerosis	3
Muscular Dystrophy	2
Elderly/Long-term Care/Nursing Homes	1

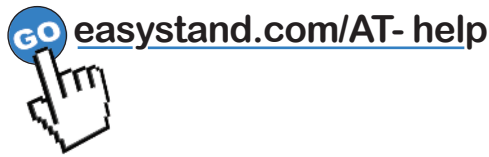
Appeals



While the benefits of standing are numerous, occasionally, payer sources do not see eye-to-eye with consumer needs. Many standing frames have been paid for after one or more appeals. Altimate Medical is here to help you understand and navigate through the health insurance appeals process for standing frames. Go to easystand.com/appeals for more articles and resources on appealing an equipment denial.

- 1. Don't take "No" for an answer.** Appeal if denied! As the consumer, you must start the appeals process.
- 2. Start by reviewing the documentation that was submitted.** Was it complete? For example, does it include the equipment trial process & the individual's specific medical needs? If you are not comfortable reviewing the letter of medical necessity yourself, you can fax (952-937-0821) or email (nancy@easystand.com) us and we would be happy to assist with the review. If further documentation is needed, go to your clinician for help. Photos/videos may help convey the information.
- 3. Request an appeal in writing.** This written request must be received by the payer within a specified time frame, usually 0-90 days (check your policy). Make sure to send a copy of the notice of denial with the payer appeal letter (keep the original letter and the notice of denial). The notice includes needed information such as recipient's name, address, and ID number.
- 4. An appeals referee will be assigned to hear your insurance appeal.** She or he may schedule a telephone hearing. You have the right to an in-person hearing, which is usually preferable. You can, in fact, state in your letter that the hearing be held in person.
- 5. Identify potential expert witnesses** such as a Physical Therapist, Occupational Therapist, a Psychiatrist, etc. In-person testimony is desirable; however, it is acceptable to have testimony by phone or in a written letter of medical necessity.
- 6. It is helpful to have assistance from an advocate or attorney.** PAAT (Protection Advocacy for Assistive Technology) attorneys are a free resource available to assist persons with disabilities and their families as they seek funding for Assistive Technology. Follow these basic steps to start the appeals process and go to easystand.com/AT-help for a directory of legal and funding services.

Funding/Legal Services



There are alternative resources that we feel are particularly helpful in obtaining funding for assistive technology. The resources are the PAAT attorneys and the AT Project. They have offices across the United States, so you can talk to someone locally who can help you. To find the PAAT attorney or AT Project in your state, go to easystand.com/AT-help.

PAAT (Protection Advocacy for Assistive Technology) Attorneys

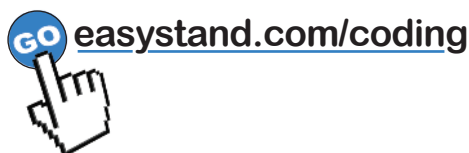
PAAT (Protection Advocacy for Assistive Technology) attorneys and advocates are a free resource available to assist people with disabilities and their families as they seek funding for Assistive Technology (AT). PAAT locations throughout the U.S. offer support, resources and guidance through the appeals process.

AT (Assistive Technology) Projects

Each state in the U.S. has a Assistance Technology Project that has information on the assistive technology resources for that state. AT Projects work to increase access of assistive technology to people of all ages and disabilities. Services that may be provided include:

- Awareness activities about Assistive Technology and its uses
- Advocacy for individuals & their families on their rights to AT services
- Technical assistance in selecting the appropriate AT devices
- Short term loan of AT equipment to try out at work, home, school, etc.
- AT resource information & referral to other programs

Coding for Standers



Altimate Medical's Sit to Stand Standing Frames are billed as DME (Durable Medical Equipment) to both Public and Private insurance companies and are routinely purchased. Existence of this code does not guarantee use or payment by all payers. Please check with your payer sources to determine how they are utilizing standing frame codes before submitting to the payer for prior authorization. For up-to-date coding information on all types of standing devices, go to easystand.com/coding.

EasyStand Standing Frame HCPCS Code:

E0637 - Sit to Stand System, w/ seat lift

Long description: Combination Sit to Stand system, any size including pediatric, with seat lift feature, with or without wheels.

Suppliers, stay abreast of the latest changes in coding and coverage through your payer sources for all DME. If you are having challenges or need assistance, call Nancy Perlich at 877-844-1172. In many states there are supplier associations that may be helpful in dialoguing with payer sources to correct the situation.



EasyStand

blog.easystand.com

After perusing the resources and links on easystand.com/funding, you may still have a question. Call Nancy Perlich, Funding Specialist at Altimate Medical. She can help you in the following areas:

- Assist** with correct HCPCS coding
- Help** you find an EasyStand Supplier or rep in your area
- Walk** through the "Team Process" with you
- Explain** what needs to be included in the Letter of Medical Necessity
- Review** your therapist's Letter of Medical Necessity before submitting
- Evaluate** documentation that was denied and suggest corrections
- Direct** you towards advocates that can help with the funding appeals process
- Help** find demonstration equipment for sale
- Work** with your state DME association concerning stander policy changes



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Standing technology should only be used under the guidance of a physician with recommendations for standing program protocol and any medical precautions. Standing programs should be monitored by the attending therapist. AMI maintains a policy of continual product improvement and reserves the right to change features, specifications, and prices without prior notification. Check with AMI for latest information. FORM LMN2011 Copyright © 2011 Altimate Medical, Inc. All rights reserved. Printed in the USA.