



**Nick Turner**  
Director of Sales,  
SureFit  
*Presenter*



**Scott Bolasky,**  
Senior Manager,  
Sales, SureFit  
*Co-presenter*



**Dr. Jeffrey Lehrman,**  
DPM, FASPS, MAPWCA,  
CPC, CPMA  
*Moderator*

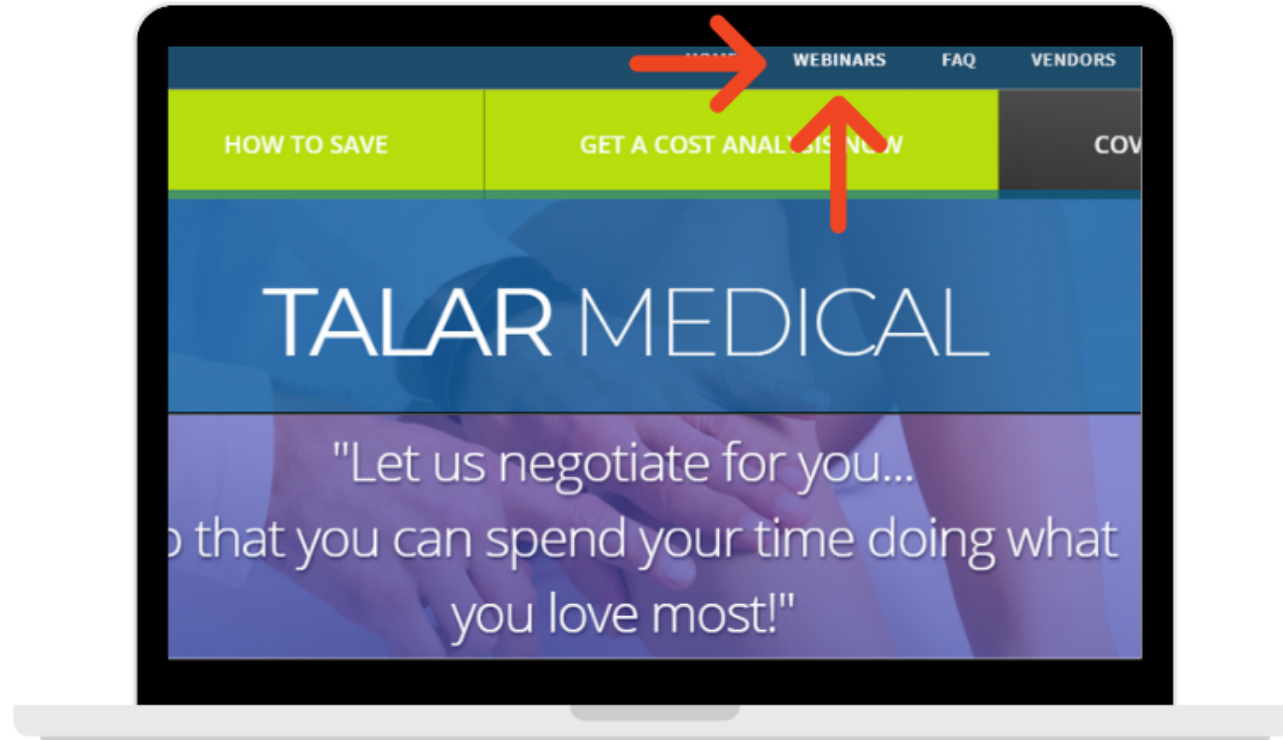
# Improving Your Practice's Diabetic Shoe Outcomes



**6/6/2023**  

---

**5pm PT / 8pm ET**



Find all the Talar Tuesday Webinar Replays  
on the Talar Medical website!

1. Visit [TalarMedical.com](https://www.talarmedical.com)
2. Look for “Webinars” in the menu



# Would you like to receive a personalized, no obligation, medical supply cost analysis?

## Here's how!

1. Send us the products you are currently ordering in excel spreadsheet format.

Please include:

- Current Vendor
- Item Description
- Manufacturer Number/SKU
- Unit of Measure
- Price

2. Email the spreadsheet to [admin@talarmedical.com](mailto:admin@talarmedical.com) or visit our website at [talarmedical.com/complimentary-medical-supply-cost-analysis/](http://talarmedical.com/complimentary-medical-supply-cost-analysis/)

\* Don't have Excel? We've got you covered! Just send us a copy of your most recent invoices. Please note, comparisons presented in receipt format do require longer turnaround time.



# What We Will Cover

- Background Information Slides: 3-14
- Medicare Document Management Solutions Slides: 15-20
- Shoe Selection and Fitting Support Slides: 21-24

The logo for SUREFIT is located at the bottom center of the slide. It consists of the word "SUREFIT" in a bold, blue, sans-serif font, enclosed within a light blue, rounded rectangular shape with a dark blue border. The logo is positioned on a decorative background of wavy, overlapping blue and light blue shapes that span the width of the slide.

SUREFIT

# About Us

Partnership is what we believe in. This means, as the world of healthcare evolves, we evolve along with you. We understand your priority is patient care, so it's our mission to continually expand our business to give you back time to spend with your patients. We will continue to provide exceptional service and explore new ways to save you money on material costs, but we've made it an objective to deliver more than just products.

With frequent changes in technology and healthcare policy, we recognize your need to adapt quickly. We are committed to providing you with resources you need to make shifts in your practice that improve patient outcomes.

With efficient distribution and the fuel to grow your practice, we'll be prepared to knock down the future. *So, let's grow together.*

The logo for SUREFIT, featuring the word "SUREFIT" in a bold, blue, sans-serif font. The text is contained within a light blue, rounded rectangular shape that has a dark blue outline and a slight shadow effect, giving it a three-dimensional appearance. The logo is positioned on a dark blue wavy line that runs across the bottom of the slide.

**SUREFIT**

# A Hanger Inc. Company

## Hanger Business Segments



### NEWS RELEASE

## Hanger, Inc. Completes Acquisition by Patient Square Capital

10/3/2022

AUSTIN, Texas--(BUSINESS WIRE)-- Hanger, Inc. (NYSE: HNGR), a leading provider of orthotic and prosthetic (O&P) patient care services and solutions, today announced the completion of its previously announced transaction to be acquired by Patient Square Capital, a leading dedicated health care investment firm, in an all-cash transaction. The acquisition was previously announced on July 21, 2022, and Hanger's stockholders approved the transaction at a Special Meeting of Stockholders held on September 30, 2022.

As a result of the completion of the acquisition, Hanger stockholders will receive \$18.75 in cash per share of common stock, and Hanger's common stock will no longer be traded on the New York Stock Exchange (NYSE). With the closing of the transaction, Hanger will now be a private company and will have more flexibility to invest in future

# Background:

The Centers for Medicare and Medicaid Services (CMS) have specific documentation necessary prior to dispensing diabetic footwear.

The Therapeutic Shoes for Persons with Diabetes (TSD) was passed in 1993 as an Act of Congress.

The bill was designed to help prevent lower limb ulcers, amputation, and other complications in people who are diagnosed with diabetes.

*According to Podiatry Management's 2023 Annual Survey, only 48% of podiatrists dispense therapeutic shoes (an increase of 4% since 2022).*

Onerous Medicare documentation requirements and audits have significantly reduced the number of providers dispensing therapeutic footwear.

The logo for SUREFIT, featuring the brand name in a bold, blue, sans-serif font. The text is contained within a light blue, rounded rectangular shape that has a subtle gradient and a slight shadow, giving it a three-dimensional appearance. This logo is positioned on a decorative graphic consisting of several overlapping, wavy bands in shades of blue and light blue that flow across the bottom of the slide.

SUREFIT®

# Background:

Comprehensive foot care programs can reduce diabetic foot amputations between **45-85%** according to the Centers for Disease Control (CDC).

Less than **20%** of those who qualify for diabetic shoes are actually receiving them.

The leading cause of non-traumatic lower limb amputations in the United States is Diabetes.

A retrospective study compared over 26,000 patients who received shoes and inserts and the results showed a **12%** reduction in ulcers and an **18%** reduction in amputations.



**SUREFIT**



# What is a Diabetic Shoe:

PDAC (Pricing Data Analysis and Coding)

A5500 Long description: For diabetics only, fitting (including follow-up), Custom Preparation and Supply of off-the-shelf depth inlay shoes manufactured to accommodate multi density insert(s) per shoe.

## ***4 Main Criteria for a Diabetic Shoe:***

1. Provides a minimum of 3/16'' of additional depth
2. Leather or other suitable material
3. Closure system
4. Available in full and half sizes with a minimum of three widths



**SUREFIT**

# What is a Diabetic Insert:

A5512: Multiple-density insert, direct-formed, molded to foot after external heat source of 230 degrees F, or higher, total contact with patient's foot, including arch, base layer minimum of 1/4" material of Shore A 35 Durometer or 3/16" material of Shore A 40 Durometer (or higher), prefabricated, each

A5513/A5514: Multiple-density insert, custom-molded from model of patient's foot, total contact with patient's foot, including arch, base layer, minimum of 3/16" material of Shore A 35 Durometer (or higher), including arch filler and other shaping material, custom fabricated, each

L5000: Partial foot, shoe insert with longitudinal arch, toe filler

The logo for SUREFIT, featuring the brand name in a bold, blue, sans-serif font. The text is contained within a stylized, light blue oval shape that has a darker blue border and a slight 3D effect. The logo is positioned on a dark blue wavy line that runs across the bottom of the slide.

**SUREFIT**

# What Medicare Covers:

For patients meeting these criteria, coverage is limited to one of the following within one calendar year (January-December).

- One pair of depth shoes (A5500) and
- 3 pairs of inserts (either A5512 or A5513/A5514).

Custom diabetic Inserts with a variety of material combinations:

Bi-Laminated EVA Base  
Accommodative



Tri-Laminated EVA Base  
Accommodative



Multi-Density Cork Base  
Accommodative



## SUREFIT - Heat Moldable Inserts

- High durometer heat moldable EVA base layer designed to achieve and maintain total contact until time for 4 month replacement



**SUREFIT**

# Definitions:

The **Certifying Physician** provides the medical care for and manages the beneficiary's systemic diabetic condition.

- The Certifying Physician must be a D.O. or M.D.
- The Certifying Physician may not furnish shoes unless he/she is in a defined rural area or health professional shortage area.
- The Certifying Physician cannot be a podiatrist.

The **Prescribing Physician** writes the order for the therapeutic shoes, modifications, and inserts.

- May be podiatrist, M.D., D.O., Physician Assistant, Nurse Practitioner, or a Clinical Nurse Specialist.
- Must be knowledgeable in diabetic shoes and inserts.
- The Prescribing Physician can be the supplier.

# Definitions:

The *supplier* is the actual entity that furnishes the shoe, modification, and/or insert and bills Medicare.

- The supplier may be a podiatrist or other qualified individual
- The Prescribing Physician may be the supplier
- The Certifying Physician may be the supplier only if he/she is practicing in a defined rural area or a defined health care professional shortage area.

# Criteria for Medicare Coverage:

For an item to be covered by Medicare, a written signed and dated order must be on file with the following criteria:

- 1) The patient has diabetes mellitus (This information is documented on the Statement of Certifying Physician); **AND**
- 2) The patient has one or more of the following conditions:
  - a) Previous amputation of the foot or part of either foot, or
  - b) History of previous foot ulceration, or
  - c) History of pre-ulcerative calluses of either foot, or
  - d) Peripheral neuropathy with evidence of callous formation, or
  - e) Foot deformity, or
  - f) Poor circulation, **AND**
- 3) The certifying physician who is managing the patient's systematic diabetes has certified that indications 1) and 2) are met and that he/she is treating the patient under a comprehensive plan of care for his/her diabetes and that the patient needs diabetic shoes

The logo for SUREFIT, featuring the brand name in a bold, blue, sans-serif font. The text is contained within a stylized, light blue oval shape with a darker blue border. The background of the slide features a decorative wavy pattern in shades of blue and light blue, with a small red triangle at the bottom right corner.

**SUREFIT**

# Medicare Requires:

The Statement of Certifying Physician (SCP) must be signed and dated within **3 months** prior to dispensing footwear.

The Prescription must be signed and dated within **6 months** prior to dispensing footwear.

The physician treating the diabetes must conduct a clinical foot assessment within **6 months** and document the foot conditions. Clinical notes should be reflected on the SCP.

Supplier will have clinical notes on file, or have access to those notes.

# One-Stop Therapeutic Shoe Distributor

One Invoice + One Supplier = Less Headaches

- Customer service, distribution center, and lab based in Alpharetta, GA

**ANODYNE**



**SUREFIT**



# Medicare Document Management (MDM)

## A Scalable System to Navigate the Therapeutic Shoe Bill

Reduce Audit Risks and Increase Timely Reimbursements



### Expert Review

Our Medicare Document Review Team will thoroughly review your documentation to ensure accuracy and completeness.



### Store Records

Store your end-to-end patient documentation for therapeutic shoes for audit checks.



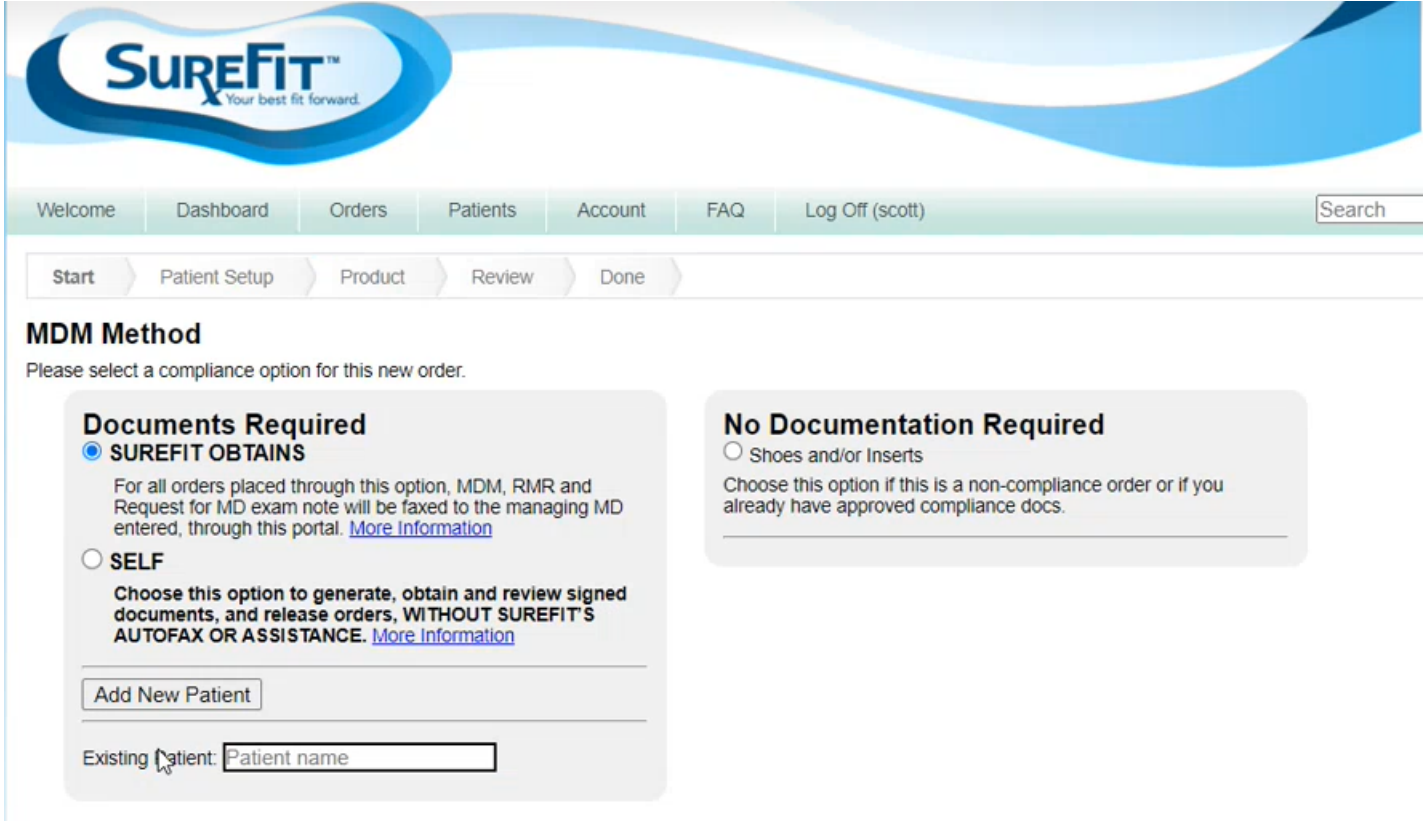
### Automate PCP Follow Ups

Utilize SureFit's MDM program to streamline patient paperwork and physician referrals without burdening your staff.

**SUREFIT**

# MDM Objectives

- Streamline Processes
  - Standardize paperwork and workflows
  - Centralize paperwork for all diabetic shoes/ inserts patients in a singular portal for future audits
  - Track and manage timelines and due dates
- Minimize Burden on Back-office Staff
  - SureFit to manage PCP follow ups
- Eliminate/Reduce Non-Approved Orders
  - Shoes/Inserts are only delivered when paperwork is verified and approved
- Improve Collections Rates



The screenshot shows the SUREFIT web portal interface. At the top is the SUREFIT logo with the tagline "Your best fit forward." Below the logo is a navigation bar with links for Welcome, Dashboard, Orders, Patients, Account, FAQ, and Log Off (scott), along with a search box. A breadcrumb trail shows the current path: Start > Patient Setup > Product > Review > Done. The main content area is titled "MDM Method" and asks the user to "Please select a compliance option for this new order." There are two main options: "Documents Required" and "No Documentation Required". Under "Documents Required", there are two sub-options: "SUREFIT OBTAINS" (selected) and "SELF". The "SUREFIT OBTAINS" option includes a description and a link to "More Information". Below this section is an "Add New Patient" button and a text input field labeled "Existing Patient:" with a placeholder "Patient name".

**SUREFIT™**  
Your best fit forward.

Welcome Dashboard Orders Patients Account FAQ Log Off (scott) Search

Start Patient Setup Product Review Done

### MDM Method

Please select a compliance option for this new order.

**Documents Required**

**SUREFIT OBTAINS**

For all orders placed through this option, MDM, RMR and Request for MD exam note will be faxed to the managing MD entered, through this portal. [More Information](#)

**SELF**

Choose this option to generate, obtain and review signed documents, and release orders, WITHOUT SUREFIT'S AUTOFAX OR ASSISTANCE. [More Information](#)

Add New Patient

Existing Patient:

**No Documentation Required**

Shoes and/or Inserts

Choose this option if this is a non-compliance order or if you already have approved compliance docs.



**Pending Orders placed under 30 days**

[Place New Order](#)

Order #	Patient	DPM	Managing MD	Method	Ordered	Documents			Lab #	MDM Completed
						RMR	CMN	MDCN		
<a href="#">288329</a>	<a href="#">person_fake</a>	DPM Tester, Jill	<a href="#">Bennet, Ben</a>	MDadd	3/6/2023	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		<b>DPM</b>

Showing 1 to 1 of 1 entries

[First](#) | 
 [Previous](#) | 
 [1](#) | 
 [Next](#) | 
 [Last](#)

▶ **Pending Orders placed 30 days or over** [\[click to expand\]](#)

**Last 10 Completed Orders**

Order #	Patient	DPM	Managing MD	Ordered	MDM		Lab #	Shipping	
					Method	Rcvd		Date	Location
<a href="#">288125</a>	<a href="#">patient_fake</a>	Meador, Jill	<a href="#">Dallas, Korbin</a>	3/2/2023	MDadd				alpharetta
<a href="#">287945</a>	<a href="#">patient_fake</a>	DPM Tester, Jill	<a href="#">Chung, Kelly</a>	2/28/2023	MDadd				alpharetta
<a href="#">287934</a>	<a href="#">purycar_steve</a>	Queen DPM, Rich	<a href="#">Brown, Bobby</a>	2/27/2023	MDadd				alpharetta
<a href="#">287491</a>	<a href="#">patient_fake</a>			2/21/2023	None				alpharetta
<a href="#">287489</a>	<a href="#">patient_fake</a>			2/21/2023	None				alpharetta
<a href="#">287438</a>	<a href="#">Testing, Kelly</a>	Test, Kelly	<a href="#">Chung, Kelly</a>	2/20/2023	MDadd				alpharetta
<a href="#">287419</a>	<a href="#">Test, Kelly</a>	Adams, Jenny	<a href="#">Chung, Kelly</a>	2/20/2023	MDadd				alpharetta
<a href="#">287379</a>	<a href="#">Kelly_Test</a>	Test, Kelly	<a href="#">Face, Smiley</a>	2/17/2023	MDadd				alpharetta
<a href="#">287367</a>	<a href="#">patient_fake</a>	DPM Tester, Jill	<a href="#">Bennet, Ben</a>	2/17/2023	MDadd				alpharetta



### Order #255126

[Print Order](#) | [MDM Documents](#)

#### Order Header

**Created:** 10/13/2021  
**Patient:** [DELETE, DO NOT](#)  
**Podiatrist:** Adams, Jenny  
**Doctor:** [BEIBER, JUSTIN](#)  
**Ordered By:** [Clair Dollinger](#)  
**Order Type:** Patient  
**MDM Method:** MDadd  
**LabOrderNumber:** 123456789  
**Tracking #:**  
**Collect Measurements Via:** Crushbox  
**Shipped:**  
**Order Incomplete:**   
**Order Alert:**



**Delivery Location**  
alpharetta  
123 any street  
Alpharetta , GA 12345

---

**Dates:** [\(Click here to find details of Dates\)](#)  
**DPM Evaluation Date:** 10/13/2021  
(Must dispense within 6 months of DPM evaluation date)

**CPS Signature Date:**  
(Must dispense within 90 days of signature date from the practitioner)

**RMR Signature Date:**  
(Must dispense within 90 days of signature date from the practitioner that performs diabetes management)

**Practitioner Evaluation Date:**  
(Must dispense within 6 months of evaluation date describing diabetes management.)  
MDadd: Evaluation date will be on the Chart Note  
CMNRMR: Evaluation date will be on the RMR

#### Order Details

**Order Comments:** DO NOT DELETE OR ADD TO TREND

Line	Item Type	Part #	Description	Qty
1	Mens Shoes	S175-2	SureFit Barbados S175-2 Oiled Leather, Lace (Custom Size Custom Width)	1
2	Custom	A14	A5514 / Model# SFTK0903 Custom Multi-Density Insert (Custom Size Custom Width)	3

#### History



## Order Complete - Thank you for your order!

SureFit will fax MDM documents to Bennet, Ben at 5054443333.

### 1. View your order documentation

The documentation package contains:

- [MDM Cover](#) - Fax Cover Letter to MD or DO that is managing the Patient's Diabetes
- [CPS RMR Cover](#) - CPS and RMR Cover Letter to MD or DO that is managing the Patient
- [Co-Sign Cover](#) - Co-Sign Cover Letter to MD or DO that is managing the Patient's Diabetes
- [CPS Dated Prior to RMR Cover](#) - CPS dated prior To RMR Cover Letter to MD or DO that is managing the Patient
- [Certifying Physician Statement](#) - Faxed to MD/DO. MD or DO must sign, date, and keep signed copy in Patient's chart.
- **NEED DPM SIGNATURE**  
[Relevant Medical Records](#) - DPM MUST sign and date prior to faxing to MD. Faxed to MD/DO. MD or DO must sign and date this summary of qualifying diagnosis and findings acknowledging his/her agreement. The MD or DO must write in the date the patient was last seen by him/her. RX is included in this note. Keep signed copy in Patient's chart.
- [MD Treatment Verification](#) - Faxed to MD/DO. OPTIONAL document. Does not replace a chart note from MD/DO that shows Diabetes management, when responding to a prepayment review.
- [Patient Instructions Warranty Receipt](#) - Patient signs and dates at dispensing. Give a signed copy to the patient and keep the signed original in Patient's chart.
- [Recommended Delivery Information](#) - We recommend that this information be signed/dated and included with your EHR/CHART notes when you dispense. We encourage you to update any additional findings at the time of delivery.
- [DMEPOS Supplier Standards](#) - Give patient a copy at dispensing.
- [Attestation Form](#) - Faxed to MD/DO to obtain signature for MD/DO chart note.
- [Chart Note Request](#) - Faxed a request for chart note describing diabetes management from MD/DO.
- [Crush Form](#) - Keep a copy of this form in the Patient's chart to document in person evaluation and fitting. The original (hard copy) form may be used if client is selecting size. Must be completely filled out if a SureFit CPed is selecting size.
- SureFit will obtain MDM signatures and notify you upon receipt at the email address we have on record ([sbolasky@surefitlab.com](mailto:sbolasky@surefitlab.com)). Details are always available on the [order details page](#).

## Podiatry Notes

**Patient Name:** fake person **D.O.B:** 1/1/1940 **Order #:** 288329 **Evaluation Date:** 3/6/2023

**fake person** presents today to determine the risk of ulceration related to **Diabetes Mellitus without complications**. Physical examination has revealed that **fake person** is at risk of developing infections and or ulcerations, which would be reduced with properly fitted therapeutic shoes and diabetic or custom accommodative inserts.

Physical examination also revealed that the patient has the qualifying foot conditions:

\* Other hammer toe(s) (acquired), left foot 2nd digit

I am prescribing:

1. 1 Left and 1 Right - SureFit Acapulco S606-2 Camel, Hook & Loop depth-inlay therapeutic footwear
2. 3 Left and 3 Right - Bilaminate Insert (Custom Molded Insert)

Therapeutic footwear is medically necessary for this patient to achieve and maintain total contact with the plantar aspect of the patient's foot and to prevent infection and ulceration. Brannock measurements of the patient's foot were taken. A negative impression, cast, or CAD/CAM image of the patient's foot was made, as custom inserts were prescribed. I am sending a certifying statement to the patient's physician to certify the need for footwear and a copy of these records to verify the presence of the qualifying foot conditions listed on the certifying statement. Shoes and inserts will be dispensed when the certifying letter and these relevant medical records have been signed and returned by the patient's physician. These documents will be incorporated as part of the medical records of Dr. Ben Bennet and if requested a copy will be provided.

Medicare requires the Practitioner must have an in person visit with the patient during which diabetes management is addressed within 6 months prior to delivery of the shoes/inserts.

Effective 11/5/20 an NP/PA working incident to an MD/DO may sign and date, please print name

Practitioners enrolled and participating in the PCF Model Demonstration Project can sign independent of an MD/DO.

### Electronic Signature

**THIS ORDER NEEDS TO BE ELECTRONICALLY SIGNED BY DPM: Jill DPM Tester**

[Back to MDM Documents](#)

I agree with the findings as noted in the above information from the Podiatrist Consultation Report from an in person visit with Jill DPM Tester, DPM, this patient's podiatrist. I have incorporated this document information into the patient's medical records. I stipulate that the patient has diabetes mellitus and I am managing the patient's diabetes mellitus under a comprehensive plan-of-care. This patient requires diabetic therapeutic shoes and insoles as part of that overall plan-of-care.

Signature: \_\_\_\_\_

(Dr. Ben Bennet MD)

Date: \_\_\_\_\_

( mm/dd/yy )



# Shoe Selection & Fitting Guides Provided

<b>MILD</b>	 SureFit Paris 5676-1	 Apex Sierra Trail Runner V753W	 Apex Voyager Walker V854W	 Apex Breeze FitLight A7000W	 New Balance 813 WW813BK	 New Balance 813 WW813WT	 Propet Travelfit Prestige WAA002MSIB	 Propet Travelfit Prestige WAA002MBLK
	 SureFit Acapulco 5606-1	 SureFit Acapulco 5606-2	 SureFit Acapulco 5606-7	 SureFit Acapulco 5606-8	 SureFit Athens S136-1	 SureFit Manila S125-1	 SureFit Sydney S636-1	 SureFit Valencia S325-1
<b>MODERATE</b>	 Apex Donna A730W	 Apex Janice A300W	 Apex Linda A830W	 Apex Lisa A330W	 Apex Regina A700W	 Apex XS21W	 Apex XS27W	 Apex XS32W
	 Apex X801W	 Apex X821W	 Apex X826W	 Brooks GTS Adrenaline 120353-D45	 Dr. Comfort Annie 4550	 Dr. Comfort Annie 4520	 Dr. Comfort Betty 3820	 Dr. Comfort Breeze 0820
	 Dr. Comfort Cara 38010	 Dr. Comfort Grace 10325	 Dr. Comfort Katy 37750	 Dr. Comfort Katy 37755	 Dr. Comfort Katy 37770	 Dr. Comfort Marla 0910	 Dr. Comfort Meghan 37850	 Dr. Comfort Meghan 37855
	 Dr. Comfort Patty 1010	 Dr. Comfort Refresh 3950	 Dr. Comfort Refresh 3976	 Dr. Comfort Refresh 3925	 Dr. Comfort Spirit 3240	 Dr. Comfort Victory 3470	 Dr. Comfort Vigor 2520	 Dr. Comfort Vigor 2510
	 SureFit Dublin 5626-1	 SureFit Lima 5320-1	 Apis 628-E	 Apis 9306-BLK	 Apis 9315-BLK	 Apis 9327-GRY	 Dr. Comfort Lucie X 2610	 Dr. Comfort Spirit X 2410
<b>SEVERE</b>								

**SUREFIT**

# Shoe Sizing Options

**B. Foot Measurements:**

i. Request patient stand with feet hip width apart. Position one foot on the men's or women's Brannock device.

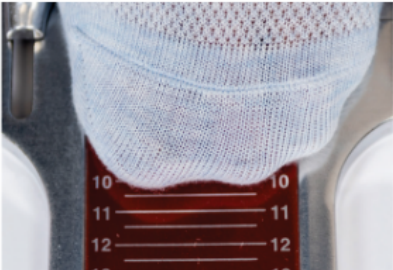


Place patient's heel at rear edge of the appropriate(right or left) heel cup



Look directly over the patient's foot to get the most accurate read on the device

ii. Fill in the following four measurements (continued on the next page) on the order form:



**Heel to Toe:** Take measurement of longest toe on the center scale. As pictured, measurement would be recorded a 10+ as longest toe length is between 10 & 10.5



**Heel to Ball (Arch Length):** Position heel to ball device snug against the first metatarsal head. Record the arch length. As pictured, the measurement for the left foot is 11

Please have C.Ped Determine Shoe Size

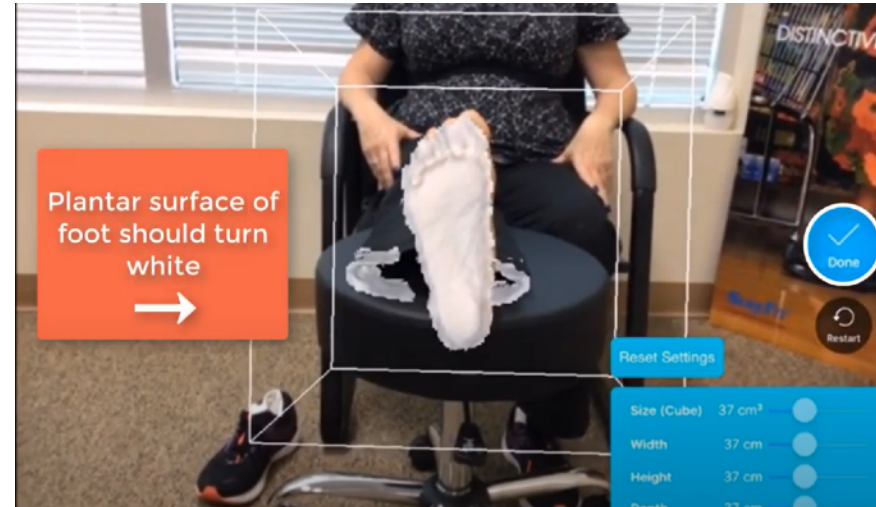
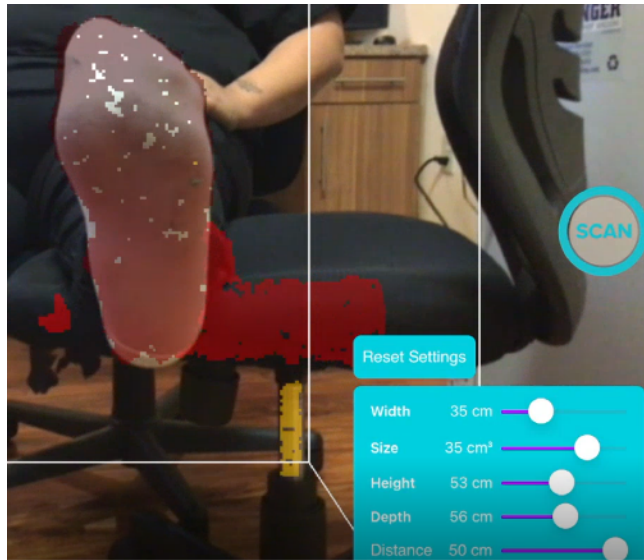
FOOT MEASUREMENTS	Left	Right
Heel to Toe		
Heel to Ball (arch length)		
Width (use the heel to toe)		
Semi-Circumference (inches)		
Current Shoe and Fit:		





# Scanning Solutions

The easiest way to order custom diabetic inserts



SUREFIT®

# Multiple Ways to Order



Online/Scanner Ordering



Crush Box Ordering



MDM Ordering



**SUREFIT**

# *Let's Grow Together*

Scott Bolasky  
Senior Sales Manager

[E: sbolasky@surefitlab.com](mailto:sbolasky@surefitlab.com)

P: 484-538-6221

[www.SureFitLab.com](http://www.SureFitLab.com)

The logo features the word "SUREFIT" in a bold, blue, sans-serif font. The text is contained within a white, rounded rectangular shape that has a blue border and a slight 3D effect, as if it's a pill or a capsule. This logo is positioned on a dark blue wavy line that runs across the bottom of the slide.

**SUREFIT**