



**DDSN Executive Memo**

**TO: EXECUTIVE DIRECTORS, DSN BOARDS  
CEOS, CONTRACTED SERVICE PROVIDERS**

**FROM: SUSAN KREH BECK, ED.S., LPES, NCSP, ASSOCIATE STATE DIRECTOR, POLICY** *SKB*

**DATE: JUNE 14, 2021**

**RE: Market Rate Case Management Issue –May 2021 Billing Report**

Attached is the "Case Management Revenue by Provider" report for May 2021. The reports include: (1) the average monthly revenue per waiver individuals, (2) the average revenue per non-waiver individuals (MTCM/SFCM) and (3) a total average revenue per individual. The statewide average revenue per individual is outlined in the chart for May. The average revenue per individual decreased from \$104.00 in April to \$100.60 in May.

May 2021		
Statewide Average Revenue Per Individual by Category		
WCM	MTCM/SFCM	Total
\$104.10	\$80.70	\$100.60

Of the individuals enrolled in the waiver on May 31, 806 did not have a reportable note submitted during the month of May despite the WCM requirement to do so. This represents 6.4 % of the waiver individuals in the system. This represents a increase of 1.4% from the prior month of April. During the month of January 2021, DDSN began looking for trends of individuals who have not been contacted for consecutive months. Individual providers and case managers are being notified and technical assistance is being provided as necessary.

**Invoices**

In addition to payment for Medicaid ineligible, there are units not paid this month that can possibly be corrected and resubmitted next month. Please see the memo sent on September 9, 2019, regarding [Invoice Report Analysis Guidance](#) for instructions to take action on the invoice issues. A review of the May 2021 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description - May 2021	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.16	0.22
% of units not paid due to wrong template	0.00	0.06
% of units not paid - other	0.00	0.00

If you have questions, please contact Janis Moore at [janis.moore@ddsn.sc.gov](mailto:janis.moore@ddsn.sc.gov) or (803) 898-9703 or Lori Manos at [lmanos@ddsn.sc.gov](mailto:lmanos@ddsn.sc.gov) or (803) 898-9715.

**Sensitivity Analysis of Case Management Market Rate Risk  
May 2021 Data (Run 6/8/21)**

Provider #	Provider Size	Average Waiver Revenue per Waiver Enrolled Individual	Average MTCM/SFCM Revenue per Individual	Total Average Revenue per Person	25% Quartiles
Provider 35	Very Small	\$ 180.10	\$ -	\$ 180.10	Top Quartile \$116.69 - \$180.10
Provider 13	Very Small	\$ 174.63	\$ 122.31	\$ 166.90	
Provider 34	Very Small	\$ 135.50	\$ 145.71	\$ 136.22	
Provider 23	Small	\$ 131.41	\$ 158.13	\$ 132.60	
Provider 29	Very Small	\$ 134.97	\$ 84.58	\$ 131.12	
Provider 8	Small	\$ 127.68	\$ 124.55	\$ 127.40	
Provider 11	Very Small	\$ 124.87	\$ 435.00	\$ 127.22	
Provider 14	Small	\$ 122.93	\$ 185.00	\$ 126.50	
Provider 16	Large	\$ 121.93	\$ 101.35	\$ 120.66	
Provider 18	Medium	\$ 114.74	\$ 138.64	\$ 116.89	
Provider 1	Large	\$ 126.73	\$ 85.81	\$ 116.69	Upper Middle Quartile \$106.86 - \$116.01
Provider 2	Very Small	\$ 138.03	\$ 76.09	\$ 116.01	
Provider 4	Large	\$ 133.93	\$ 81.71	\$ 115.59	
Provider 10	Large	\$ 116.51	\$ 90.71	\$ 112.00	
Provider 25	Very Small	\$ 127.95	\$ 26.30	\$ 111.94	
Provider 54	Very Small	\$ 45.01	\$ 155.97	\$ 110.50	
Provider 6	Medium	\$ 115.89	\$ 46.43	\$ 108.91	Lower Quartile \$75.72 - \$100.37
Provider 41	Very Small	\$ 119.49	\$ 25.71	\$ 106.86	
Provider 33	Large	\$ 103.01	\$ 81.09	\$ 100.37	
Provider 21	Small	\$ 99.32	\$ 92.86	\$ 98.94	
Provider 7	Very Small	\$ 120.40	\$ 64.41	\$ 98.77	
Provider 46	Very Small	\$ 101.90	\$ 36.00	\$ 98.07	
Provider 15	Very Small	\$ 91.02	\$ 172.50	\$ 95.35	
Provider 42	Small	\$ 99.75	\$ 19.58	\$ 94.35	
Provider 20	Medium	\$ 91.03	\$ 23.24	\$ 86.03	
Provider 19	Large	\$ 84.93	\$ 96.04	\$ 85.75	
Provider 24	Very Small	\$ 81.23	\$ 86.32	\$ 81.85	Bottom Quartile \$27.69 - \$72.98
Provider 3	Large	\$ 82.75	\$ 59.41	\$ 81.43	
Provider 17	Small	\$ 83.12	\$ 45.00	\$ 76.08	
Provider 22	Large	\$ 76.99	\$ 59.73	\$ 75.72	
Provider 9	Very Small	\$ 79.23	\$ 39.67	\$ 72.98	
Provider 26	Very Small	\$ 74.51	\$ 21.00	\$ 71.47	
Provider 5	Large	\$ 71.89	\$ 69.16	\$ 71.27	
Provider 30	Very Small	\$ 72.01	\$ -	\$ 70.96	
Provider 31	Very Small	\$ 66.59	\$ 71.43	\$ 67.65	
Provider 32	Medium	\$ 69.42	\$ 35.69	\$ 66.53	
Provider 39	Small	\$ 59.68	\$ 31.56	\$ 57.85	
Provider 38	Small	\$ 63.08	\$ 0.88	\$ 55.74	
Provider 45	Very Small	\$ 49.84	\$ 113.75	\$ 52.04	
Provider 44	Very Small	\$ 28.98	\$ 5.00	\$ 27.69	