



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: NOVEMBER 18, 2020

RE: Market Rate Case Management Issue – October 2020 Billing Report

Attached is the "Case Management Revenue by Provider" report for October 2020. 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 October. The average revenue per individual decreased marginally from \$111.65 in September to \$110.71 in October.

Statewide Average Revenue Per Individual by Category			
	WCM	MTCM/SFCM	TOTAL
October 2020	\$ 113.47	\$ 94.32	\$ 110.71

Average Revenue per Individual by Category

Of the individuals enrolled in the waiver on October 31, 2020, 475 did not have a reportable note submitted during the month of September despite the WCM requirement to do so. This represents 3.9 % of the waiver individuals in the system. This represents a decrease of 0.7 % from the prior month of September. Neglecting to act to meet requirements may lead to compliance issues. DDSN will continue to reach out to providers who have excessive numbers of individuals who did not have a reportable note submitted to assist with identifying strategies to reduce this percentage.

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 October 2020 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description	WCM	MTCM
% of units that were paid but Medicaid ineligible	0.11%	0.32%
% of units not paid due to wrong template	0.13%	5.18%
% of units not paid - other	0.00%	0.00%

If you have questions, please contact Ben Orner at borner@ddsn.sc.gov or (803) 898-3520 or Lori Manos at lmanos@ddsn.sc.gov or (803) 898-9715.

October 2020 Case Management Revenue by Provider					
Provider Name	Provider Size	Average Waiver Revenue per Waiver Enrolled Individual	Average MTCM/SFCM Revenue per Individual	TOTAL Average Revenue per Individual	25% Quartiles
Provider 13	Very Small	\$ 182.00	\$ 187.27	\$ 182.67	Top Quartile \$133.90 - \$182.67
Provider 31	Very Small	\$ 131.84	\$ 290.00	\$ 166.44	
Provider 15	Very Small	\$ 162.24	\$ 94.29	\$ 158.21	
Provider 4	Large	\$ 153.56	\$ 123.90	\$ 142.06	
Provider 34	Very Small	\$ 148.04	\$ 37.50	\$ 141.34	
Provider 35	Very Small	\$ 143.39	\$ -	\$ 141.34	
Provider 10	Large	\$ 142.51	\$ 102.78	\$ 136.15	
Provider 54	Very Small	\$ 149.60	\$ 130.48	\$ 135.26	
Provider 14	Small	\$ 133.34	\$ 140.00	\$ 133.90	
Provider 3	Large	\$ 134.26	\$ 76.02	\$ 128.67	Upper Middle Quartile \$119.87 - \$128.67
Provider 8	Small	\$ 125.63	\$ 130.00	\$ 125.95	
Provider 16	Large	\$ 126.55	\$ 78.82	\$ 124.21	
Provider 1	Large	\$ 131.07	\$ 93.77	\$ 122.68	
Provider 25	Very Small	\$ 134.24	\$ 76.29	\$ 120.94	
Provider 18	Medium	\$ 114.59	\$ 162.00	\$ 119.87	Lower Middle Quartile \$93.26 - \$115.75
Provider 23	Small	\$ 110.92	\$ 256.67	\$ 115.75	
Provider 11	Small	\$ 115.18	\$ 123.75	\$ 115.58	
Provider 41	Medium	\$ 114.04	\$ 36.43	\$ 109.59	
Provider 20	Medium	\$ 109.52	\$ 59.85	\$ 105.83	
Provider 33	Small	\$ 114.63	\$ 74.21	\$ 105.36	
Provider 6	Medium	\$ 104.25	\$ 111.89	\$ 104.94	
Provider 2	Very Small	\$ 94.03	\$ 125.32	\$ 104.46	
Provider 24	Small	\$ 102.34	\$ 113.71	\$ 103.93	
Provider 12	Small	\$ 104.05	\$ 58.44	\$ 101.57	
Provider 21	Small	\$ 102.22	\$ 60.36	\$ 99.78	
Provider 32	Medium	\$ 99.60	\$ 87.14	\$ 98.78	
Provider 9	Very Small	\$ 105.80	\$ 72.00	\$ 97.20	
Provider 29	Small	\$ 95.82	\$ 61.50	\$ 93.70	
Provider 26	Very Small	\$ 82.74	\$ 270.00	\$ 93.26	
Provider 22	Large	\$ 94.21	\$ 55.27	\$ 91.33	Bottom Quartile \$33.27 - \$91.33
Provider 42	Small	\$ 94.01	\$ 26.00	\$ 90.33	
Provider 45	Very Small	\$ 84.43	\$ 57.00	\$ 83.29	
Provider 36	Very Small	\$ 87.45	\$ 2.50	\$ 82.59	
Provider 19	Large	\$ 78.23	\$ 124.55	\$ 81.27	
Provider 46	Very Small	\$ 77.14	\$ -	\$ 76.21	
Provider 5	Large	\$ 79.21	\$ 59.23	\$ 73.19	
Provider 39	Very Small	\$ 74.06	\$ 32.50	\$ 71.07	
Provider 17	Small	\$ 77.00	\$ 47.80	\$ 70.81	
Provider 7	Very Small	\$ 89.26	\$ 41.25	\$ 70.53	
Provider 38	Small	\$ 70.79	\$ 1.15	\$ 67.84	
Provider 30	Very Small	\$ 56.34	\$ -	\$ 54.74	
Provider 44	Very Small	\$ 33.96	\$ 15.00	\$ 33.27	
Total		\$ 113.47	\$ 94.32	\$ 110.71	

Size	Number
Large	500+
Medium	300-499
Small	150-299
Very Small	0-149