



**DDSN Executive Memo**

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

**FROM: LORI MANOS, INTERIM ASSOCIATE STATE DIRECTOR-POLICY** *LM*

**DATE: SEPTEMBER 14, 2021**

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

Attached is the "Case Management Revenue by Provider" report for August 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 August. The average revenue per individual increased from \$102 in July to \$104 in August.

*Average Revenue per Individual by Category*

August 2021		
Statewide Average Revenue Per Individual by Category		
WCM	MTCM/SFCM	Total
\$108.50	\$79.22	\$104.00

Of the individuals enrolled in the waiver on August 31, 727 people did not have a reportable note submitted during the month of August despite the WCM requirement to do so. This represents 5.8 % of the waiver individuals in the system. 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 August 2021 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description - August 2021	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.00	0.02
% 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. Thank you.

Sensitivity Analysis of Case Management Market Rate Risk  
August 2021 Data (Run 9/10/21)

Provider #	Provider Size	Average Waiver Revenue per Waiver Enrolled Individual	Average MTCM/SFCM Revenue per Individual	Total Average Revenue per Person	25% Quartiles
Provider 13	Very Small	\$ 270.42	\$ 88.67	\$ 240.46	Top Quartile \$117.36- \$240.46
Provider 35	Very Small	\$ 179.93	\$ 187.50	\$ 180.26	
Provider 34	Very Small	\$ 147.39	\$ 78.75	\$ 144.56	
Provider 11	Very Small	\$ 135.36	\$ 177.00	\$ 136.94	
Provider 23	Small	\$ 130.43	\$ 58.00	\$ 128.39	
Provider 4	Large	\$ 143.35	\$ 100.26	\$ 128.05	
Provider 8	Small	\$ 125.29	\$ 126.36	\$ 125.38	
Provider 3	Large	\$ 126.55	\$ 100.70	\$ 124.70	
Provider 29	Very Small	\$ 123.31	\$ 93.33	\$ 122.10	
Provider 42	Small	\$ 129.32	\$ 33.13	\$ 120.96	
Provider 16	Large	\$ 120.05	\$ 69.63	\$ 117.36	
Provider 6	Medium	\$ 119.32	\$ 82.95	\$ 114.58	Upper Middle Quartile \$108.87 - \$114.48
Provider 18	Medium	\$ 110.89	\$ 141.36	\$ 114.58	
Provider 10	Large	\$ 117.11	\$ 88.46	\$ 111.96	
Provider 1	Large	\$ 122.03	\$ 68.20	\$ 108.87	
Provider 25	Small	\$ 121.01	\$ 45.86	\$ 108.83	Lower Quartile \$87.52 - \$108.83
Provider 15	Very Small	\$ 107.06	\$ 121.25	\$ 107.57	
Provider 21	Small	\$ 106.21	\$ 106.05	\$ 106.20	
Provider 14	Small	\$ 106.32	\$ 64.71	\$ 102.41	
Provider 2	Very Small	\$ 115.86	\$ 67.90	\$ 98.97	
Provider 41	Very Small	\$ 123.20	\$ 21.43	\$ 97.76	
Provider 19	Large	\$ 94.81	\$ 108.55	\$ 96.23	
Provider 54	Very Small	\$ 75.77	\$ 105.44	\$ 95.70	
Provider 17	Small	\$ 105.52	\$ 48.33	\$ 95.24	
Provider 7	Very Small	\$ 121.62	\$ 52.63	\$ 92.81	
Provider 22	Large	\$ 91.47	\$ 57.00	\$ 87.95	
Provider 24	Very Small	\$ 84.05	\$ 108.18	\$ 87.52	
Provider 9	Very Small	\$ 87.99	\$ 67.06	\$ 85.83	Bottom Quartile \$15.90 - \$85.83
Provider 33	Large	\$ 87.99	\$ 68.20	\$ 85.40	
Provider 32	Medium	\$ 88.75	\$ 50.77	\$ 84.49	
Provider 20	Medium	\$ 84.37	\$ 79.13	\$ 84.10	
Provider 30	Very Small	\$ 82.34	\$ -	\$ 81.74	
Provider 31	Very Small	\$ 89.70	\$ 48.33	\$ 78.07	
Provider 45	Very Small	\$ 75.90	\$ 27.86	\$ 73.05	
Provider 5	Large	\$ 69.53	\$ 50.76	\$ 64.70	
Provider 38	Small	\$ 65.87	\$ 47.86	\$ 64.45	
Provider 26	Very Small	\$ 58.55	\$ 93.75	\$ 60.17	
Provider 39	Small	\$ 52.37	\$ 39.80	\$ 51.05	
Provider 46	Very Small	\$ 50.32	\$ 40.00	\$ 49.94	
Provider 44	Very Small	\$ 16.53	\$ 5.00	\$ 15.90	