



DDSN Executive Memo

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

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

DATE: OCTOBER 28, 2021

RE: Market Rate Case Management Issue – September 2021 Billing Report

Attached is the "Case Management Revenue by Provider" report for September 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 September. The average revenue per individual decreased from \$104 in August to \$103 in September.

Average Revenue per Individual by Category

September 2021		
Statewide Average Revenue Per Individual by Category		
WCM	MTCM/SFCM	Total
\$108.00	\$76.00	\$103.00

Of the individuals enrolled in the waiver on September 30, 768 people did not have a reportable note submitted during the month of September despite the WCM requirement to do so. This represents 6.2% 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 September 2021 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description - September 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	0.42	0.21

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

Sensitivity Analysis of Case Management Market Rate Risk
September 2021 Data (Run 10/8/21)

Provider #	Provider Size	Average Waiver Revenue per Waiver Enrolled Individual	Average MTCM/SFCM Revenue per Individual	Total Average Revenue per Person	25% Quartiles
Provider 13	Very Small	\$ 168.70	\$ 110.94	\$ 159.73	Top Quartile \$116.56- \$159.73
Provider 41	Very Small	\$ 164.32	\$ 12.00	\$ 148.12	
Provider 11	Very Small	\$ 140.28	\$ 67.50	\$ 139.15	
Provider 34	Very Small	\$ 138.46	\$ 63.75	\$ 135.32	
Provider 8	Small	\$ 127.79	\$ 194.44	\$ 132.72	
Provider 23	Small	\$ 131.11	\$ 91.50	\$ 128.95	
Provider 54	Very Small	\$ 150.79	\$ 114.91	\$ 128.07	
Provider 16	Large	\$ 125.53	\$ 78.80	\$ 122.75	
Provider 4	Large	\$ 130.84	\$ 93.39	\$ 118.15	
Provider 1	Large	\$ 130.52	\$ 69.32	\$ 116.56	
Provider 3	Large	\$ 119.06	\$ 72.68	\$ 115.91	Upper Middle Quartile \$99.11 - \$115.91
Provider 25	Small	\$ 121.03	\$ 82.50	\$ 115.81	
Provider 10	Large	\$ 121.99	\$ 81.64	\$ 114.50	
Provider 31	Very Small	\$ 106.01	\$ 131.67	\$ 113.23	
Provider 18	Medium	\$ 112.52	\$ 95.75	\$ 110.68	
Provider 35	Very Small	\$ 111.90	\$ -	\$ 107.03	
Provider 29	Very Small	\$ 110.38	\$ 39.50	\$ 105.92	
Provider 6	Medium	\$ 99.98	\$ 92.55	\$ 99.11	Bottom Quartile \$79.88 - \$95.48
Provider 21	Small	\$ 95.54	\$ 94.67	\$ 95.48	
Provider 14	Small	\$ 97.56	\$ 63.46	\$ 95.39	
Provider 9	Very Small	\$ 93.97	\$ 106.92	\$ 95.03	
Provider 20	Medium	\$ 93.56	\$ 88.00	\$ 93.31	
Provider 19	Large	\$ 90.70	\$ 113.31	\$ 92.98	
Provider 22	Large	\$ 95.42	\$ 61.04	\$ 91.43	
Provider 33	Large	\$ 93.79	\$ 66.70	\$ 90.15	
Provider 30	Very Small	\$ 89.80	\$ -	\$ 89.13	
Provider 2	Very Small	\$ 101.32	\$ 58.71	\$ 86.31	
Provider 32	Medium	\$ 89.26	\$ 37.50	\$ 83.61	
Provider 17	Small	\$ 87.74	\$ 38.53	\$ 79.88	Lower Quartile \$53.83 - \$76.68
Provider 24	Very Small	\$ 73.54	\$ 98.16	\$ 76.68	
Provider 42	Small	\$ 76.97	\$ 43.33	\$ 74.23	
Provider 5	Large	\$ 75.48	\$ 44.22	\$ 67.24	
Provider 7	Very Small	\$ 85.70	\$ 36.53	\$ 65.81	
Provider 46	Very Small	\$ 64.54	\$ 78.33	\$ 65.10	
Provider 38	Small	\$ 64.46	\$ 46.47	\$ 63.31	
Provider 15	Very Small	\$ 58.41	\$ 110.00	\$ 60.78	
Provider 39	Small	\$ 61.15	\$ 37.50	\$ 59.10	
Provider 26	Very Small	\$ 56.12	\$ 66.00	\$ 56.69	
Provider 45	Very Small	\$ 56.47	\$ 5.00	\$ 53.83	