



DDSN Executive Memo

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

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

DATE: MARCH 14, 2018

RE: Market Rate Case Management Issue – February 2019 Billing Report

Attached are the following reports entitled: "February 2019 Billing Efficiency Report;" "Sensitivity Analysis of Case Management Market Rate Risk;" and "Analysis of High and Low Billing Rates from June 2018 to February 2019."

Additionally, on March 8, 2019, all DDSN providers of Case Management were provided DRAFT Excel templates to calculate a provider's financial breakeven point, as well as identify billing efficiency for individual CMs and overall provider. Please provide feedback, both good and bad, through Director Ben Orner at BOrner@ddsn.sc.gov or (803) 898-3520 by Friday, March 15, 2019.

The February 2019 Billing Efficiency Report average provider market rate revenue was 50.4% of the current monthly capitated band payment. February's 50.4% decrease from January's 51.5% was not unusual given January had 21 business days as compared to February's 19 business days (10% less). If February's results were equalized by this 10%, it would be an increase to 55.4%.

Below is a chart of each month's average provider market rate revenue compared to the current monthly capitated band payment since the beginning of tracking this issue.

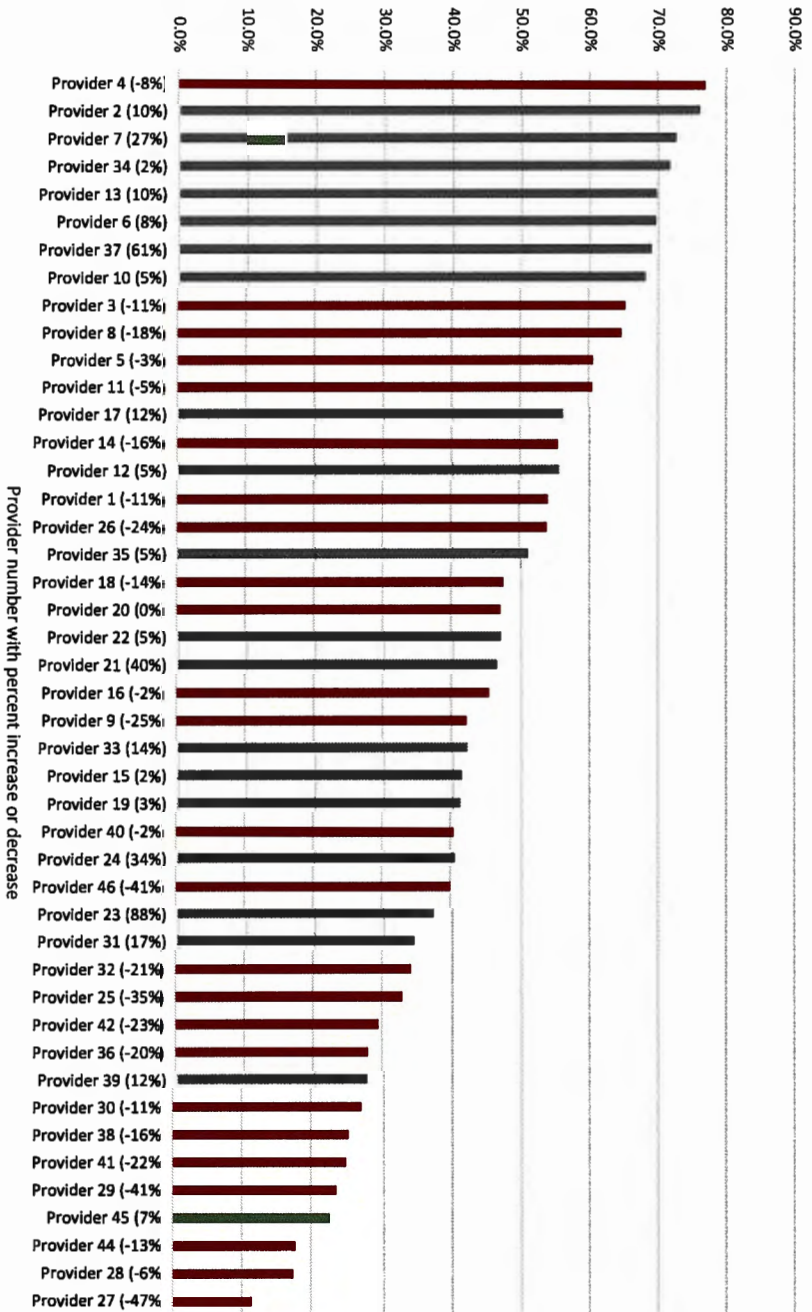
Month	Average Provider Market Rate Revenue	Estimated Revenue/Consumer	Estimated Revenue/Reduction/Consumer
February 2019	50.4%	\$70	\$69
January 2019	51.5%	\$72	\$67
December	38.4%	\$53	\$86
November	42.4%	\$59	\$80
October	52.1%	\$72	\$67
September	45.4%	\$63	\$76
August	52.8%	\$73	\$66
July	47.6%	\$66	\$73
June	43.1%	\$60	\$79
May	39.9%	\$55	\$84
April*	--	--	--
March (Month Prior to Change)	31.5%	\$44	\$95

*Month of Change (not measured)

If you have misplaced your previously supplied unique provider number to interpret the attached charts, please send email to Sandra Delaney (sdelaney@ddsn.sc.gov) who can provide you with your unique number.

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

**Percent of Current Band Payments if Waiver Billed at \$25/\$15
February 2019**



Sensitivity Analysis of Case Management Market Rate Risk (3/8/2019)			
Provider Name	Average Market Rate (25/15) Rev. Compared to band Payment for December 2018 to February 2019	February Waiver Consumers	25% Quartiles
Provider 13	78.9%	Very Small	Top Quartile 59.4%-78.9%
Provider 4	72.2%	Medium	
Provider 8	65.8%	Small	
Provider 9	65.0%	Very Small	
Provider 3	64.3%	Medium	
Provider 34	63.3%	Very Small	
Provider 6	60.0%	Medium	
Provider 11	59.4%	Small	
Provider 10	59.4%	Large	
Provider 14	57.7%	Small	Upper Middle Quartile 43.6%-57.7%
Provider 2	57.1%	Very Small	
Provider 26	56.8%	Very Small	
Provider 7	56.6%	Very Small	
Provider 1	56.1%	Large	
Provider 5	55.4%	Medium	
Provider 46	54.1%	Very Small	
Provider 18	49.3%	Medium	
Provider 12	48.2%	Small	
Provider 37	46.3%	Very Small	Lower Middle Quartile 37.0%-43.0%
Provider 35	44.5%	Very Small	
Provider 17	43.6%	Small	
Provider 16	43.0%	Large	
Provider 20	42.6%	Medium	
Provider 22	42.2%	Large	
Provider 31	41.1%	Very Small	
Provider 25	39.1%	Very Small	
Provider 32	38.1%	Small	
Provider 21	37.4%	Small	Bottom Quartile 15.8%-35.9%
Provider 19	37.0%	Large	
Provider 15	35.9%	Very Small	
Provider 40	34.5%	Small	
Provider 33	34.4%	Very Small	
Provider 36	33.5%	Very Small	
Provider 24	31.5%	Medium	
Provider 42	30.2%	Small	
Provider 29	29.2%	Small	
Provider 28	27.7%	Very Small	
Provider 39	26.7%	Very Small	
Provider 38	25.7%	Small	
Provider 41	25.3%	Medium	
Provider 23	24.5%	Small	
Provider 30	24.2%	Very Small	
Provider 45	18.7%	Very Small	
Provider 44	18.7%	Very Small	
Provider 27	15.8%	Very Small	
Total	51.5%	-	100%

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

Analysis of High and Low Billing Rates from June 2018 to February 2019

