



DDSN Executive Memo

**TO: EXECUTIVE DIRECTORS, DSN BOARDS OF CASE MANAGEMENT
CEOS, CONTRACTED SERVICE PROVIDERS OF CASE MANAGEMENT
CASE MANAGEMENT SUPERVISORS
CHIEF FINANCIAL OFFICERS**

FROM: LORI MANOS, INTERIM ASSOCIATE STATE DIRECTOR-POLICY

DATE: JANUARY 19, 2022

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

Attached is the "Case Management Revenue by Provider" report for December 2021. The report includes: (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 December. The average revenue per individual decreased from \$105 in November to \$99.20 in December.

Of the individuals enrolled in the waiver on December 31, 620 people did not have a reportable note submitted during the month of December despite the WCM requirement to do so. This represents 5% 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.

December 2021		
Statewide Average Revenue Per Individual by Category		
WCM	MTCM/SFCM	Total
\$103.03	\$78.52	\$99.20

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 December 2021 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description - December 2021	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.00	0.01
% of units not paid due to wrong template	0.00	0.05
% of units not paid - other	0.00	0.00

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. Thank you.

**Sensitivity Analysis of Case Management Market Rate Risk
December 2021 Data (Run 1/11/22)**

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	\$ 200.25	\$ 119.41	\$ 185.93	Top Quartile \$115.33 - \$185.93
Provider 7	Very Small	\$ 324.94	\$ 91.92	\$ 173.48	
Provider 1	Large	\$ 152.92	\$ 93.74	\$ 139.37	
Provider 26	Very Small	\$ 128.52	\$ 137.50	\$ 129.15	
Provider 35	Very Small	\$ 128.73	\$ -	\$ 128.73	
Provider 16	Large	\$ 121.85	\$ 67.63	\$ 119.02	
Provider 25	Small	\$ 121.44	\$ 59.06	\$ 115.57	
Provider 4	Large	\$ 131.71	\$ 81.16	\$ 115.33	
Provider 18	Medium	\$ 114.09	\$ 111.44	\$ 113.80	Upper Middle Quartile \$102.34 - \$113.80
Provider 34	Very Small	\$ 102.51	\$ 532.50	\$ 111.37	
Provider 8	Small	\$ 113.55	\$ 60.33	\$ 110.39	
Provider 3	Large	\$ 110.48	\$ 104.71	\$ 110.15	
Provider 10	Large	\$ 108.69	\$ 83.29	\$ 103.98	
Provider 6	Medium	\$ 104.96	\$ 72.94	\$ 102.34	
Provider 29	Small	\$ 100.46	\$ 28.13	\$ 96.86	Lower Middle Quartile \$72.88 - \$96.86
Provider 54	Very Small	\$ 66.08	\$ 119.39	\$ 94.23	
Provider 31	Very Small	\$ 102.63	\$ 72.22	\$ 94.08	
Provider 14	Small	\$ 93.41	\$ 13.75	\$ 87.89	
Provider 20	Medium	\$ 89.15	\$ 50.50	\$ 87.37	
Provider 11	Very Small	\$ 78.83	\$ 161.25	\$ 81.34	
Provider 33	Large	\$ 79.89	\$ 74.90	\$ 79.15	
Provider 41	Very Small	\$ 78.74	\$ 75.00	\$ 78.49	
Provider 19	Large	\$ 76.81	\$ 78.56	\$ 76.99	
Provider 24	Very Small	\$ 71.02	\$ 108.00	\$ 74.77	
Provider 5	Large	\$ 80.83	\$ 56.30	\$ 74.29	Bottom Quartile \$38.10 - \$72.05
Provider 17	Small	\$ 77.82	\$ 47.86	\$ 72.88	
Provider 22	Large	\$ 75.94	\$ 33.21	\$ 72.05	
Provider 15	Very Small	\$ 70.43	\$ 86.00	\$ 71.50	
Provider 23	Small	\$ 70.20	\$ 93.89	\$ 71.48	
Provider 9	Very Small	\$ 75.41	\$ 23.85	\$ 71.22	
Provider 46	Very Small	\$ 73.47	\$ 15.00	\$ 69.87	
Provider 38	Small	\$ 71.33	\$ 7.22	\$ 68.73	
Provider 42	Small	\$ 72.46	\$ 1.50	\$ 68.54	
Provider 21	Small	\$ 61.91	\$ 105.28	\$ 65.11	
Provider 32	Medium	\$ 66.42	\$ 17.68	\$ 62.59	
Provider 39	Small	\$ 60.52	\$ 59.76	\$ 60.45	
Provider 2	Very Small	\$ 60.63	\$ 19.50	\$ 46.45	
Provider 30	Very Small	\$ 46.43	\$ -	\$ 46.43	
Provider 45	Very Small	\$ 39.15	\$ 15.00	\$ 38.10	