



DDSN Executive Memo

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

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

DATE: AUGUST 9, 2021

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

Attached is the "Case Management Revenue by Provider" report for July 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 July. The average revenue per individual increased slightly from \$108.40 in June to \$108.50 in July.

Average Revenue per Individual by Category

July 2021		
Statewide Average Revenue Per Individual by Category		
WCM	MTCM/SFCM	Total
\$108.50	\$67.28	\$108.50

Of the individuals enrolled in the waiver on July 31, 724 people did not have a reportable note submitted during the month of July despite the WCM requirement to do so. This represents 5.8% of the waiver individuals in the system. This represents a slight increase of 0.8% from the prior month of June. 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 July 2021 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description - July 2021	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.02	0.20
% of units not paid due to wrong template	0.00	0.07
% 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 myself at lmanos@ddsn.sc.gov or (803) 898-9715. Thank you.

**Sensitivity Analysis of Case Management Market Rate Risk
July 2021 Data (Run 8/9/21)**

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	\$ 226.24	\$ 144.23	\$ 214.26	Top Quartile \$117.91- \$214.26
Provider 35	Very Small	\$ 144.58	\$ 67.50	\$ 141.23	
Provider 41	Very Small	\$ 155.06	\$ 50.45	\$ 133.35	
Provider 11	Very Small	\$ 130.88	\$ 132.00	\$ 130.92	
Provider 15	Very Small	\$ 134.62	\$ 12.00	\$ 129.05	
Provider 16	Large	\$ 131.23	\$ 78.98	\$ 128.26	
Provider 23	Small	\$ 121.48	\$ 395.00	\$ 127.63	
Provider 8	Small	\$ 131.56	\$ 71.59	\$ 126.15	
Provider 4	Large	\$ 141.14	\$ 90.82	\$ 123.49	
Provider 2	Very Small	\$ 152.47	\$ 65.32	\$ 122.12	
Provider 18	Medium	\$ 126.93	\$ 85.25	\$ 121.87	
Provider 54	Very Small	\$ 119.51	\$ 123.14	\$ 121.84	
Provider 29	Very Small	\$ 120.25	\$ 61.67	\$ 117.91	
Provider 3	Large	\$ 117.23	\$ 78.33	\$ 114.91	
Provider 42	Small	\$ 120.36	\$ 36.79	\$ 113.89	
Provider 34	Very Small	\$ 115.25	\$ 65.00	\$ 113.70	
Provider 31	Very Small	\$ 126.78	\$ 71.25	\$ 113.32	
Provider 10	Large	\$ 121.71	\$ 74.07	\$ 112.97	
Provider 6	Medium	\$ 117.31	\$ 72.24	\$ 112.11	Lower Quartile \$92.73-\$102.68
Provider 14	Small	\$ 114.77	\$ 27.86	\$ 108.01	
Provider 1	Large	\$ 114.48	\$ 65.03	\$ 102.68	
Provider 21	Small	\$ 106.04	\$ 58.95	\$ 102.39	
Provider 25	Small	\$ 112.16	\$ 37.12	\$ 101.07	
Provider 33	Large	\$ 104.63	\$ 60.90	\$ 99.41	
Provider 9	Very Small	\$ 100.20	\$ 53.44	\$ 94.86	
Provider 7	Very Small	\$ 124.82	\$ 48.38	\$ 93.40	
Provider 20	Medium	\$ 94.48	\$ 57.38	\$ 92.73	
Provider 19	Large	\$ 96.38	\$ 61.00	\$ 92.70	
Provider 17	Small	\$ 93.33	\$ 49.02	\$ 85.07	
Provider 22	Large	\$ 87.26	\$ 42.23	\$ 83.14	
Provider 24	Very Small	\$ 85.99	\$ 33.57	\$ 76.64	
Provider 32	Medium	\$ 80.50	\$ 45.37	\$ 76.39	
Provider 30	Very Small	\$ 71.78	\$ 15.00	\$ 71.37	
Provider 45	Very Small	\$ 67.70	\$ 72.50	\$ 67.95	
Provider 46	Very Small	\$ 64.82	\$ 20.00	\$ 63.16	
Provider 38	Small	\$ 63.88	\$ 21.67	\$ 60.97	
Provider 39	Small	\$ 54.02	\$ 39.47	\$ 52.84	
Provider 5	Large	\$ 56.90	\$ 30.05	\$ 50.17	
Provider 26	Very Small	\$ 44.23	\$ 37.50	\$ 43.93	
Provider 44	Very Small	\$ 21.04	\$ 3.75	\$ 19.81	