



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 *fm*

DATE: DECEMBER 13, 2021

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

Attached is the "Case Management Revenue by Provider" report for November 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 November. The average revenue per individual decreased from \$107 in October to \$105 in November.

Of the individuals enrolled in the waiver on November 30, 635 people did not have a reportable note submitted during the month of November despite the WCM requirement to do so. This represents 5.1% 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.

November 2021		
Statewide Average Revenue Per Individual by Category		
WCM	MTCM/SFCM	Total
\$110.29	\$78.95	\$105.00

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

Description - November 2021	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.00	0.03
% 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 or (803) 898-9703 or Lori Manos at lmanos@ddsn.sc.gov or (803) 898-9715.

Sensitivity Analysis of Case Management Market Rate Risk
November 2021 Data (Run 12/8/21)

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	\$ 214.89	\$ 100.88	\$ 195.11	Top Quartile \$125.28- \$195.11
Provider 35	Very Small	\$ 162.55	\$ -	\$ 162.55	
Provider 1	Large	\$ 155.53	\$ 100.48	\$ 142.34	
Provider 34	Very Small	\$ 129.83	\$ 291.67	\$ 134.84	
Provider 4	Large	\$ 152.08	\$ 77.35	\$ 127.86	
Provider 8	Small	\$ 128.45	\$ 77.81	\$ 125.28	
Provider 16	Large	\$ 126.56	\$ 97.43	\$ 125.15	Upper Middle Quartile \$109.83 - \$125.15
Provider 18	Medium	\$ 123.07	\$ 111.02	\$ 121.84	
Provider 25	Small	\$ 127.73	\$ 32.50	\$ 117.76	
Provider 6	Medium	\$ 119.81	\$ 36.63	\$ 111.93	
Provider 10	Large	\$ 115.67	\$ 83.38	\$ 109.83	
Provider 29	Very Small	\$ 111.76	\$ 47.50	\$ 108.42	Lower Middle Quartile \$82.02- \$108.42
Provider 20	Medium	\$ 108.38	\$ 43.33	\$ 105.67	
Provider 14	Small	\$ 110.32	\$ 22.50	\$ 105.25	
Provider 7	Very Small	\$ 129.85	\$ 67.95	\$ 103.15	
Provider 23	Small	\$ 96.49	\$ 222.86	\$ 101.79	
Provider 19	Large	\$ 93.15	\$ 128.15	\$ 96.23	
Provider 54	Very Small	\$ 80.46	\$ 109.33	\$ 95.93	
Provider 11	Very Small	\$ 95.91	\$ 37.50	\$ 94.11	
Provider 41	Very Small	\$ 99.13	\$ 41.25	\$ 93.99	
Provider 21	Small	\$ 92.76	\$ 81.32	\$ 91.87	
Provider 3	Large	\$ 94.12	\$ 54.61	\$ 91.67	
Provider 2	Very Small	\$ 104.34	\$ 53.33	\$ 86.75	
Provider 33	Large	\$ 85.17	\$ 62.03	\$ 82.14	
Provider 22	Large	\$ 86.14	\$ 36.44	\$ 82.02	
Provider 26	Very Small	\$ 83.26	\$ 65.00	\$ 82.00	
Provider 42	Small	\$ 83.97	\$ 19.55	\$ 80.08	
Provider 9	Very Small	\$ 81.95	\$ 27.50	\$ 77.82	
Provider 30	Very Small	\$ 77.70	\$ 30.00	\$ 77.36	
Provider 24	Very Small	\$ 74.97	\$ 87.06	\$ 76.34	
Provider 17	Small	\$ 70.25	\$ 92.14	\$ 74.47	
Provider 46	Very Small	\$ 75.62	\$ -	\$ 72.56	
Provider 32	Medium	\$ 76.75	\$ 18.87	\$ 71.71	
Provider 15	Very Small	\$ 63.63	\$ 142.00	\$ 69.00	
Provider 5	Large	\$ 72.99	\$ 56.53	\$ 68.66	
Provider 31	Very Small	\$ 86.26	\$ 6.67	\$ 63.88	
Provider 38	Small	\$ 60.63	\$ 30.00	\$ 59.41	
Provider 45	Very Small	\$ 52.99	\$ 71.67	\$ 53.95	
Provider 39	Small	\$ 57.17	\$ 16.32	\$ 53.73	