



DDSN Executive Memo

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

FROM: SUSAN KREH BECK, ED.S., LPES, NCSP *SKB*

DATE: APRIL 11, 2019

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

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

The March 2019 Billing Efficiency Report average provider market rate revenue was 60.0% of the current monthly capitated band payment. This month, as expected, showed the highest billing rates during the time we have been tracking the information. It is clear that providers and Case Managers are putting forth increased efforts and are beginning to see results.

In order to support providers as much as possible a "Guide to CM Reports" has also been attached to this month's Memo. This guide discusses the strengths and weaknesses of three (3) main Case Management billing/productivity reports along with where to find the data.

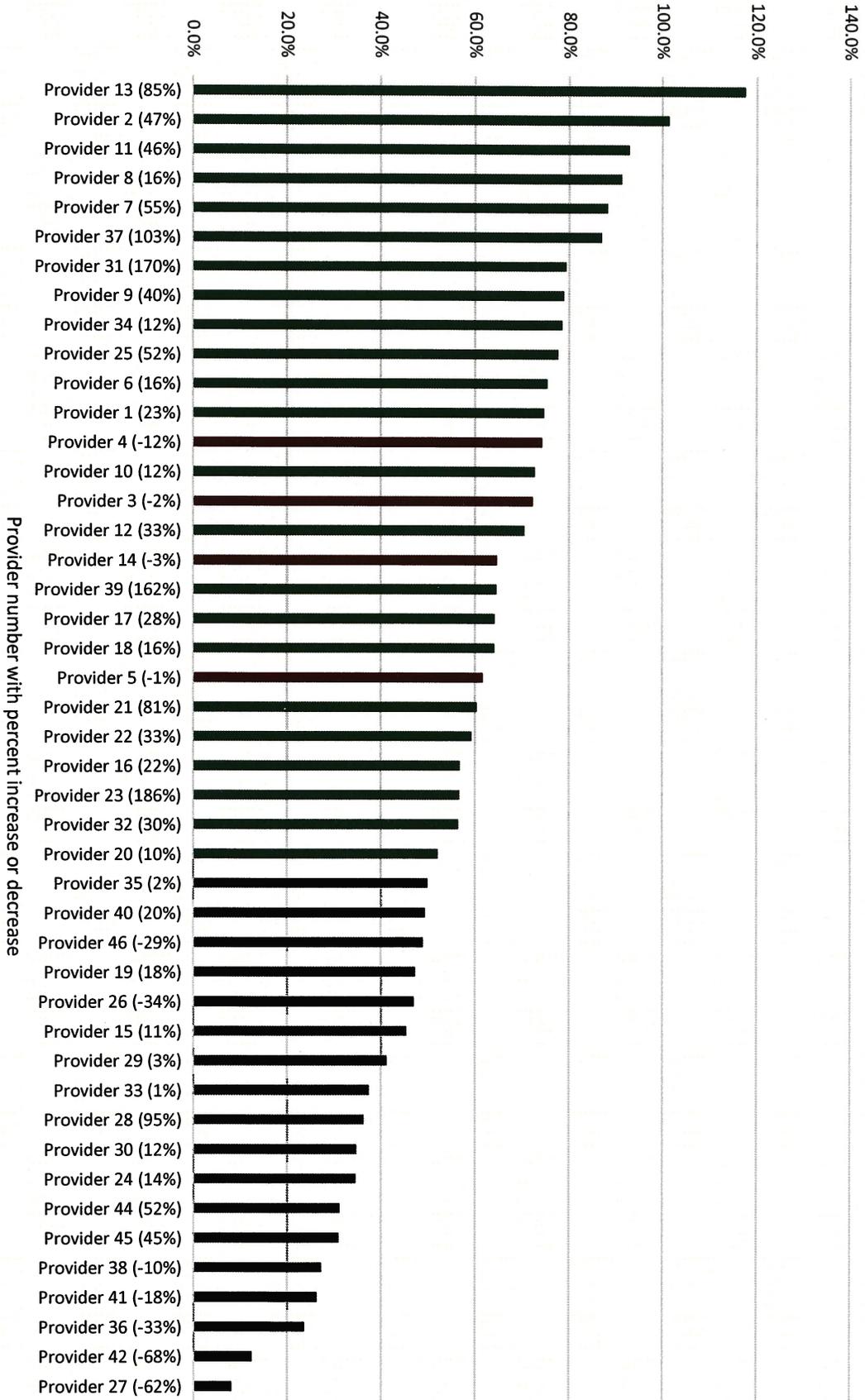
Below is a chart of each month's average provider market rate revenue compared to the current monthly capitated band payment since the beginning of tracking this issue.

Month	Average Provider Market Rate Revenue	Estimated Revenue/Consumer	Estimated Revenue/Reduction/Consumer
March 2019	60.0%	\$83	\$56
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 an email to Sandra Delaney (sdelaney@ddsn.sc.gov) who can provide you with your unique number.

If you have questions about the above data or the CM Report Guide, please contact Ben Orner at borner@ddsn.sc.gov or (803) 898-3520.

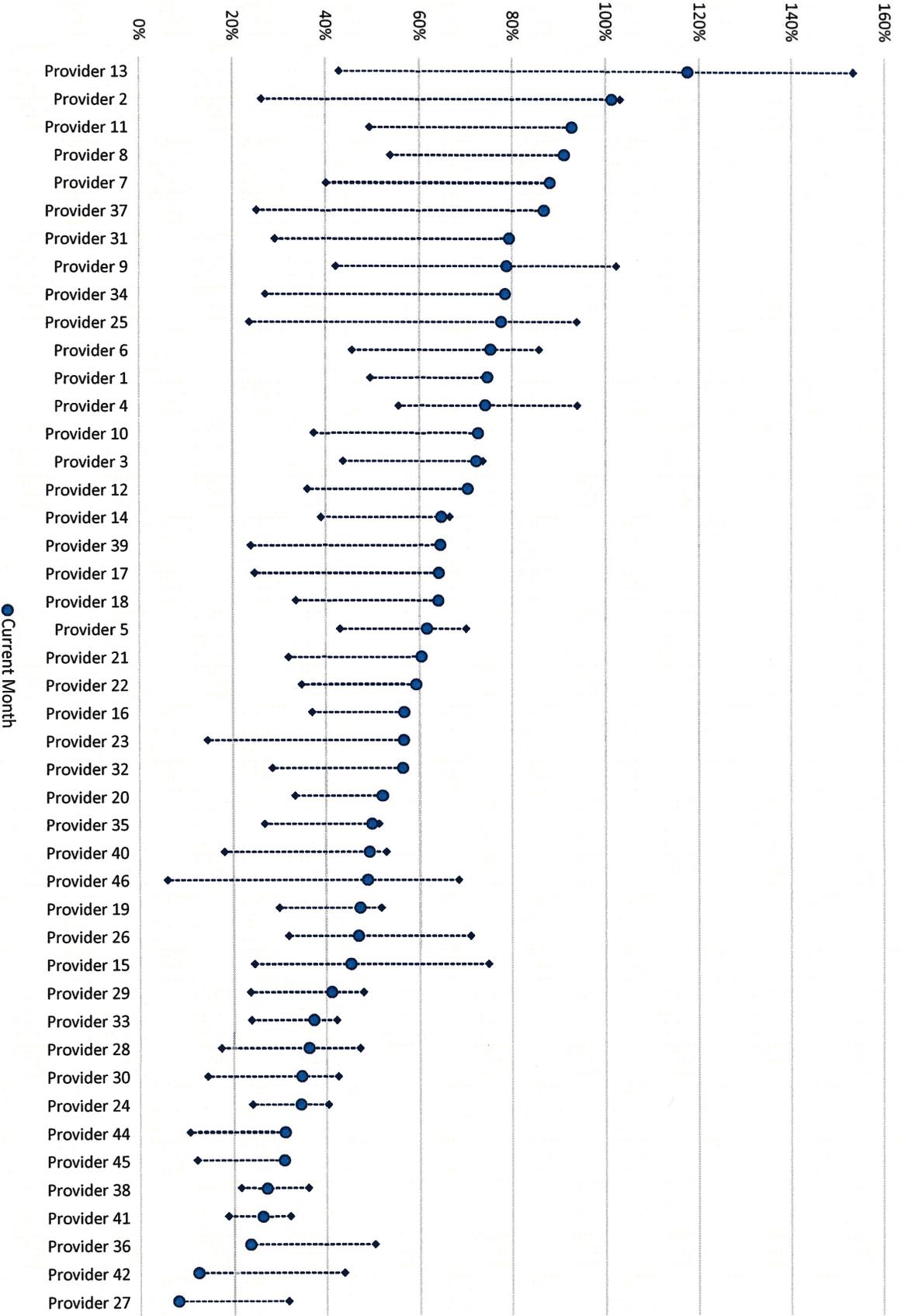
Percent of Current Band Payments if Waiver Billed at \$25/\$15
March 2019



Sensitivity Analysis of Case Management Market Rate Risk (4/8/2019)			
Provider Name	Average Market Rate (25/15) Rev. Compared to band Payment for January 2019 to March 2019	March Waiver Consumers	25% Quartiles
Provider 13	83.7%	Very Small	Top Quartile 68.4%- 83.7%
Provider 2	82.2%	Very Small	
Provider 4	78.4%	Medium	
Provider 8	78.3%	Small	
Provider 34	73.5%	Very Small	
Provider 7	72.6%	Very Small	
Provider 11	72.4%	Small	
Provider 3	70.5%	Large	
Provider 6	69.9%	Medium	
Provider 10	68.4%	Large	
Provider 37	66.3%	Very Small	Upper Middle Quartile 50.3%- 66.3%
Provider 1	63.3%	Large	
Provider 14	62.2%	Small	
Provider 5	61.5%	Medium	
Provider 12	59.6%	Small	
Provider 9	59.2%	Very Small	
Provider 26	57.3%	Very Small	
Provider 17	56.8%	Small	
Provider 18	55.6%	Medium	
Provider 25	53.9%	Very Small	
Provider 46	52.4%	Very Small	
Provider 22	50.3%	Large	Lower Middle Quartile 38.8%- 49.8%
Provider 35	49.8%	Very Small	
Provider 16	49.6%	Large	
Provider 20	48.9%	Medium	
Provider 31	47.8%	Very Small	
Provider 21	46.7%	Small	
Provider 32	44.7%	Small	
Provider 40	43.6%	Small	
Provider 19	42.8%	Large	
Provider 15	42.5%	Very Small	
Provider 39	38.9%	Very Small	Bottom Quartile 13.6%- 37.9%
Provider 33	38.8%	Very Small	
Provider 23	37.9%	Small	
Provider 24	35.0%	Medium	
Provider 29	34.9%	Small	
Provider 30	30.9%	Very Small	
Provider 36	28.8%	Very Small	
Provider 41	27.7%	Medium	
Provider 38	27.5%	Small	
Provider 42	26.8%	Small	
Provider 45	24.9%	Very Small	
Provider 28	24.0%	Very Small	
Provider 44	23.0%	Very Small	
Provider 27	13.6%	Very Small	
Total Weighted Average	60.0%		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 March 2019



● Current Month

Useful Reports for Case Managers/Supervisors

[R2D2](#)

If you do not have access to any of these reports you may need to adjust user privileges in Therap or request access from the DDSN Helpdesk.

[WVR Folder](#)

Consumer Waiver Budget Report (SCEI) – This report will show the utilization of waiver services (not CPCA or Children’s Nursing) and compare it to the budgeted amount. This report may not be a complete picture since providers have 12 months to bill. Direct-billed Medicaid services may also not show on this report if the budget does not contain the service or if the budget reflects Board billed instead of direct billed.

Pending-Awaiting by Board and Caseworker – This report will show you the individuals who are pending the waiver. This report will not include individuals who are pending in one waiver but enrolled in another waiver and will only show the individual pending in one waiver even if they are pending in more than one.

Waiver Consumers with No Pre-Certification – This report will show individuals who are enrolled in a waiver but do not have a current Pre-Certification date. These individuals will not show up on Alerts and Reminders.

[Logs Folder > Service Notes Folder](#)

(Service Notes) Reportable Individual Activity History-Downloadable totals only – (Supervisor’s report)
This report is used in conjunction with the “Billing Summary Template Including all MTCM - update Sept 2018.xlsm” file in order to summarize productivity/billing. This report shows units that DDSN actually billed Medicaid, they do not reflect reportable units. The units are also sorted by caseload that the consumer is on in CDSS and NOT by the CM that actually keyed the note.

(Service Notes) Early Intervention Summary – This report shows the EI billing for the month.

[CDSS Folder](#)

Program Listing for DSN Services – This report shows a listing of Program Codes for the given provider.

[Medicaid Folder](#)

Active Consumers with No Medicaid Status by SC-EI Provider – This report shows consumers who have active pre-certification dates (Active CM) but do not have Medicaid.

Therap Reports

Report Library – This is a “User privileges” based module. If you cannot access this speak with your provider admin for Therap. Reports in the report library cannot be limited by caseload so most of the time it is a Supervisor only privilege.

Case Note Report :: Case Note with Questionnaire info – This report shows case notes between 2 dates. It will pull all case notes for the entire agency. This report will also show the “office/home” question from case notes (which is not available in a normal search). Managers can use this in conjunction with “Reportable Summary Template From Therap Notes.xlsm” file in order to see a summary of their CM’s notes with the face to face and non-face to face broken out. This report will show REPORTABLE notes only and it does not necessarily mean that all of these units will be billable to Medicaid (due to Medicaid eligibility, location, etc)

DDSN-SC::CSW Priority list report for provider – This report and the one like it for IDRD will run a report of everyone in your provider that is on the IDRD or CS Waiver Waiting list.

Therap Reports (Search Function)

Other reports can be run in Therap using the “Search” function and the “Export to Excel” Option.