



**DDSN Executive Memo**

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

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

**DATE: JANUARY 14, 2021**

**RE: Market Rate Case Management Issue – December 2020 Billing Report**

*SKB*

Attached is the "Case Management Revenue by Provider" report for December 2020. 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 December. The average revenue per individual decreased from \$99.99 in November to \$98.81 in December.

Statewide Average Revenue Per Individual by Category			
	WCM	MTCM/SFCM	TOTAL
December 2020	\$ 102.15	\$ 77.73	\$ 98.81

*Average Revenue per Individual by Category*

Of the individuals enrolled in the waiver on December 31, 2020, 529 did not have a reportable note submitted during the month of December despite the WCM requirement to do so. This represents 4.3 % of the waiver individuals in the system. This represents an increase of 0.2 % from the prior month of November. Neglecting to act to meet requirements may lead to compliance issues. DDSN will continue to reach out to providers who have excessive numbers of individuals who did not have a reportable note submitted to assist with identifying strategies to reduce this percentage. DDSN will begin to look for trends of individuals who have not been contacted for consecutive months. Providers will then be notified.

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 2020 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.17%	0.16%
% of units not paid due to wrong template	0.20%	6.90%
% of units not paid - other	0.00%	0.00%

If you have questions, please contact Ben Orner at [borner@ddsn.sc.gov](mailto:borner@ddsn.sc.gov) or (803) 898-3520 or Lori Manos at [lmanos@ddsn.sc.gov](mailto:lmanos@ddsn.sc.gov) or (803) 898-9715.

December 2020 Case Management Revenue by Provider					
Provider Name	Provider Size	Average Waiver Revenue per Waiver Enrolled Individual	Average MTCM/SFCM Revenue per Individual	TOTAL Average Revenue per Individual	25% Quartiles
Provider 13	Very Small	\$ 179.58	\$ 93.33	\$ 167.68	Top Quartile \$123.06 - \$167.68
Provider 35	Very Small	\$ 156.51	\$ -	\$ 156.51	
Provider 15	Very Small	\$ 147.60	\$ 70.71	\$ 143.00	
Provider 3	Large	\$ 132.44	\$ 98.78	\$ 130.16	
Provider 18	Medium	\$ 122.82	\$ 148.61	\$ 125.61	
Provider 6	Medium	\$ 125.36	\$ 104.00	\$ 123.54	
Provider 10	Large	\$ 126.75	\$ 103.33	\$ 123.06	
Provider 34	Very Small	\$ 121.55	\$ 132.50	\$ 122.22	Upper Middle Quartile \$97.24 - \$122.22
Provider 16	Large	\$ 122.14	\$ 48.66	\$ 118.26	
Provider 14	Small	\$ 115.04	\$ 64.17	\$ 112.08	
Provider 4	Large	\$ 130.63	\$ 74.73	\$ 111.36	
Provider 25	Very Small	\$ 131.47	\$ 28.75	\$ 110.63	
Provider 42	Small	\$ 107.10	\$ 118.13	\$ 107.60	
Provider 41	Medium	\$ 107.03	\$ 55.29	\$ 104.60	
Provider 8	Small	\$ 105.15	\$ 50.00	\$ 100.52	Lower Middle Quartile \$74.59 - \$96.65
Provider 1	Large	\$ 100.22	\$ 87.19	\$ 97.24	
Provider 32	Medium	\$ 98.39	\$ 66.18	\$ 96.65	
Provider 20	Medium	\$ 97.03	\$ 75.32	\$ 95.55	
Provider 23	Small	\$ 92.43	\$ 88.00	\$ 92.18	
Provider 22	Large	\$ 90.00	\$ 39.23	\$ 86.50	
Provider 11	Very Small	\$ 87.28	\$ 41.25	\$ 86.19	
Provider 29	Small	\$ 89.04	\$ 49.23	\$ 85.89	
Provider 17	Small	\$ 89.69	\$ 63.17	\$ 84.88	
Provider 31	Very Small	\$ 99.64	\$ 39.38	\$ 84.57	
Provider 24	Small	\$ 83.13	\$ 93.70	\$ 84.42	
Provider 54	Very Small	\$ 84.54	\$ 83.85	\$ 84.17	
Provider 2	Very Small	\$ 102.88	\$ 40.34	\$ 83.17	
Provider 39	Very Small	\$ 82.46	\$ 88.46	\$ 83.01	
Provider 33	Small	\$ 87.14	\$ 67.43	\$ 82.64	
Provider 26	Very Small	\$ 73.97	\$ 87.50	\$ 74.59	
Provider 19	Large	\$ 72.16	\$ 81.39	\$ 72.79	Bottom Quartile \$15.75 - \$72.79
Provider 21	Small	\$ 74.46	\$ 48.82	\$ 72.66	
Provider 38	Small	\$ 73.46	\$ 8.57	\$ 71.94	
Provider 46	Very Small	\$ 67.80	\$ -	\$ 71.52	
Provider 7	Very Small	\$ 88.37	\$ 44.70	\$ 71.00	
Provider 9	Very Small	\$ 68.81	\$ 70.00	\$ 69.09	
Provider 5	Large	\$ 72.53	\$ 50.67	\$ 66.43	
Provider 12	Very Small	\$ 64.12	\$ 134.29	\$ 66.08	
Provider 36	Very Small	\$ 52.67	\$ 7.50	\$ 51.78	
Provider 45	Very Small	\$ 45.47	\$ 23.33	\$ 44.91	
Provider 30	Very Small	\$ 32.68	\$ 30.00	\$ 32.64	
Provider 44	Very Small	\$ 15.78	\$ 15.00	\$ 15.75	
<b>Total</b>		<b>\$ 102.15</b>	<b>\$ 77.73</b>	<b>\$ 98.81</b>	

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