



## DDSN Executive Memo

**TO: EXECUTIVE DIRECTORS, DSN BOARDS  
EARLY INTERVENTION SUPERVISORS, DSN BOARDS**

**FROM: ASSOCIATE STATE DIRECTOR RUFUS BRITT**

**DATE: FEBRUARY 12, 2019**

**RE: EARLY INTERVENTION (EI) BOARD PAYMENT SYSTEM UPDATE**

Attached are the following three reports: January 2019 Billing Efficiency Report; Chart Comparisons between 1<sup>st</sup> Quarter FY 2019, 2<sup>nd</sup> Quarter FY 2019, and the single month of January 2019; and a "Sensitivity Analysis of Early Intervention Billing Efficiency" report.

The January 2019 Billing Efficiency Report average revenue using the \$23.52/unit rate was 84.5% of the current monthly grant payment. January 2019 was the highest billing efficiency month to date. Below is a chart of each month's average revenue using the \$23.52/unit rate compared to the current monthly grant payments since the beginning of tracking this issue in July 2018:

Month of 2018/2019	Actual Per-Unit Billing (\$23.52) Compared to Monthly Grant
January	84.5%
December	54.8%
November	67.7%
October	79.0%
September	59.0%
August	72.0%
July	69.0%
7-Month Average	69.3%

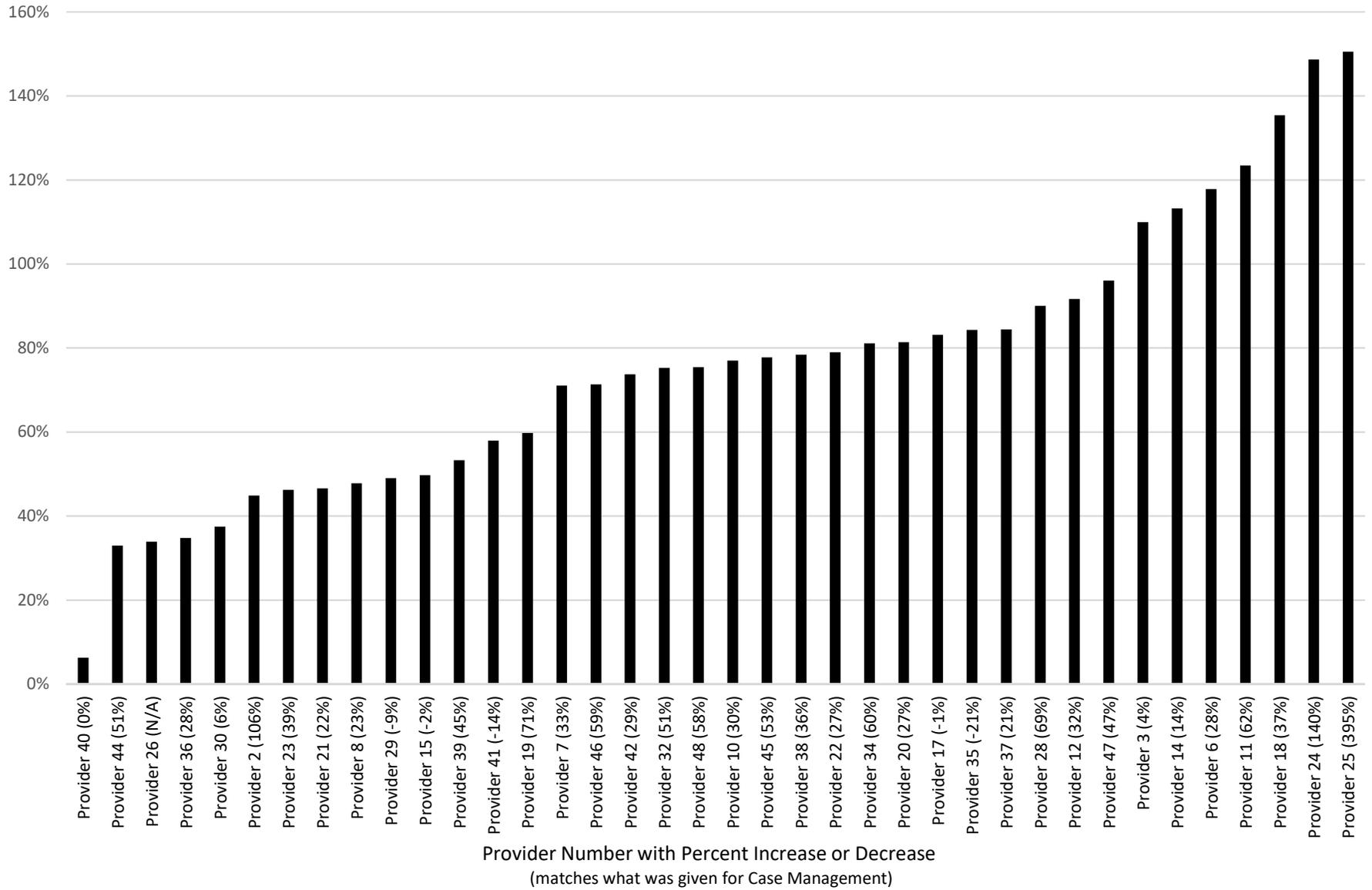
The report titled, "Sensitivity Analysis of Early Intervention Billing Efficiency," places each provider's average billing efficiency in January 2019 in a high to low ranked quartile (consumers served). This may help provide context to evaluating each provider's current situation.

As a reminder, each provider's unique provider number has been previously given to each ED/CEO. If you have misplaced your previously supplied provider number, please send an email to Sandra Delaney ([sdelaney@ddsn.sc.gov](mailto:sdelaney@ddsn.sc.gov)), who can provide you with your unique number.

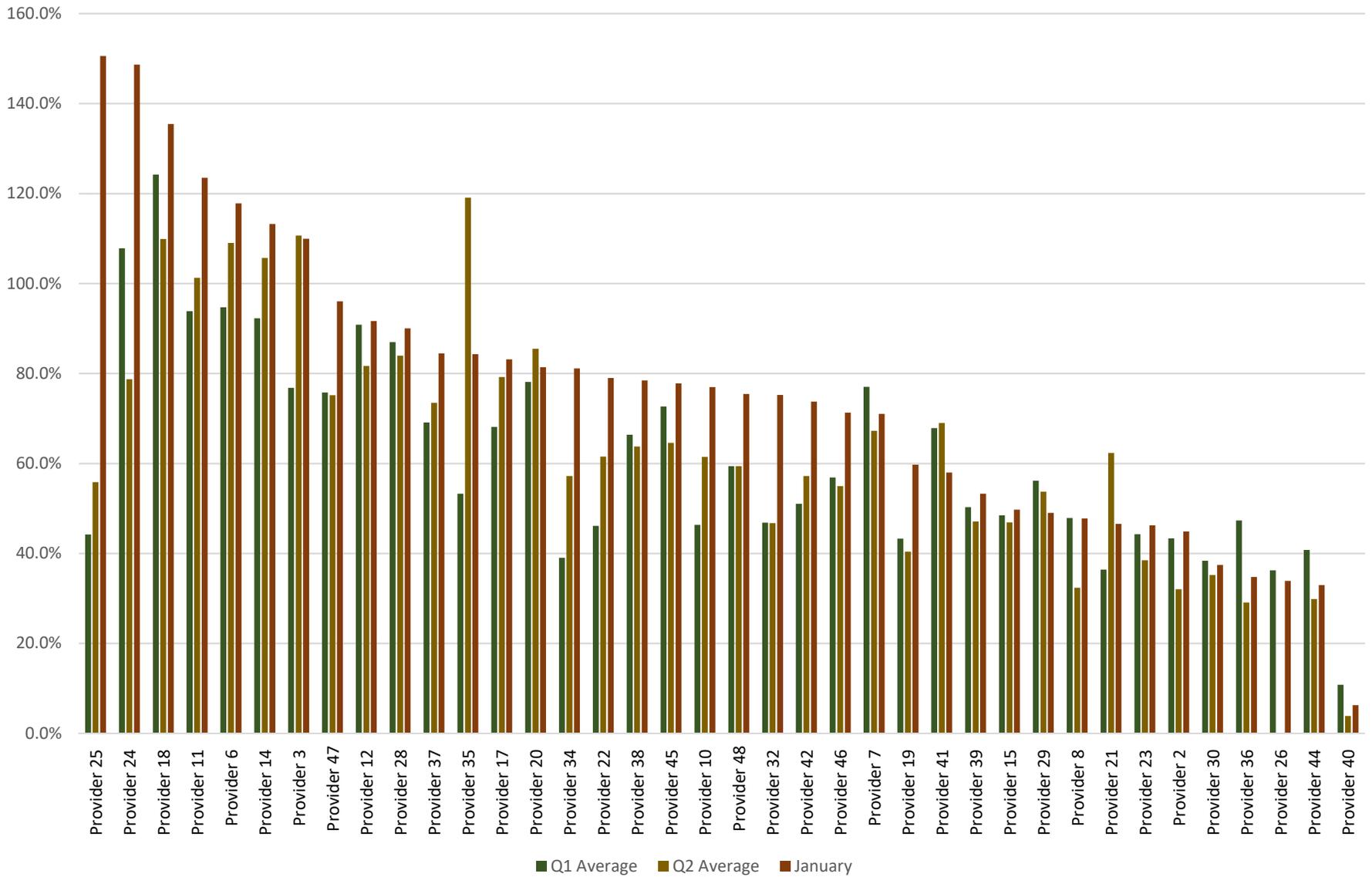
If you have questions about the reports, need assistance, or guidance to improve services, please contact Interim EI Director Joyce Kimrey at [jkimrey@ddsn.sc.gov](mailto:jkimrey@ddsn.sc.gov) or telephone (803) 898-9145.

Thank you for your continued dedication and service to children with special needs.

Percent of Contract Amounts if Billed Fee for Service at \$23.52  
January 2019



## Percent of Contract Amounts if Billed Fee for Service at \$23.52 Average of Quarter 1 and 2 Compared to January 2019



**Sensitivity Analysis of Early Intervention Billing Efficiency (1/9/2019)**

Provider Name	Size of Provider	% of contract	25% Quartiles (Based on about 550 children per Quartile)
Provider 25	Small	150.5%	Top Quartile 117.8%-150.5%
Provider 24	Medium	148.7%	
Provider 18	Medium	135.4%	
Provider 11	Large	123.4%	
Provider 6	Large	117.8%	
Provider 14	Large	113.2%	Upper Middle Quartile 84.5%-113.2%
Provider 3	Large	109.9%	
Provider 47	Small	96.0%	
Provider 12	Medium	91.6%	
Provider 28	Very Small	90.0%	
Provider 37	Medium	84.5%	Lower Middle Quartile 75.4%-84.3%
Provider 35	Very Small	84.3%	
Provider 17	Small	83.1%	
Provider 20	Large	81.4%	
Provider 34	Very Small	81.1%	
Provider 22	Medium	79.0%	
Provider 38	Small	78.4%	
Provider 45	Very Small	77.8%	
Provider 10	Medium	77.0%	Bottom Quartile 6.2%-75.2%
Provider 48	Large	75.4%	
Provider 32	Small	75.2%	
Provider 42	Small	73.7%	
Provider 46	Very Small	71.3%	
Provider 7	Very Small	59.7%	
Provider 19	Medium	57.9%	
Provider 41	Very Small	53.2%	
Provider 39	Small	49.7%	
Provider 15	Very Small	49.0%	
Provider 29	Very Small	47.8%	
Provider 8	Small	46.6%	
Provider 21	Very Small	46.2%	
Provider 23	Small	44.9%	
Provider 2	Very Small	37.4%	
Provider 30	Very Small	34.8%	
Provider 36	Very Small	33.9%	
Provider 26	Very Small	33.0%	
Provider 44	Very Small	27.2%	
Provider 40	Very Small	6.2%	
<b>Totals</b>	-	<b>84.5%</b>	<b>100%</b>

<u>Size</u>	<u>Number</u>
Very Small	0-35
Small	36-70
Medium	71-110
Large.	111+