



**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: NOVEMBER 18, 2021**

**RE: Market Rate Case Management Issue – October 2021 Billing Report**

Attached is the "Case Management Revenue by Provider" report for October 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 October. The average revenue per individual increased from \$103 in September to \$107 in October.

*Average Revenue per Individual by Category*

October 2021		
Statewide Average Revenue Per Individual by Category		
WCM	MTCM/SFCM	Total
\$111.51	\$81.93	\$107.00

Of the individuals enrolled in the waiver on October 31, 787 people did not have a reportable note submitted during the month of September despite the WCM requirement to do so. This represents 6.3% 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.

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

Description - October 2021	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.00	0.02
% 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](mailto:janis.moore@ddsn.sc.gov) or (803) 898-9703 or Lori Manos at [lmanos@ddsn.sc.gov](mailto:lmanos@ddsn.sc.gov) or (803) 898-9715. Thank you.

**Sensitivity Analysis of Case Management Market Rate Risk  
October 2021 Data (Run 11/8/21)**

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	\$ 205.91	\$ 104.69	\$ 190.03	Top Quartile \$126.34- \$190.03	
Provider 35	Very Small	\$ 162.91	\$ -	\$ 163.93		
Provider 8	Small	\$ 142.02	\$ 86.00	\$ 138.56		
Provider 23	Small	\$ 135.48	\$ 185.56	\$ 138.18		
Provider 41	Very Small	\$ 146.60	\$ 30.00	\$ 136.24		
Provider 54	Very Small	\$ 112.60	\$ 149.43	\$ 135.04		
Provider 4	Large	\$ 152.95	\$ 94.79	\$ 133.82		
Provider 34	Very Small	\$ 133.57	\$ 75.00	\$ 131.74		
Provider 16	Large	\$ 126.85	\$ 117.25	\$ 126.34		
Provider 1	Large	\$ 136.19	\$ 85.40	\$ 124.33		Upper Middle Quartile \$116.48 -\$124.33
Provider 10	Large	\$ 122.54	\$ 88.94	\$ 116.48		
Provider 18	Medium	\$ 114.99	\$ 114.89	\$ 114.98	Lower Middle Quartile \$88.98 - \$114.98	
Provider 6	Medium	\$ 118.91	\$ 72.20	\$ 114.34		
Provider 11	Very Small	\$ 108.15	\$ 330.00	\$ 109.89		
Provider 21	Small	\$ 109.90	\$ 86.79	\$ 108.55		
Provider 25	Small	\$ 115.96	\$ 47.37	\$ 108.47		
Provider 29	Very Small	\$ 107.83	\$ 63.13	\$ 105.55		
Provider 20	Medium	\$ 106.14	\$ 65.36	\$ 104.86		
Provider 3	Large	\$ 106.18	\$ 80.69	\$ 104.65		
Provider 14	Small	\$ 102.67	\$ 60.56	\$ 100.76		
Provider 19	Large	\$ 96.05	\$ 110.00	\$ 97.34		
Provider 33	Large	\$ 93.28	\$ 63.87	\$ 88.98		Bottom Quartile \$47.57 - \$87.99
Provider 42	Small	\$ 89.16	\$ 70.00	\$ 87.99		
Provider 17	Small	\$ 93.80	\$ 51.67	\$ 86.23		
Provider 32	Medium	\$ 91.64	\$ 27.66	\$ 85.86		
Provider 9	Very Small	\$ 89.09	\$ 25.45	\$ 84.66		
Provider 31	Very Small	\$ 107.13	\$ 26.67	\$ 84.50		
Provider 22	Large	\$ 87.15	\$ 52.05	\$ 84.10		
Provider 2	Very Small	\$ 95.20	\$ 50.97	\$ 79.62		
Provider 24	Very Small	\$ 78.49	\$ 83.33	\$ 79.08		
Provider 30	Very Small	\$ 77.71	\$ -	\$ 77.71		
Provider 26	Very Small	\$ 82.46	\$ -	\$ 77.67		
Provider 45	Very Small	\$ 78.41	\$ 12.86	\$ 74.49		
Provider 5	Large	\$ 77.54	\$ 54.72	\$ 71.54		
Provider 39	Small	\$ 64.60	\$ 61.11	\$ 64.32		
Provider 15	Very Small	\$ 54.91	\$ 192.50	\$ 61.17		
Provider 38	Small	\$ 55.60	\$ 66.88	\$ 55.95		
Provider 46	Very Small	\$ 55.14	\$ -	\$ 52.87		
Provider 7	Very Small	\$ 55.21	\$ 34.52	\$ 47.57		