




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: JUNE 12, 2020

RE: Market Rate Case Management Issue – May 2020 Billing Report

Attached is the "Case Management Revenue by Provider" report for May 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. This data allows a provider to evaluate, over time, the average monthly revenue generated per individual so the appropriate number of case managers/supervisors needed based on the total number of cases served by the agency can be determined. The statewide average revenue per individual is outlined in the chart for May.

Statewide Average Revenue Per Individual by Category			
	WCM	MTCM/SFCM	TOTAL
May	\$ 105.32	\$ 77.51	\$ 101.33

Average Revenue per Individual by Category

Because of the COVID-19 emergency, case managers continue to adjust service delivery to accommodate the mandate for social distancing. The current Case Management Policy includes a provision for non face-to-face contact to be made in lieu of a face-to-face contact when there are exceptional circumstances so most case management functions have been delivered in a non-face-to-face manner since mid-March. Billing continues to be analyzed to determine if a shift to billing the non-travel rate negatively impacted providers. The average revenue per consumer decreased from \$103.22 in April to \$101.33 in May. The slight decrease may be attributed to State holidays in May. April had 22 business days and May had 19-20 as most providers observed at least one of the two state holidays during the month.

As a reminder, a rate increase for WCM was implemented on January 1, 2020. The increase of \$0.22 for WCM with travel and \$.13 for WCM without travel is reflected in the average revenues. Overall, these rates continue to cause a 0.85 % increase in the average monthly revenue per consumer for WCM. The line graph reflecting average market rate revenue for WCM over time continues to be updated to reflect a data point for old and new rates so that DDSN can continue to track statewide progress.

Additionally, of the individuals enrolled in the waiver on May 31, 2020, 482 did not have a reportable note submitted during the month of May despite the WCM requirement to do so. This represents 3.97% of the waiver individuals in the system. This is an increase from the prior month of April of 1.17%. Neglecting to act to meet requirements may lead to compliance issues. DDSN will continue to contact 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 is closely monitoring providers whose revenue per consumer is less than 60% of the previous monthly payment for Waiver individuals. We will continue communication with those providers to gather information and provide technical assistance.

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

Description	WCM	MTCM
% of uni:s that were paid but Medicaid Ineligible	0.02%	0.24%
% of uni:s not paid due to wrong template	0.29%	5.18%
% of uni:s not paid - other	0.03%	0.00%

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

May 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 15	Very Small	\$ 168.36	\$ 153.75	\$ 167.85	Top Quartile \$120.19- \$167.85
Provider 13	Very Small	\$ 173.17	\$ 80.00	\$ 162.46	
Provider 10	Large	\$ 130.41	\$ 110.12	\$ 127.27	
Provider 34	Very Small	\$ 124.42	\$ 100.00	\$ 123.66	
Provider 4	Medium	\$ 145.73	\$ 86.29	\$ 123.35	
Provider 18	Medium	\$ 125.43	\$ 102.64	\$ 122.91	
Provider 6	Medium	\$ 124.39	\$ 85.11	\$ 120.19	
Provider 16	Large	\$ 126.29	\$ 49.49	\$ 118.94	Upper Middle Quartile \$103.47- \$118.94
Provider 8	Small	\$ 116.36	\$ 91.88	\$ 114.64	
Provider 29	Small	\$ 119.83	\$ 15.00	\$ 114.01	
Provider 1	Large	\$ 126.11	\$ 80.90	\$ 113.63	
Provider 12	Small	\$ 110.55	\$ 168.67	\$ 113.52	
Provider 31	Very Small	\$ 66.43	\$ 303.00	\$ 107.22	
Provider 41	Medium	\$ 111.50	\$ 18.89	\$ 104.78	
Provider 33	Small	\$ 109.61	\$ 80.75	\$ 103.47	Lower Middle Quartile \$80.62- \$102.49
Provider 3	Medium	\$ 108.33	\$ 38.11	\$ 102.49	
Provider 26	Very Small	\$ 93.80	\$ 197.50	\$ 100.79	
Provider 32	Small	\$ 98.13	\$ 52.11	\$ 95.35	
Provider 2	Very Small	\$ 101.72	\$ 79.29	\$ 94.82	
Provider 11	Small	\$ 92.24	\$ 158.33	\$ 94.67	
Provider 19	Large	\$ 92.28	\$ 118.33	\$ 94.05	
Provider 42	Small	\$ 99.34	\$ 30.00	\$ 93.84	
Provider 20	Medium	\$ 94.24	\$ 43.64	\$ 90.63	
Provider 38	Small	\$ 93.22	\$ -	\$ 90.44	
Provider 9	Very Small	\$ 99.53	\$ 35.00	\$ 85.19	
Provider 21	Small	\$ 85.20	\$ 53.86	\$ 82.43	
Provider 23	Small	\$ 83.96	\$ 30.00	\$ 81.02	
Provider 25	Very Small	\$ 97.06	\$ 24.17	\$ 80.62	
Provider 5	Large	\$ 83.21	\$ 65.50	\$ 77.12	Bottom Quartile \$44.25 - \$77.12
Provider 24	Small	\$ 78.10	\$ 57.93	\$ 75.78	
Provider 14	Small	\$ 68.14	\$ 180.77	\$ 75.01	
Provider 7	Very Small	\$ 97.85	\$ 31.83	\$ 72.78	
Provider 46	Very Small	\$ 69.53	\$ 82.50	\$ 69.85	
Provider 35	Very Small	\$ 70.34	\$ -	\$ 69.67	
Provider 39	Very Small	\$ 71.90	\$ 20.91	\$ 68.06	
Provider 22	Large	\$ 69.16	\$ 49.73	\$ 67.28	
Provider 17	Small	\$ 72.90	\$ 36.28	\$ 66.55	
Provider 30	Very Small	\$ 59.95	\$ -	\$ 59.53	
Provider 36	Very Small	\$ 59.36	\$ 15.00	\$ 56.85	
Provider 40	Small	\$ 53.19	\$ 42.14	\$ 52.80	
Provider 45	Very Small	\$ 53.14	\$ 32.86	\$ 52.00	
Provider 44	Very Small	\$ 45.34	\$ 15.00	\$ 44.25	
Provider 47	Very Small	\$ -	\$ 4.50	\$ 4.29	
Total		\$ 105.32	\$ 77.51	\$ 101.33	

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

Average Provider Market Rate Revenue Over Time

