



**DDSN Executive Memo**

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

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

**DATE: JULY 9, 2019**

**RE: Market Rate Case Management Issue – June 2019 Billing Report**

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

The June 2019 Billing Efficiency Report average provider market rate revenue was 60.4% of the current monthly capitated band payment. 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.

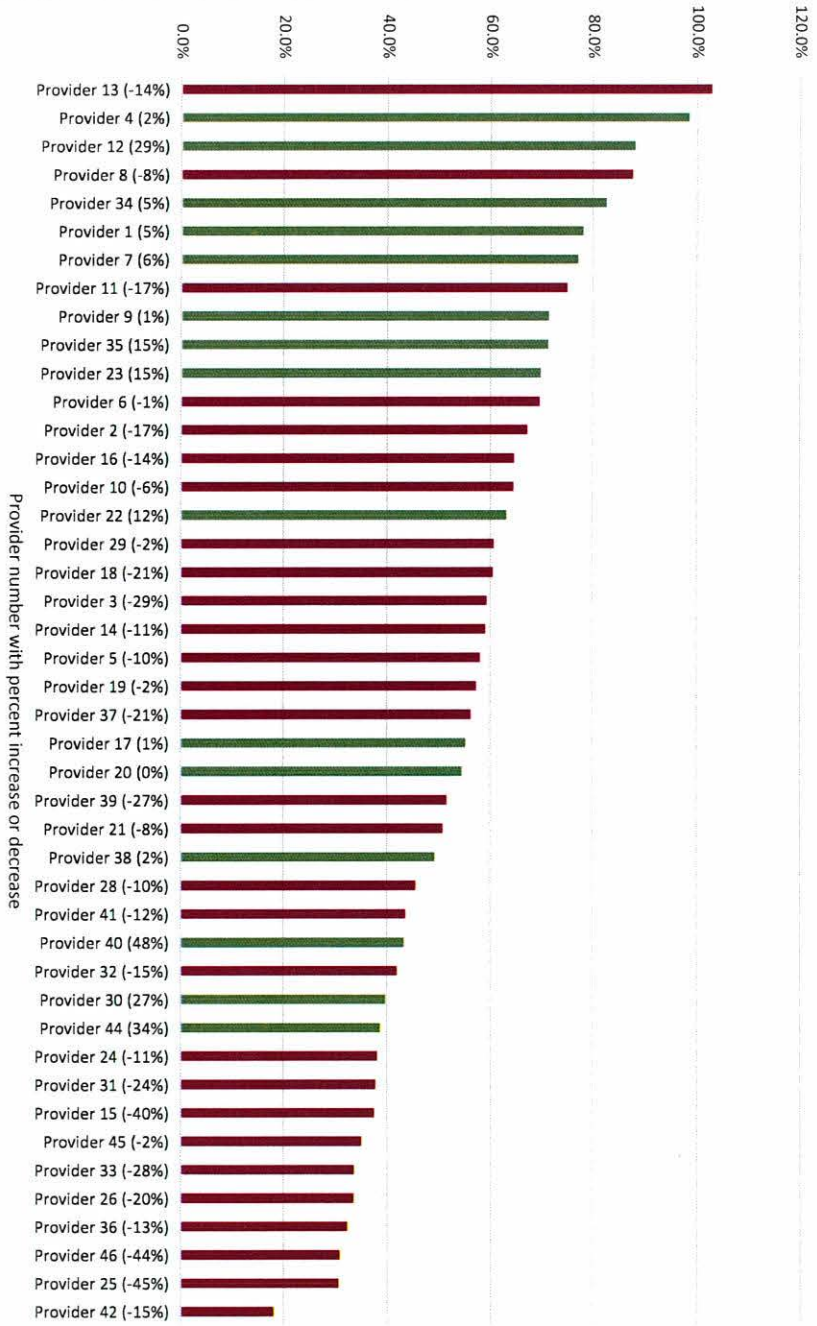
Month	Average Provider Market Rate Revenue	Estimated Revenue/Consumer	Estimated Revenue Reduction/Consumer
June 2019	60.4%	\$84	\$55
May 2019	69.2%	\$96	\$43
April 2019	63.8%	\$89	\$50
March 2019	60.0%	\$83	\$56
February 2019	50.4%	\$70	\$69
January 2019	51.5%	\$72	\$67
December	38.4%	\$53	\$86
November	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 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, please contact Ben Orner at [borner@ddsn.sc.gov](mailto:borner@ddsn.sc.gov) or (803) 898-3520.

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



**Sensitivity Analysis of Case Management Market Rate Risk (7/9/2019)**

Provider Name	Market Rate (25/15) Rev. Compared to band Payment for May 2019	May Provider Size (by consumer count)	25% Quartiles
Provider 13	102.8%	Very Small	Top Quartile 65.8%-102.8%
Provider 4	98.3%	Medium	
Provider 12	88.0%	Small	
Provider 8	87.5%	Small	
Provider 34	82.6%	Very Small	
Provider 1	78.0%	Large	
Provider 7	77.1%	Very Small	
Provider 11	74.9%	Small	
Provider 9	71.3%	Very Small	
Provider 35	71.2%	Very Small	
Provider 23	69.7%	Small	
Provider 6	69.5%	Medium	
Provider 2	67.1%	Very Small	
Provider 47	65.8%	Very Small	
Provider 16	64.5%	Large	Upper Middle Quartile 64.5%-63.1%
Provider 10	64.4%	Large	
Provider 22	63.1%	Large	
Provider 29	60.6%	Small	Lower Middle Quartile 54.4%-60.6%
Provider 18	60.3%	Medium	
Provider 3	59.1%	Large	
Provider 14	59.0%	Small	
Provider 5	57.9%	Medium	
Provider 19	57.1%	Large	
Provider 37	56.0%	Very Small	
Provider 17	55.2%	Small	
Provider 20	54.4%	Medium	
Provider 39	51.5%	Very Small	Bottom Quartile 18.1%-51.5%
Provider 21	50.6%	Small	
Provider 38	49.2%	Small	
Provider 28	45.4%	Very Small	
Provider 41	43.4%	Medium	
Provider 40	43.2%	Small	
Provider 32	41.8%	Small	
Provider 30	39.6%	Very Small	
Provider 44	38.6%	Very Small	
Provider 24	38.0%	Medium	
Provider 31	37.7%	Very Small	
Provider 15	37.4%	Very Small	
Provider 45	35.0%	Very Small	
Provider 33	33.5%	Very Small	
Provider 26	33.5%	Very Small	
Provider 36	32.2%	Very Small	
Provider 46	30.7%	Very Small	
Provider 25	30.4%	Very Small	
Provider 42	18.1%	Small	
<b>Total</b>		-	<b>100%</b>

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 June 2019

