



DDSN Executive Memo

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

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

DATE: FEBRUARY 11, 2021

RE: Market Rate Case Management Issue – January 2021 Billing Report

Attached is the "Case Management Revenue by Provider" report for January 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 January. The average revenue per individual increased from \$98.81 in December to \$99.66 in January.

Statewide Average Revenue Per Individual by Category			
	WCM	MTCM/SFCM	TOTAL
January 2021	\$ 103.46	\$ 76.09	\$ 99.66

Average Revenue per Individual by Category

Of the individuals enrolled in the waiver on January 31, 626 did not have a reportable note submitted during the month of January despite the WCM requirement to do so. This represents 5.1% of the waiver individuals in the system. This represents an increase of 0.8% from the prior month of December. 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 January 2021 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.08%	0.26%
% of units not paid due to wrong template	0.34%	6.50%
% of units not paid - other	0.01%	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.

January 2021 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	\$ 170.98	\$ 112.73	\$ 163.53	Top Quartile \$117.49 - \$163.53
Provider 34	Very Small	\$ 132.19	\$ 120.00	\$ 131.57	
Provider 18	Medium	\$ 124.95	\$ 148.33	\$ 126.95	
Provider 10	Large	\$ 127.03	\$ 94.95	\$ 121.64	
Provider 15	Very Small	\$ 126.03	\$ 18.00	\$ 121.29	
Provider 3	Large	\$ 122.04	\$ 104.41	\$ 120.94	
Provider 8	Small	\$ 123.95	\$ 43.42	\$ 117.49	
Provider 16	Large	\$ 120.07	\$ 79.00	\$ 117.20	Upper Middle Quartile \$107.81 - \$117.20
Provider 35	Very Small	\$ 116.84	\$ -	\$ 116.84	
Provider 4	Large	\$ 134.49	\$ 79.56	\$ 115.42	
Provider 6	Medium	\$ 118.57	\$ 55.78	\$ 113.72	
Provider 25	Very Small	\$ 129.95	\$ 33.87	\$ 108.52	
Provider 1	Large	\$ 114.89	\$ 83.32	\$ 107.81	
Provider 14	Small	\$ 110.48	\$ 31.76	\$ 104.14	Lower Middle Quartile \$80.50 - \$104.14
Provider 31	Very Small	\$ 126.34	\$ 27.86	\$ 104.10	
Provider 33	Small	\$ 104.28	\$ 84.25	\$ 101.50	
Provider 20	Medium	\$ 100.57	\$ 115.96	\$ 101.46	
Provider 11	Very Small	\$ 98.19	\$ 120.00	\$ 98.51	
Provider 23	Small	\$ 94.11	\$ 168.57	\$ 97.00	
Provider 21	Small	\$ 96.70	\$ 94.71	\$ 96.56	
Provider 9	Very Small	\$ 102.08	\$ 52.89	\$ 92.14	
Provider 29	Very Small	\$ 86.20	\$ 91.00	\$ 86.51	
Provider 7	Very Small	\$ 111.54	\$ 50.00	\$ 85.90	
Provider 32	Small	\$ 86.36	\$ 67.76	\$ 84.72	
Provider 24	Small	\$ 79.46	\$ 109.66	\$ 83.63	
Provider 2	Very Small	\$ 97.95	\$ 54.33	\$ 83.57	
Provider 42	Small	\$ 84.22	\$ 22.50	\$ 80.77	
Provider 22	Large	\$ 83.57	\$ 37.50	\$ 80.50	
Provider 19	Large	\$ 76.70	\$ 60.87	\$ 75.66	
Provider 38	Small	\$ 73.12	\$ 42.50	\$ 72.31	
Provider 5	Large	\$ 78.95	\$ 52.02	\$ 71.64	
Provider 26	Very Small	\$ 70.00	\$ 56.25	\$ 69.38	
Provider 41	Medium	\$ 70.70	\$ 22.11	\$ 68.08	
Provider 54	Very Small	\$ 49.68	\$ 87.69	\$ 67.98	
Provider 17	Small	\$ 74.06	\$ 34.10	\$ 66.98	
Provider 39	Very Small	\$ 69.81	\$ 15.91	\$ 65.81	
Provider 46	Very Small	\$ 64.88	\$ -	\$ 64.88	
Provider 45	Very Small	\$ 60.71	\$ 56.00	\$ 60.52	
Provider 36	Very Small	\$ 55.44	\$ 300.00	\$ 57.91	
Provider 30	Very Small	\$ 41.60	\$ 15.00	\$ 41.02	
Provider 44	Very Small	\$ 20.79	\$ 37.50	\$ 21.40	
Total		\$ 103.46	\$ 76.09	\$ 99.66	

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