



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: MAY 25, 2021

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

Attached is the "Case Management Revenue by Provider" report for April 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 April. The average revenue per individual decreased from \$111.32 in March to \$107.50 in April.

Average Revenue per Individual by Category

April 2021		
WCM	MTCM/SFCM	Total
\$107.50	\$83.50	\$104.00

Of the individuals enrolled in the waiver on April 30, 651 did not have a reportable note submitted during the month of April despite the WCM requirement to do so. This represents 5% of the waiver individuals in the system. This is the same as the previous month of March. 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 April 2021 invoices for Medicaid Ineligible and Not Paid are reflected in the charts below:

Description - April 2021	WCM	MTCM
% of units that were paid but Medicaid Ineligible	0.10%	0.20%
% of units not paid due to wrong template	0.00%	8.00%
% of units not paid - other	0.00%	0.00%

If you have questions, please contact Janis Moore at janis.moore@ddsn.sc.gov or (803) 898-9703 or Lori Manos at lmanos@ddsn.sc.gov or (803) 898-9715.

**Sensitivity Analysis of Case Management Market Rate Risk
April 2021 Data (Run 5/11/2021)**

Provider #	Provider Size VS - Very small S - Small M - Medium L - Large	Average Waiver Revenue per Waiver Enrolled Individual	Average MTCM/SFCM Revenue per Individual	Average Revenue per Person	25% Quartiles
35	VS	\$ 191.82	\$ -	\$ 191.82	Top Quartile \$117.41 - \$191.82
13	VS	\$ 189.32	\$ 107.92	\$ 178.09	
8	S	\$ 147.67	\$ 73.91	\$ 140.69	
34	VS	\$ 140.92	\$ 82.50	\$ 137.38	
23	S	\$ 130.55	\$ 148.75	\$ 131.36	
41	VS	\$ 127.20	\$ 85.71	\$ 123.43	
16	L	\$ 123.56	\$ 115.00	\$ 122.97	
1	L	\$ 129.22	\$ 94.14	\$ 120.61	
29	VS	\$ 122.61	\$ 42.50	\$ 117.41	
10	L	\$ 121.91	\$ 95.01	\$ 117.17	
11	VS	\$ 110.93	\$ 462.50	\$ 116.21	
4	L	\$ 126.73	\$ 94.35	\$ 115.46	
18	M	\$ 115.39	\$ 115.43	\$ 115.40	
14	S	\$ 113.74	\$ 131.82	\$ 114.69	Lower Quartile \$91.12 - \$114.69
3	L	\$ 113.32	\$ 95.86	\$ 112.45	
6	M	\$ 119.58	\$ 34.36	\$ 111.65	
46	VS	\$ 110.67	\$ 71.25	\$ 108.81	
15	VS	\$ 110.06	\$ 60.00	\$ 107.84	
42	S	\$ 108.94	\$ 39.29	\$ 106.14	
25	VS	\$ 124.75	\$ 24.83	\$ 105.56	
33	L	\$ 106.01	\$ 76.53	\$ 102.66	
20	M	\$ 102.74	\$ 69.84	\$ 100.51	
24	S	\$ 95.53	\$ 78.48	\$ 93.56	
21	S	\$ 89.34	\$ 124.74	\$ 92.09	
2	VS	\$ 107.96	\$ 58.00	\$ 91.12	
19	L	\$ 90.94	\$ 81.73	\$ 90.34	
9	VS	\$ 91.24	\$ 77.14	\$ 89.09	
17	S	\$ 89.13	\$ 82.20	\$ 87.84	
22	L	\$ 82.32	\$ 65.18	\$ 81.02	
32	M	\$ 76.66	\$ 69.07	\$ 76.04	
7	VS	\$ 84.83	\$ 59.57	\$ 74.90	
31	VS	\$ 69.40	\$ 75.00	\$ 70.63	
38	S	\$ 74.28	\$ 24.80	\$ 70.28	
5	L	\$ 75.36	\$ 49.65	\$ 68.95	
45	VS	\$ 62.79	\$ 38.57	\$ 61.39	
26	VS	\$ 60.32	\$ 52.50	\$ 59.97	
54	VS	\$ 13.75	\$ 84.48	\$ 51.74	
39	S	\$ 48.79	\$ 45.83	\$ 48.58	
30	VS	\$ 43.98	\$ 103.33	\$ 45.26	
44	VS	\$ 22.75	\$ 5.00	\$ 21.80	
	AVERAGE:	\$ 107.50	\$ 83.50	\$ 104.00	