



DDSN Executive Memo

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

FROM: SUSAN KREH BECK, ED.S., LPES, NCSP *(Signature)*

DATE: FEBRUARY 13, 2019

RE: Market Rate Case Management Issue – January 2019 Billing Reports

Attached are the following reports: January 2019 Billing Efficiency Report; Sensitivity Analysis of Case Management Market Rate Risk; and a new report titled, "Analysis of High and Low Billing Rates from June 2018 to January 2019." This new report shows your agency's range of billing over the time period (dotted line) and the current month (bold dot). This should be useful in comparing this month to previous months as well as showing a quick glance of the range of your billing.

The January 2019 Billing Efficiency Report average provider market rate revenue was 51.5% of the current monthly capitated band payment. This month showed significant improvement over the past months as we move out of the Holiday season. The billing this month is comparable to the billing last October, which was elevated by a high concentration of annual plans due to the ramp up to Therap in 2017.

This month we will also be sending a summary to each Executive Director/CEO containing a financial summary of the last 6 months billing compared to what was paid as a band payment. This communication will show, in actual dollar amounts, what was paid from July-December and what would have been paid if the new rates were in effect. This will help each Director better assess the current situation of their Case Management Program.

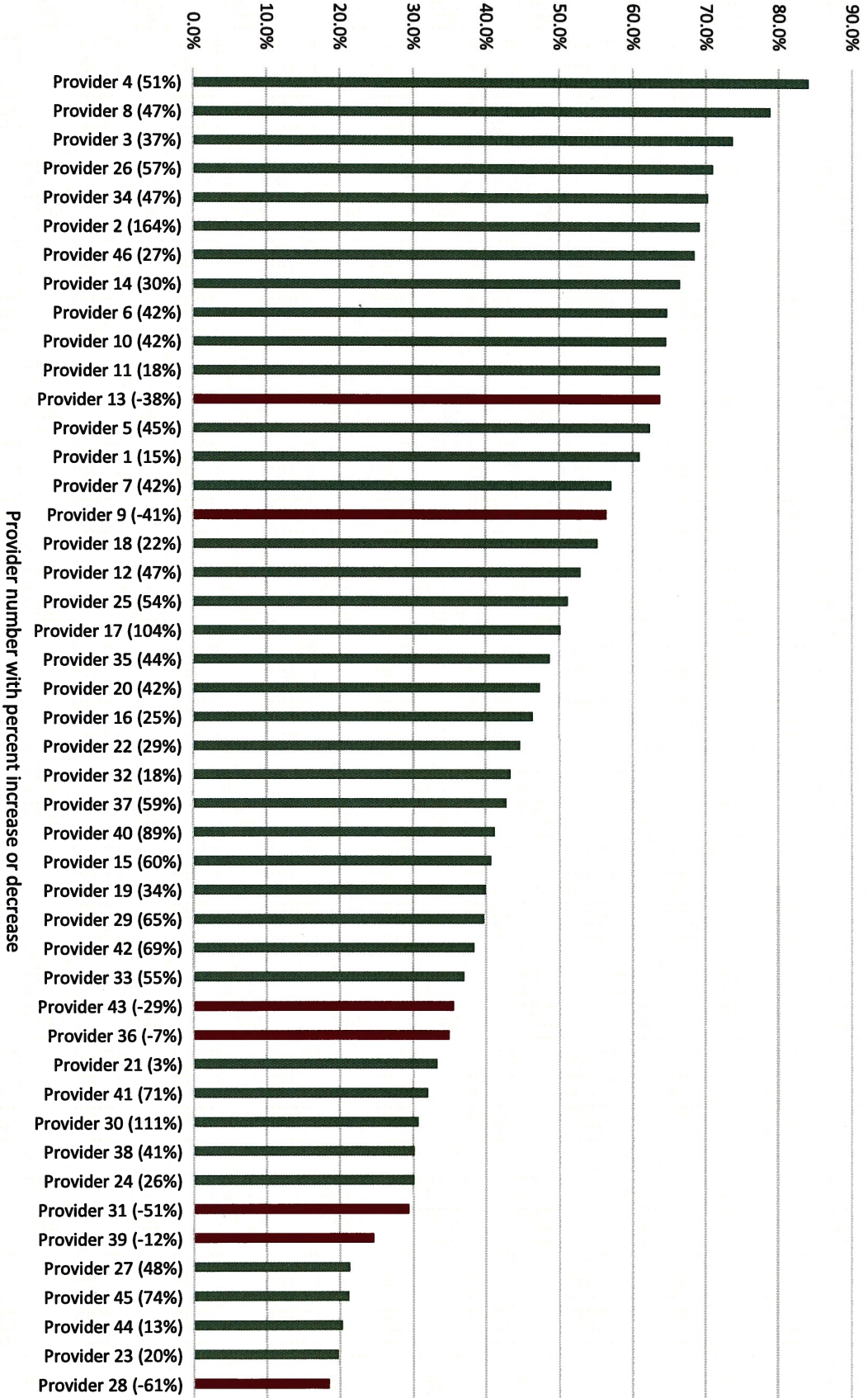
Below is a chart of each month's average provider market rate revenue compared to the current monthly capitated band payment since the beginning of tracking this issue.

Month	Average Provider Market Rate Revenue	Estimated Revenue/Consumer	Estimated Revenue/Reduction/Consumer
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 an email to Sandra Delaney (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 or (803) 898-3520.

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



Sensitivity Analysis of Case Management Market Rate Risk (2/8/2019)			
Provider Name	Average Market Rate (25/15) Rev. Compared to band Payment for November - January	Provider Size (Comparitvely)	25% Quartiles (Based on about 3,000 Waiver Consumers per Quartile)
Provider 13	84.5%	Very Small	Top Quartile 54.5%-84.5%
Provider 9	72.4%	Very Small	
Provider 4	68.4%	Medium	
Provider 8	67.9%	Small	
Provider 34	62.5%	Very Small	
Provider 11	58.6%	Small	
Provider 14	57.6%	Small	
Provider 3	57.1%	Large	
Provider 46	55.7%	Very Small	
Provider 6	55.7%	Medium	
Provider 1	54.5%	Large	
Provider 10	54.4%	Large	
Provider 5	53.4%	Medium	
Provider 2	51.3%	Very Small	
Provider 31	50.5%	Very Small	
Provider 26	50.3%	Very Small	
Provider 7	50.1%	Very Small	
Provider 18	47.7%	Medium	
Provider 12	42.7%	Small	
Provider 20	41.7%	Medium	Lower Middle Quartile 35.5%-41.7%
Provider 16	41.2%	Large	
Provider 25	41.1%	Very Small	
Provider 36	40.9%	Very Small	
Provider 32	40.6%	Small	
Provider 22	39.3%	Large	
Provider 21	37.6%	Small	
Provider 35	36.9%	Very Small	
Provider 17	35.5%	Small	
Provider 19	34.1%	Large	
Provider 43	34.1%	Very Small	Bottom Quartile 16.0%-34.1%
Provider 37	34.1%	Very Small	
Provider 29	33.1%	Small	
Provider 15	30.3%	Very Small	
Provider 42	29.6%	Small	
Provider 33	28.8%	Very Small	
Provider 28	28.4%	Very Small	
Provider 24	28.0%	Medium	
Provider 40	27.1%	Small	
Provider 30	26.9%	Very Small	
Provider 39	25.6%	Very Small	
Provider 38	24.7%	Small	
Provider 41	23.4%	Medium	
Provider 27	18.0%	Very Small	
Provider 23	17.1%	Small	
Provider 44	16.3%	Very Small	
Provider 45	16.0%	Very Small	
Totals	41.9%	-	100%

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 January 2019

