



Test of CRM Use for Referrals Sent 90 Days Prior

Test	% Result	Points Possible	Point Result
% of Referrals Accepted	92%	10	9.19
% of Scheduled Referrals with Linked Appt	76%	10	7.62
% of Seen Referrals Tagged as Seen	72%	10	7.21
% of Seen Referrals that are Completed	94%	10	9.43
% of DSM Referrals with CRM Referral	4%	5	0.22

33.67 points out of 45 points possible

75% clinic score for CRM use