



Test of CRM Use for Referrals Sent 90 Days Prior

Test	% Result	Points Possible	Point Result
% of Referrals Accepted	97%	10	9.71
% of Scheduled Referrals with Linked Appt	85%	10	8.48
% of Seen Referrals Tagged as Seen	85%	10	8.48
% of Seen Referrals that are Completed	97%	10	9.71
% of DSM Referrals with CRM Referral	46%	5	2.29

38.67 points out of 45 points possible

86% clinic score for CRM use