



Test of CRM Use for Referrals Sent 90 Days Prior

Test	% Result	Points Possible	Point Result
% of Referrals Accepted	89%	10	8.86
% of Scheduled Referrals with Linked Appt	50%	10	5.05
% of Seen Referrals Tagged as Seen	46%	10	4.64
% of Seen Referrals that are Completed	67%	10	6.67
% of DSM Referrals with CRM Referral	46%	5	2.3

27.52 points out of 45 points possible

61% clinic score for CRM use