

Testing Algorithm,
Menu, Lab vs. Rapid
Oral Fluid

Lab-Based Processing

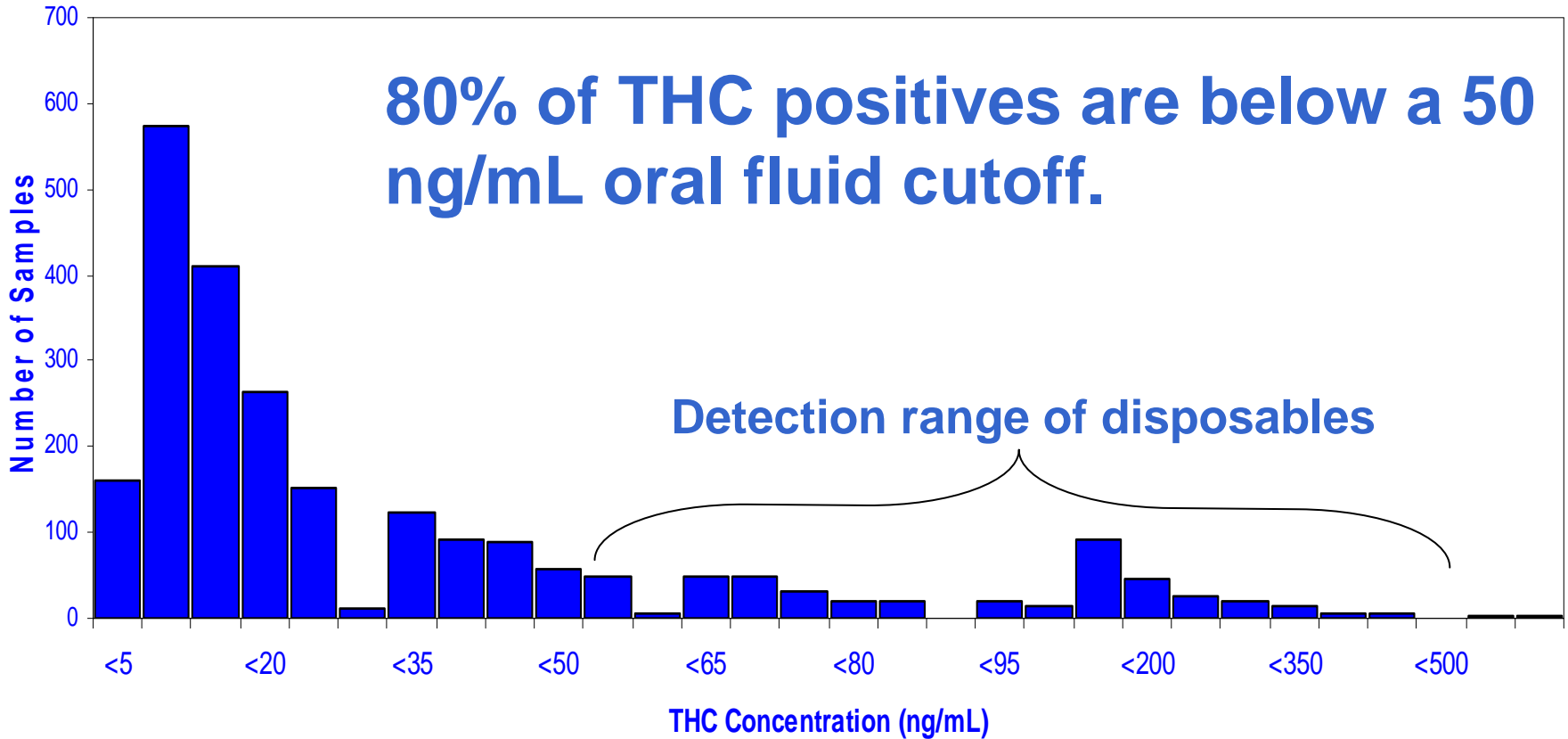
- Accession specimen
 - COC Review
 - Specimen Integrity
- Screening
 - ELISA
- Confirmation, if needed
- Result reporting



Laboratory vs. Rapid Oral Fluid DOA Testing

Characteristic	Lab Based	Rapid
Subjective read	No	Yes
Accuracy	Proven	Unproven
Defensible in court	Proven	Unproven
Getting results	Fax, email, secure sites; Store/use data	Manual
FDA cleared	Yes	No
Peer reviewed publications	Yes	No
Standardized confirmation methods	Yes	No

Rapid vs. laboratory based oral fluid tests...



Testing data from LabOne, Inc., Lenexa, KS.

A large, horizontally-oriented oval with a red-to-dark-red gradient background and a thin black border. The text is centered within the oval.

How Can Oral Fluid
Testing Help Me?



Time / Resources = \$ Money \$

- Funding dollars being spent on gender-specific collection issues...eliminated with oral fluid collection
- Time being spent on shy bladder issues waiting for a sample...eliminated with oral fluid collection
- Resources being used to deal with juvenile collections (gender and privacy)...oral fluid eliminates or reduces these concerns

Pilot Study at WA DOC on Collection Time and Cost

Collection Times ~ 65% labor savings

Sample Type	# of samples collected	Total time to collect	Average collection times
Oral Fluid	100	471 minutes	5 minutes
Urine	45	643 minutes	14 minutes

Cost of Collection – 83% labor cost savings with 2 CCO's involved

Sample Type	*Ave. labor cost for sample collection	X Ave. collection time	Ave. cost of collection
Oral Fluid	\$0.35/minute	5 minutes/collection	\$1.64/collection
Urine	\$0.35/minute	14 minutes/collection	\$4.95/collection **\$9.90/collection

*Average labor cost calculation: \$20.90 average CCO salary, divided by 60 minutes/hour = \$0.35/min.

**Two CCOs required to collect the sample.

(All numbers rounded to nearest whole number.)

Urine Adulteration = \$ Money \$

Ways to tamper:

- Masking agents
- Dilution
- Substitution



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EZ DeTox

Clean Up - Shape Up - Get Squared Away & Get (or Keep) That Job



 **pass-any-drug-test.com** 1-877-727-7123 Call Any Time With Questions

Oral Fluid Raises the Bar...

- Oral fluid collection and testing is not subject to easy adulteration and cannot be diluted.

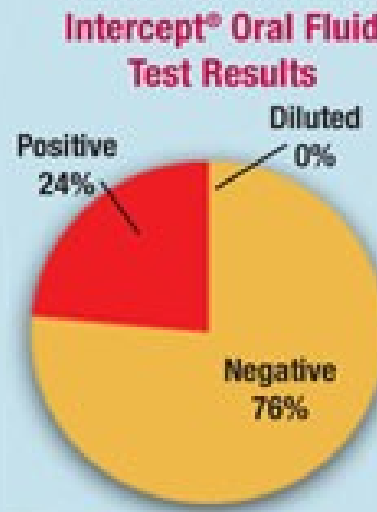
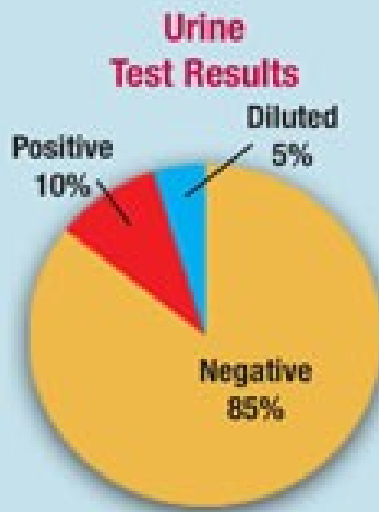


Case Study: Iowa DOC

"Using Intercept®, we have more than doubled the number of clients who test positive for illegal drug use and have reduced our diluted and adulterated sample returns to zero. Making it harder to beat drug tests gives us the upper hand in "breaking the cycle" of drug use by our clients."

Joel McAnulty

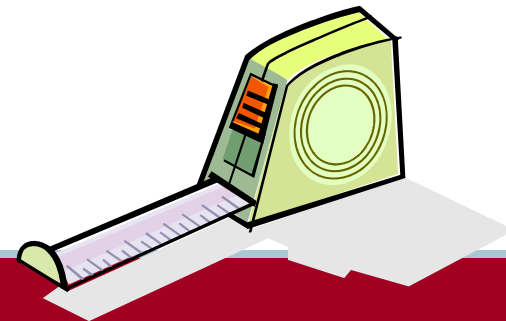
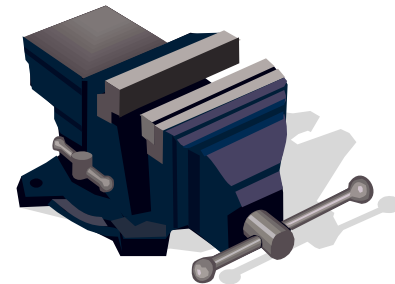
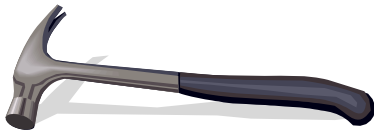
*Area Officer Supervisor
Iowa D.O.C.*



	Urine EIA Results	Intercept® EIA Results
Positive	10%	24%
Diluted	5%	0%
Negative	85%	76%

The element of surprise...

- Oral fluid testing gives you another tool in your toolbox to keep your clients honest and concerned about their results.
- Being honest/concerned helps them get and stay clean improving DC success rates.



The element of care and dignity...

- Oral fluid collection is a more dignified way to treat clients.
- Clients feeling a greater degree of care and dignity should have more self esteem and confidence they can get clean and stay out of trouble.

These ultimately can improve DC success rates

Standards To Look For...

- FDA-cleared tests
- Peer-reviewed studies
- Manufacturers meeting claims they make
- Case law/court cases
- Positive references



To summarize...

- Oral fluid is easy to collect and eliminates time, hassles and costs associated with urine collection and testing.
- Laboratory based oral fluid testing is more accurate and reliable than rapid oral fluid testing.
- Oral fluid collection eliminates gender issues often seen with urine collection and issues surrounding sensitivity and privacy with juvenile subjects.
- Oral fluid collection reduces the opportunity for adulteration and eliminates sample dilution saving time and money for the DC.
- Sample collection process is more dignified and less invasive driving greater care and outcomes for clients and DC.
- Look for high standards in the products and services you select.

Where does this fit into your testing toolbox??

Thank You!