

PROVE IT.

SITUATION

Retail Grocery chain was utilizing 5 panel lab-based oral fluids testing throughout its chain locations. Cost per test was \$26 including collection device. Average turnaround time to receive results was 1.75 days. Total program cost averaged \$4,160,000.

1300 chain locations

160,000 applicants per year

SOLUTION

By converting to an instant oral fluids device at roughly \$8 per unit, the company was able to save \$18 per test on all negative results processed (97.2%), with a turnaround time on these results averaging 10 minutes. Confirmation (urine-based) on 2.8% of tests conducted averaged \$28 per test. Negative results were now being processed at an annual rate of \$1,280,000 with confirmation testing at \$125,440 for a total program cost of \$1,409,920.

RESULTS IN A
THIRD
ON THE TIME

RESULTS

Annual savings from the conversion of lab-based oral fluids testing to instant oral fluids testing was \$2,750,080. Negative results were available nearly 2 days sooner, allowing much quicker placement time.

FASTER

RESULTS BY

41 hrs

For negative tests

Annual
Saving
\$2,750,080