

The **BUZZ** Insider

Increase revenue, improve profitability
with oral fluid drug testing



OraSure Technologies, the #1 recognized brand name in oral fluid testing, specializes in working with background screening companies to help them:

- Increase revenue
- Improve profitability
- Streamline operations
- Significantly reduce customer troubleshooting issues
- Eliminate costs associated with drug-test cheating

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Did you know oral fluid testing...

- ... is the fastest-growing segment of the drug testing industry?
- ... solves the #1 problem with drug testing—arranging collections?
- ... makes managing clients' drug testing programs faster, easier, and more profitable?
- ... is the only federally endorsed recent-use detection drug testing method making it ideal in states that have legalized marijuana?

[Click here to learn more about how OraSure can help you increase revenue and improve profitability with oral fluid drug testing.](#)

WHAT IS ORAL FLUID TESTING?

by Linda Richardson, C-SAPA, C-SI

Believe it or not, oral fluid testing has been around for over 20 years and is quickly becoming the methodology of choice for many employers. Oral fluid has proven to be highly accurate and the best testing methodology for many issues currently facing employers. So, what exactly is oral fluid testing and how should it be used in the workplace?

How Does Oral Fluid Testing Work?

Oral fluid testing looks at the saliva and other oral fluid secretions and is representative of what is in the bloodstream. Drugs are detectable in an individual's oral fluids within minutes of ingestion, as compared to urine, which requires several hours before certain drug metabolites are detectable. Oral fluid collections are as easy as they sound—a simple absorptive device is placed in the donor's mouth for a determined amount of time. These simple collections easily eliminate privacy concerns while still allowing observation throughout the entirety of the collection to ensure that there is no attempted adulteration. Collections only take a few minutes and then for lab-based oral fluid, the samples are sent to the laboratory to undergo testing.

Testing begins with screening for a variety of drug types (depending on an employer's panel preferences and applicable state laws/federal regulations). Specimens that screen negative require no further testing. Positive specimens are tested a second time, undergoing testing via confirmation assay which looks at drug content. The entire process takes from 24–48 hours after receipt by the laboratory, after which positive results are typically sent to the Medical Review Officer (MRO).

When Should I Use Oral Fluid Testing?

Because an oral fluid test looks at substances currently in the body, it is particularly useful when an employer wishes to determine recent use. Oral fluid is often used in post-accident situations to determine if drugs were in the individual's person at the time of the accident.

Another appropriate application for oral fluid drug testing would be pre-employment testing. In the job market today, there are more positions available than people to fill them, which means employers are competing for employees. One of the quickest ways to lose a potential candidate is if the hiring process takes too long. Thanks to oral fluid testing's easy collection process, the hiring process can move quickly to allow employers to hire the best candidate available to them.

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Visit OraSure at the PBSA Annual Conference at booth #108

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