




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

Now streaming: 

Adding oral fluid testing to increase your revenue

Learn more about how OraSure can help you increase revenue and improve profitability with oral fluid drug testing.

Top 5 Benefits of Selling Oral Fluid as a Background Screener

Here's the good news: Drug testing is here to stay

The movement to legalize marijuana in many states has caused some to question the viability of workplace drug testing. Yet, the federal government continues to require drug testing of workers in safety-sensitive transportation occupations, as part of Department of Defense contracts, in prisons, and of parolees. Additionally, drug testing remains legal in all 50 states, as does testing for marijuana.

However, getting some forms of drug testing done has become more difficult since the start of the COVID-19 pandemic, including collecting urine samples at off-site occupational health clinics. Some people are hesitant to visit locations where sick people typically gather for fear of being exposed to the coronavirus. For this reason, as well as others, employers are looking for alternatives that address problems associated with urine drug testing.

In 2020, oral fluid testing became the fastest-growing segment of the drug testing industry. Part of that growth has been the result of the endorsement of lab-based oral fluid testing by the U.S. Substance Abuse and Mental Health Services Administration (SAMHSA) in October 2019. Adding to the already growing credibility of oral fluid testing, SAMHSA stated:

"The scientific basis for the use of oral fluid as an alternative specimen for drug testing has now been broadly established and the advances in the use of oral fluid in detecting drugs have made it possible for this alternative specimen to be used with the same level of confidence that has been applied to the use of urine"

Oral fluid testing can be particularly attractive to background screening companies that also offer drug testing services. Following are five benefits of offering oral fluid testing: [Read more](#)

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