

# Improve the ROI and savings of your drug testing program

Maximize the value of your drug testing program and help reduce costs and improve detection. When drug users can be identified earlier in your hiring process or more effectively in your workforce, you can more fully achieve the value of drug testing.

## Cost savings



### Optimize collection costs

- Use Quest Diagnostics Patient Service Centers
- Choose instant urine or lab-based oral fluid for onsite collections, avoiding a loss of donor productivity
- Take advantage of economies of scale by screening multiple donors at hiring events or job fairs

### Eliminate paper forms

- Move your organization to electronic custody and control forms (eCCF), which improve efficiency and eliminate paper inventory, storage, and handling

### Reduce repeat collections

- Choose a reliable device with a specimen adequacy indicator (not all oral fluid devices offer this) to avoid repeat collections or quality not sufficient (QNS) at the lab

### Get volume discounts

- Ask for price discounts in exchange for higher testing volume (available from most providers)

## Improved detection



### Lower your cutoffs

- Detect drug use at lower levels using panels with multiple options for cutoffs

### Expand drug panels

- Test for more than the 5 most common drugs, using trends data for your industry or geography

### Discourage cheating

- Consider including oral fluid or hair testing since tests like these are harder to cheat and may lead to more reliable positivity rates

### Go beyond hiring

- Add random, post-accident, and reasonable suspicion drug testing to potentially return higher positivity rates and help deter drug use within your organization
- Implementing more frequent drug testing on internal hires, job changes, and promotions—as well as on executives, client-facing, and safety-sensitive employees—shows your commitment to a drug-free workplace

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