



The 2023 Drug Testing Industry Survey

The Current Consulting Group's 25th Annual Drug Testing Industry Survey polled experts on current trends and future predictions. Survey questions spanned topics from most requested testing methodologies to marijuana legalization and its impact on sales and profitability, to the continued increase of interest in oral fluid testing.

Thank You to Our Sponsors

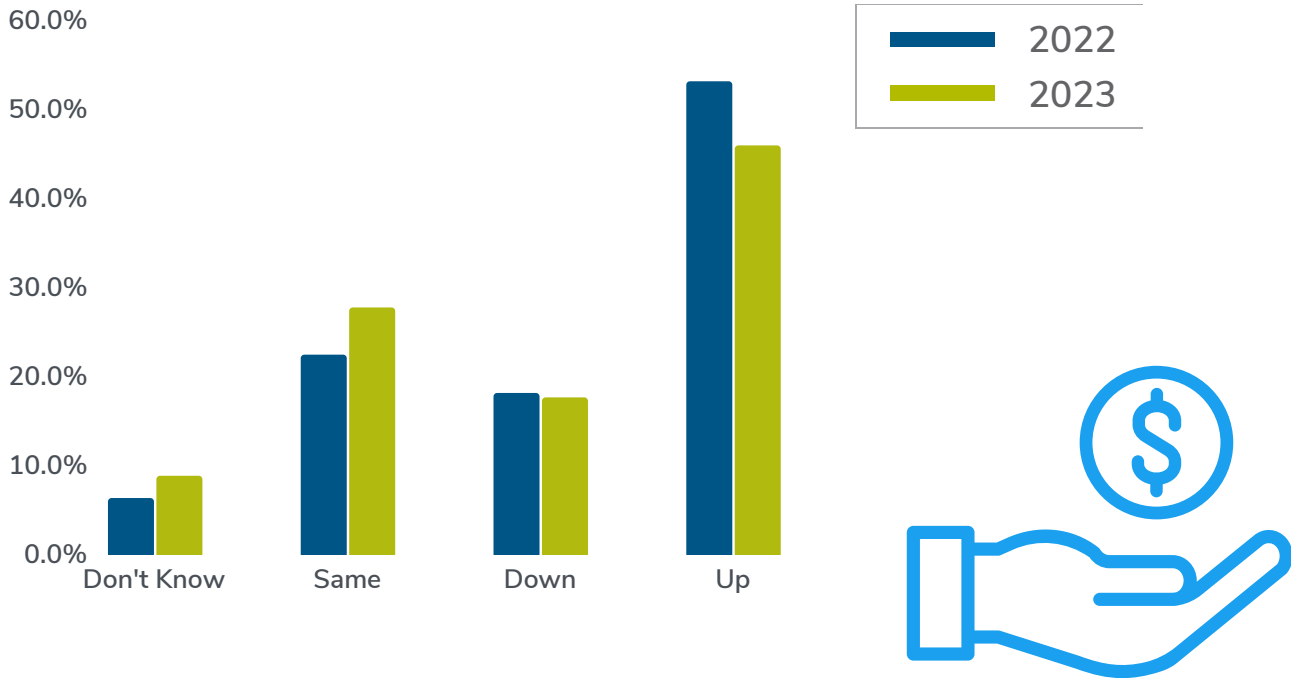


OraSure Technologies

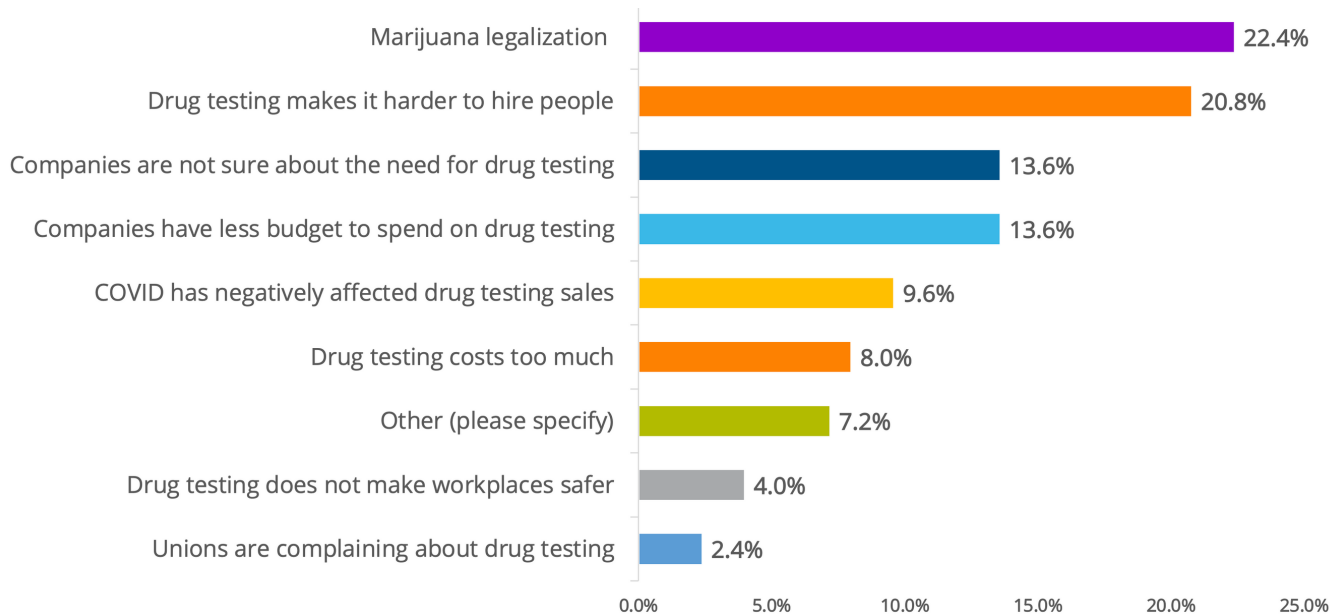


State of the Drug Testing Industry

Are Drug Testing Sales Up or Down in 2023?



If Down, Why?



Price Increase in 2023

71%

Lab

39%

MRO

65%

Collection

49%

POCT Device

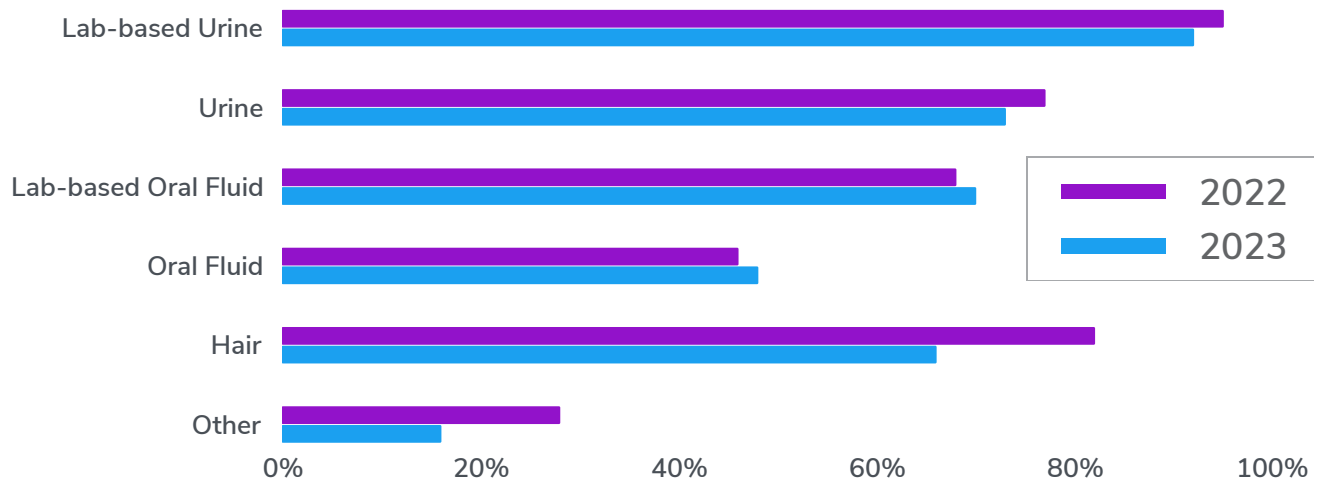
51%

Alcohol Testing

Drug Testing Methods



Which Drug Testing Method(s)
Do You Offer?



Which Oral Fluid Testing Method
Do Your Clients Prefer?



Lab-based
43%



POCT
11%



Both
29%

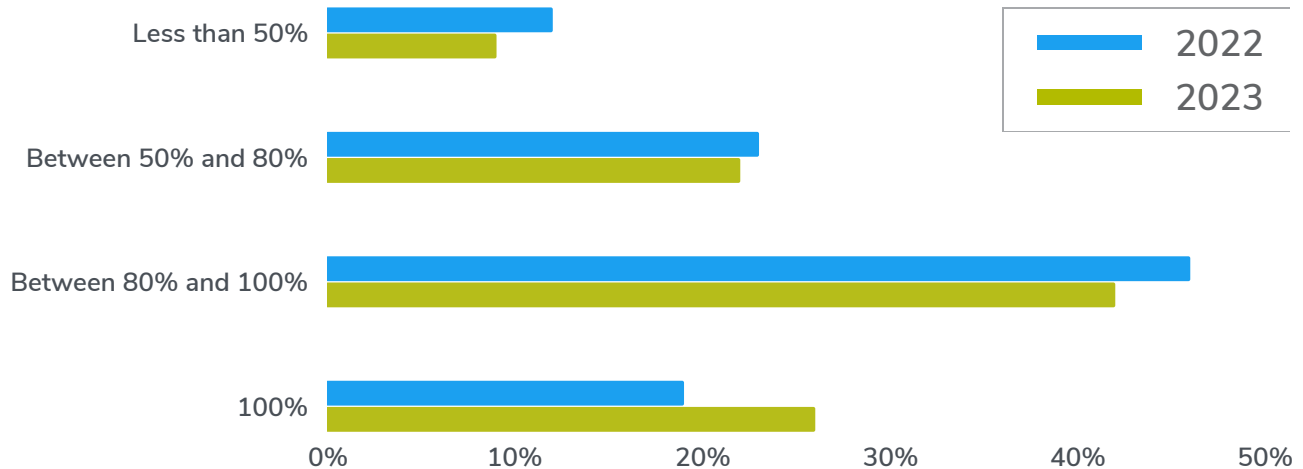


Don't know
17%



Pre-Employment & Random Testing

Clients Conduct Pre-employment Testing



Have Clients Eliminated Random Testing?



20%

Yes, but not many



17%

Yes, and we think more will do so



10%

Yes, but it's not really a growing trend



11%

No, but we anticipate that some will do so



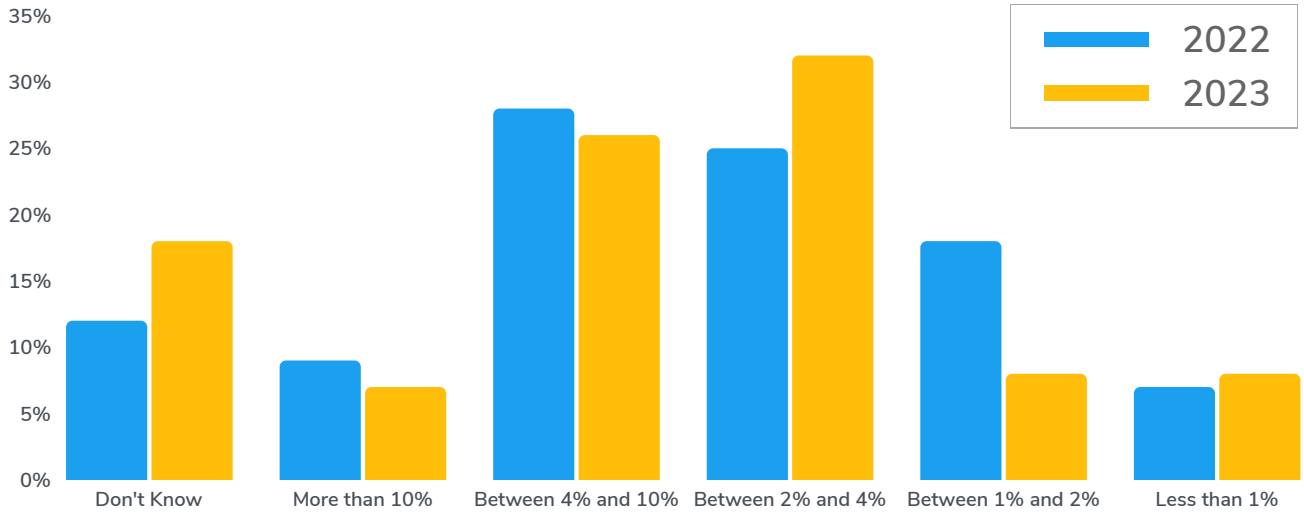
42%

No, it's not a trend at all



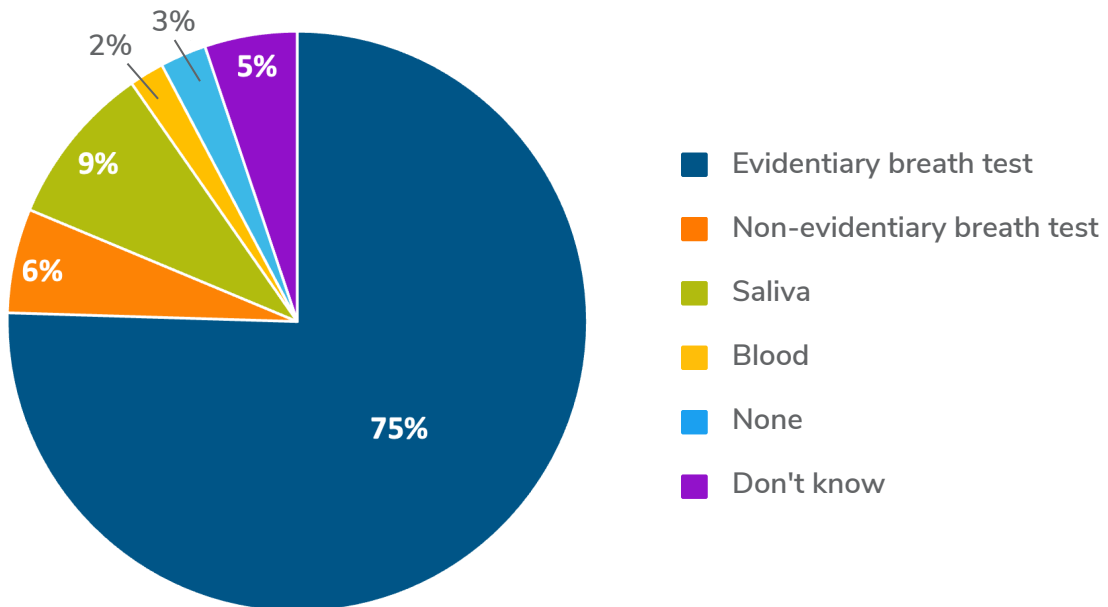
Drug Testing Results

Percentage of Positive Tests



Alcohol Testing

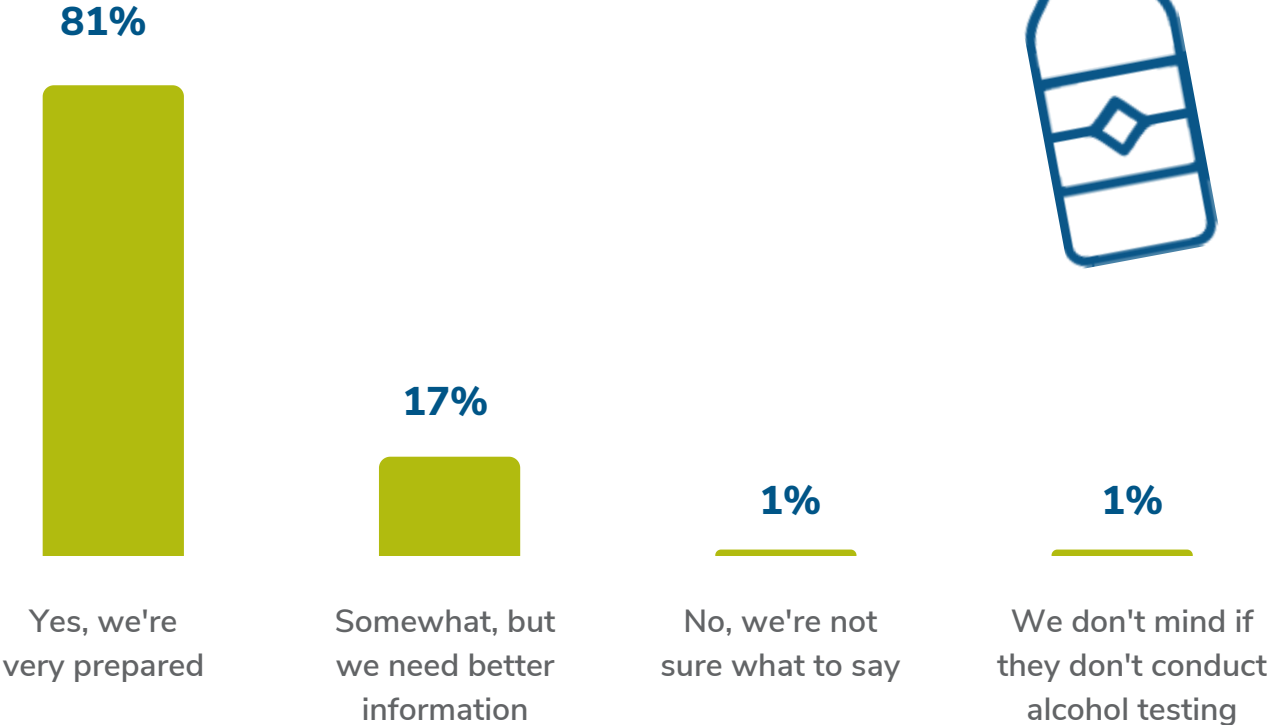
Most Used Alcohol Testing Method



Alcohol Positive Test Results since 2020

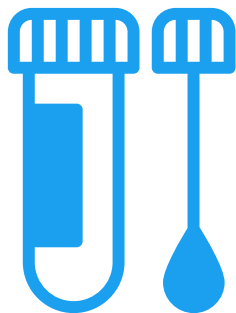
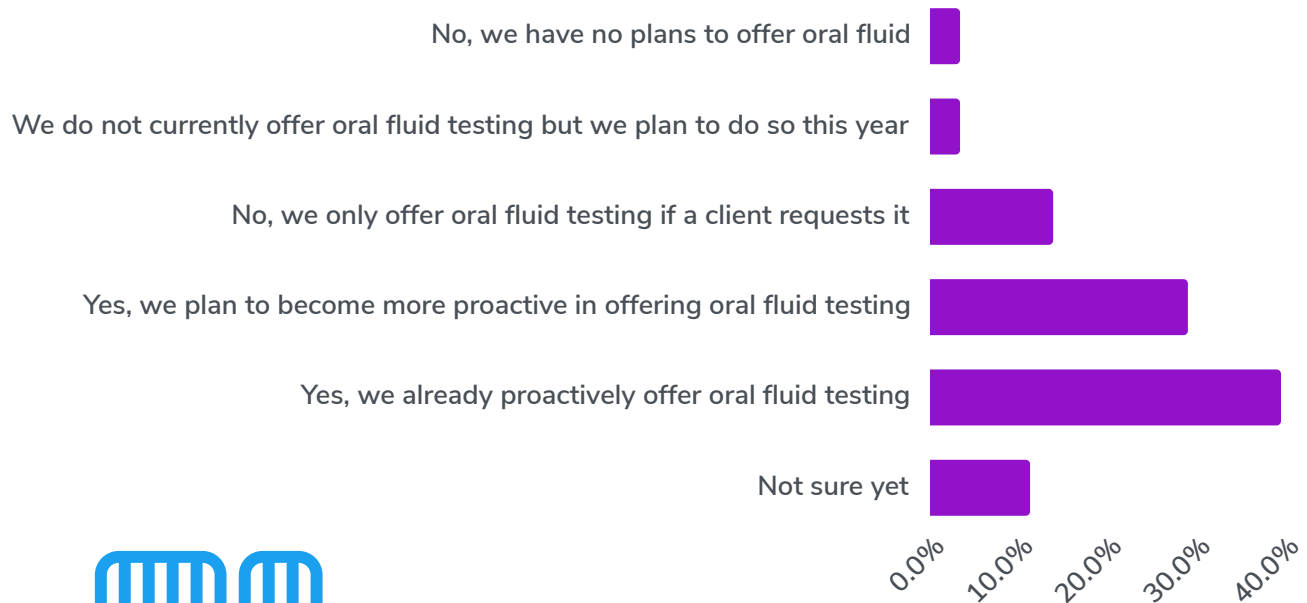


Prepared to Advise on the Importance of Alcohol Testing?

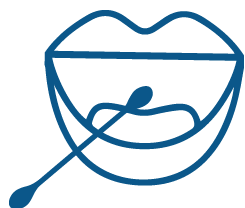


Impact of Federal Guidelines on Oral Fluid Drug Testing

Increased Offering of Oral Fluid Since SAMHSA's and DOT's Guidelines



Does SAMHSA & DOT Approval Mean More Clients Will Consider Oral Fluid Testing?



51%

Yes, this is very important to many of our clients



31%

Yes, but not for most of our clients



5%

No, most of our clients are not concerned with the federal government's decision regarding drug testing



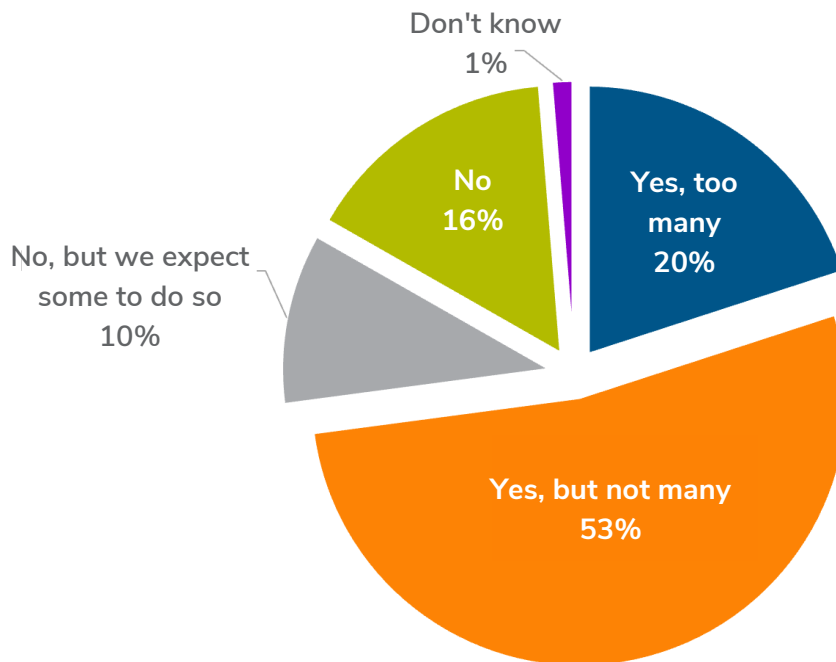
14%

Not sure yet

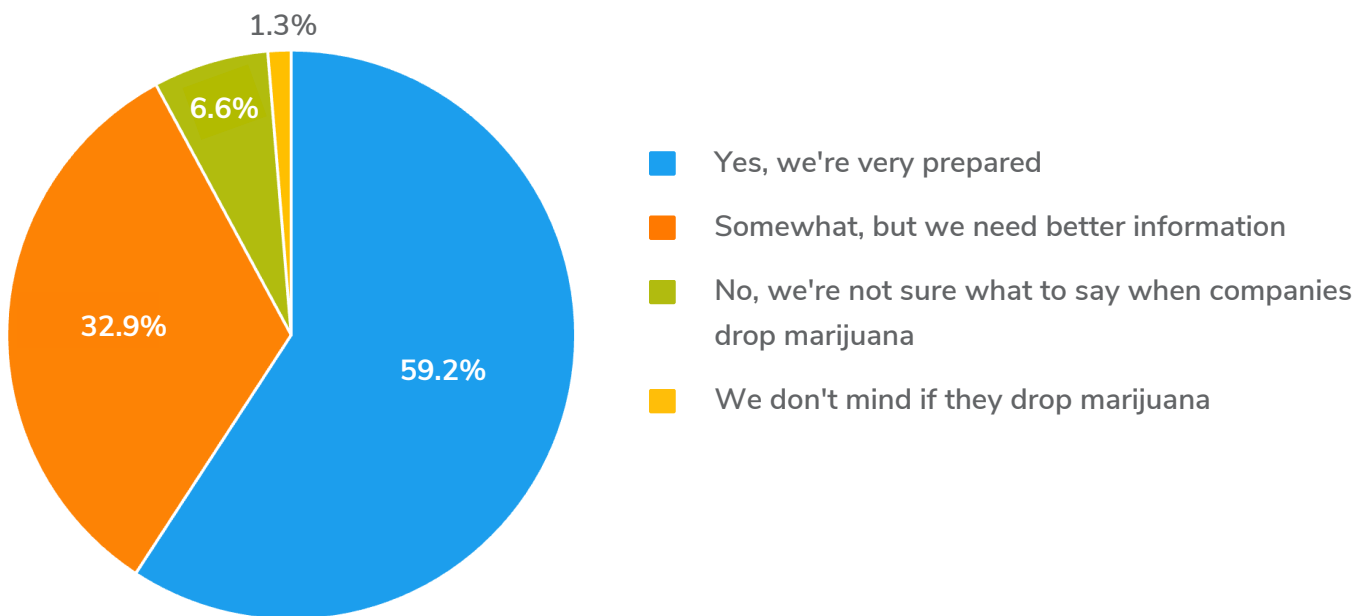


Marijuana and the Workplace

Have Clients Eliminated Marijuana Testing in the Last 2 Years?

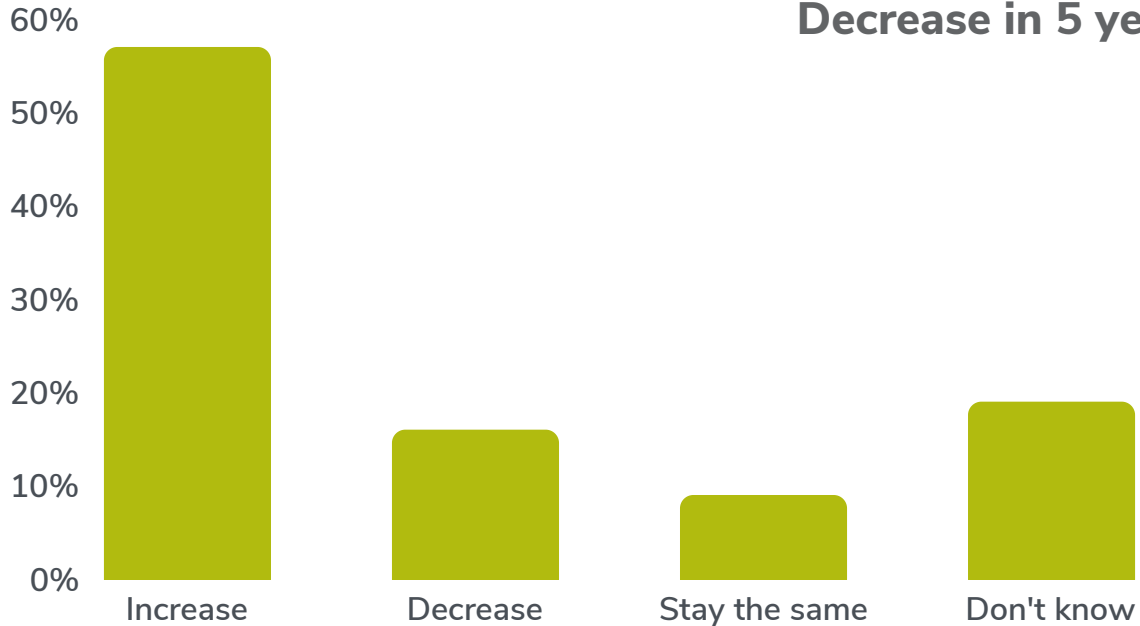


Prepared to Advise Clients Considering Dropping Marijuana

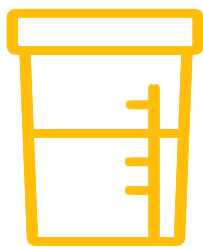


Future of Drug Testing

Testing to Increase or Decrease in 5 years?

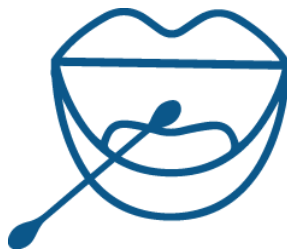


In the future, which drug testing specimen will be used the most?



45.6%

Urine



45.6%

Oral Fluid



7%

Hair



For information on survey sponsorship opportunities contact
the Current Consulting Group at
info@currentconsultinggroup.com or by calling 954.944.0400.



25 Years of Being **CURRENT**



954.944.0400 | CurrentConsultingGroup.com

©2023 The Current Consulting Group, LLC. All rights reserved. No portion of this data may be reproduced, retransmitted, posted on a website, or used in any manner without the written consent of the Current Consulting Group, LLC. When permission is granted to reproduce this data in any way, full attribution to the author and copyright holder are required. This information is provided for educational purposes only. Reader retains full responsibility for the use of information contained herein.