

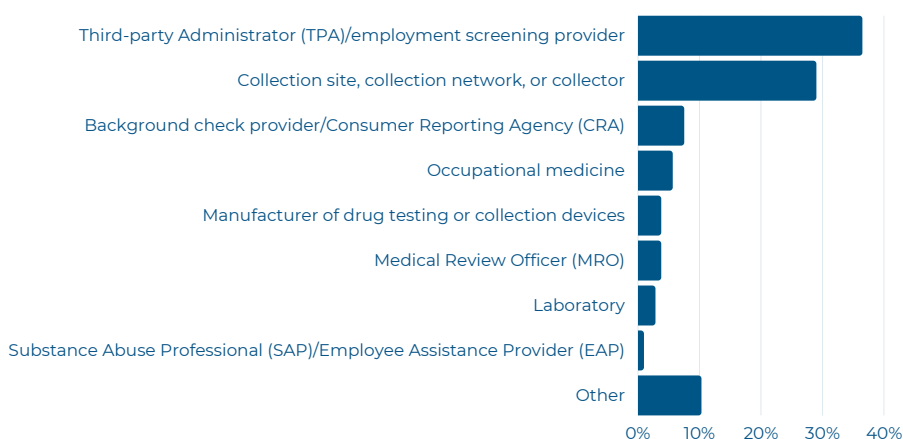


# The 2021 Drug Testing Industry Survey

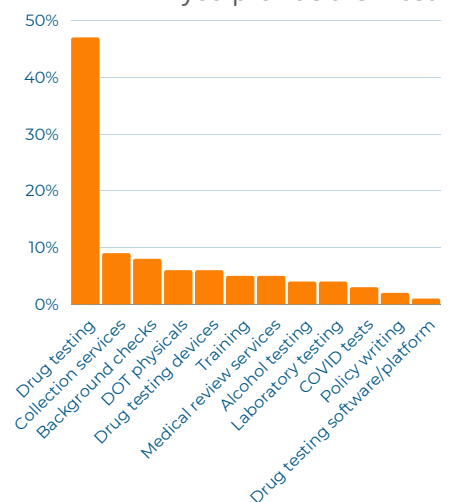
CCG's 23rd annual Industry Survey polled industry experts on trends and projections for the future. Survey questions spanned topics from most requested testing methodologies to marijuana legalization and its impact on sales and profitability.

## Survey Demographics

What business type best describes your company?

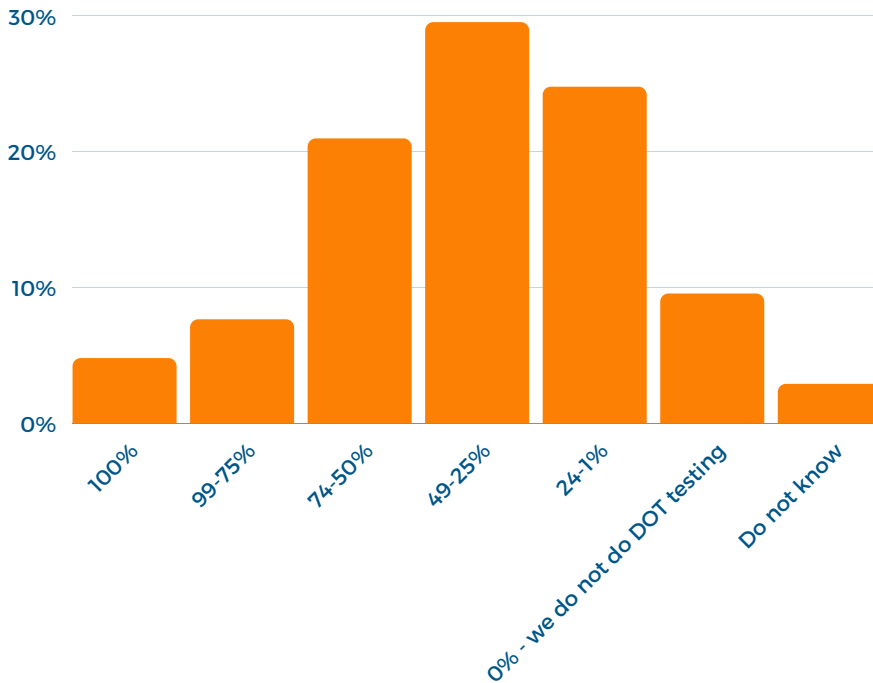


Please indicate the products/services you provide the most



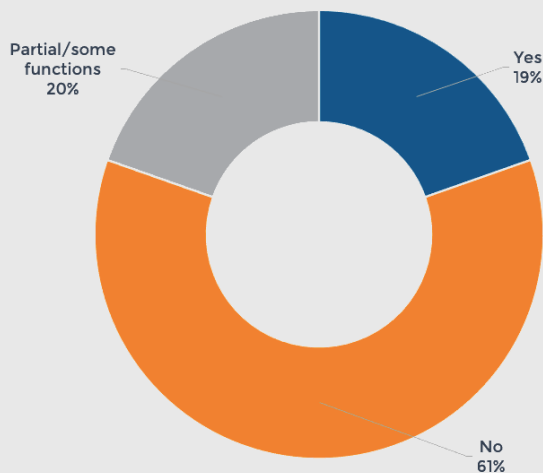
# Department of Transportation (DOT) Testing

DOT Tests Administered

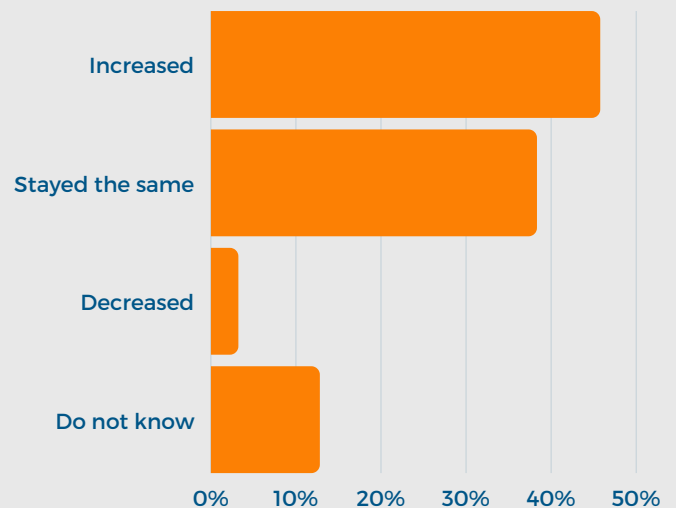


## State of the Industry

Outsourcing Services to a TPA or Provider



Laboratory Costs in 2021 vs. 2020



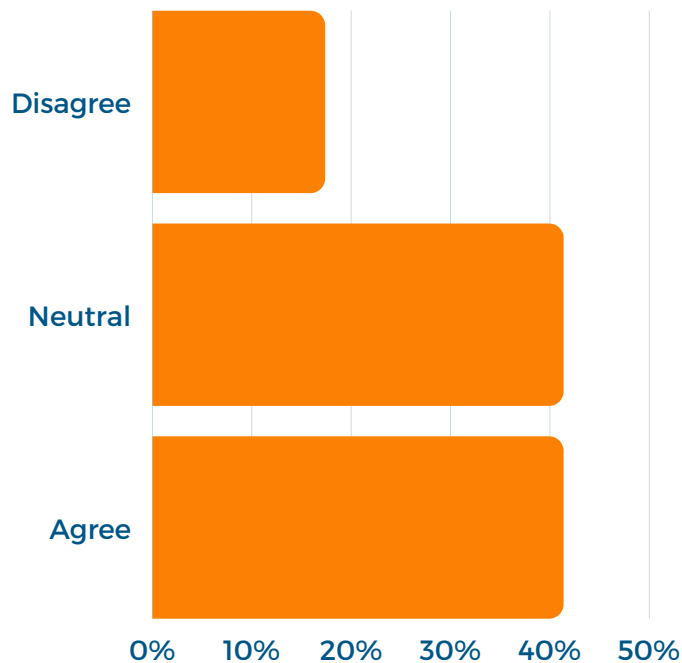
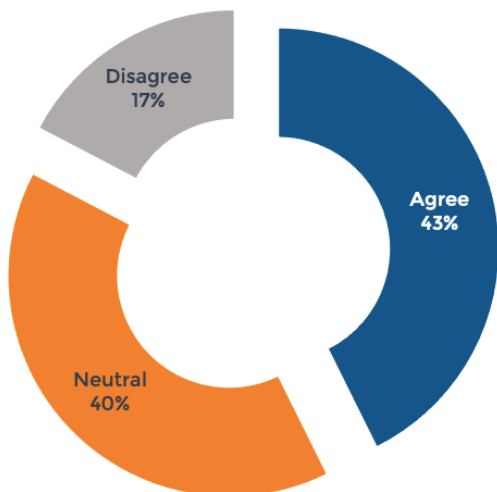
# Oral Fluid Drug Testing

## Lab-based Oral Fluid Offerings



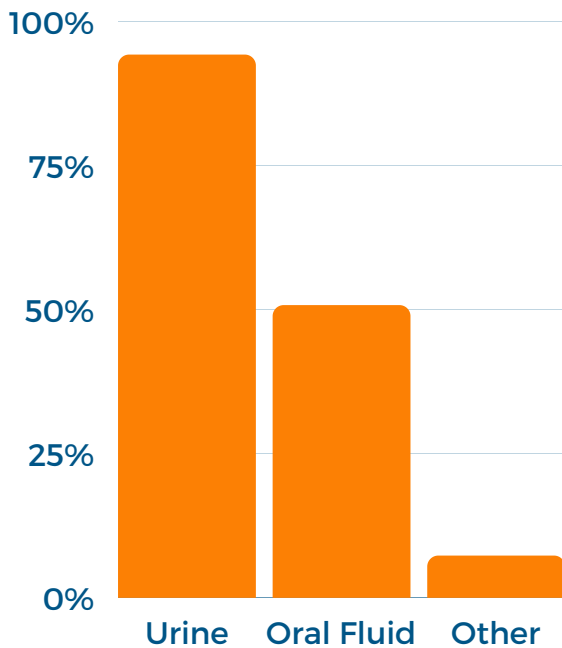
## Increased Interest in Oral Fluid Since SAMHSA's OFMG

### Interested in Oral Fluid Due to Recent Use Detection Capabilities

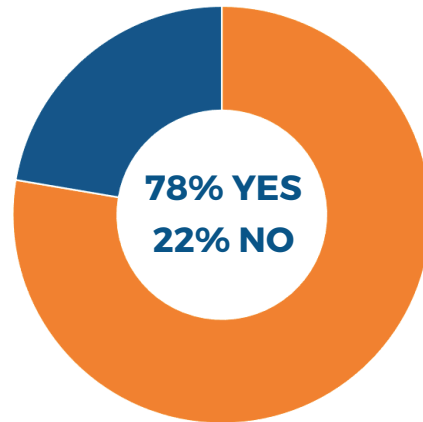


# POCT/Instant Testing

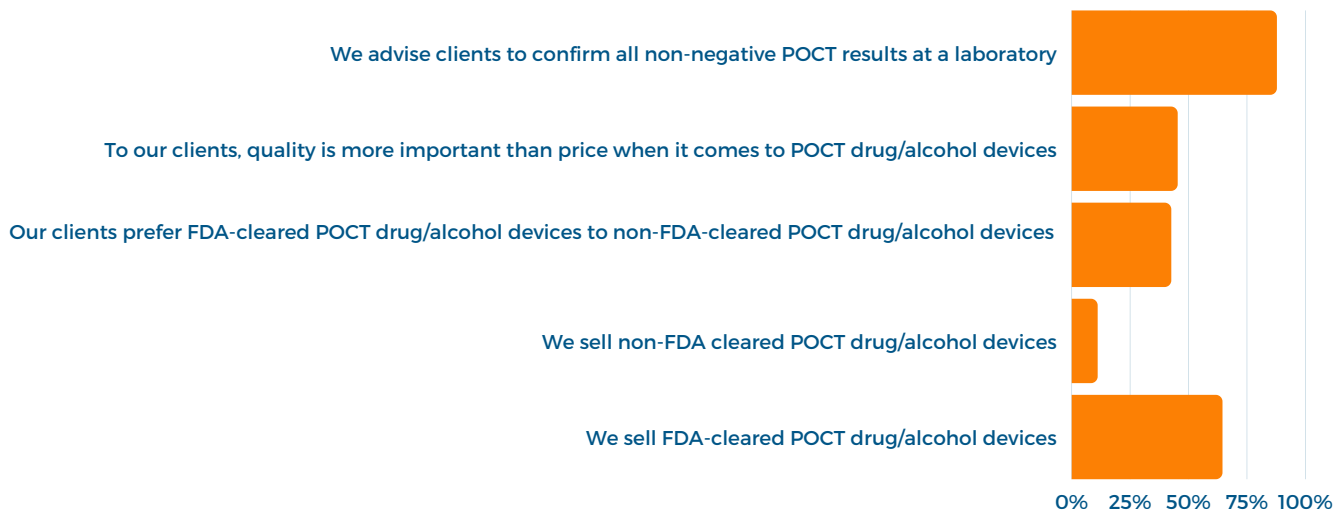
## POCT Device Offerings



## Companies Offering POCT/Instant Devices

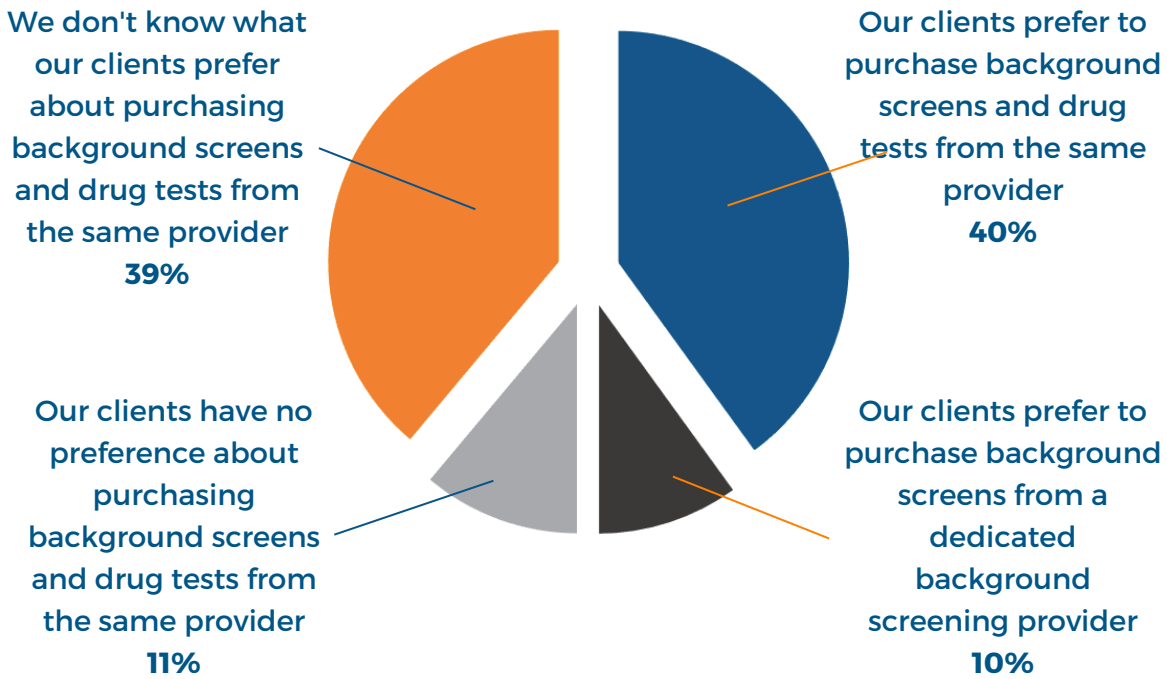


## POCT Sales in 2021 vs. 2020

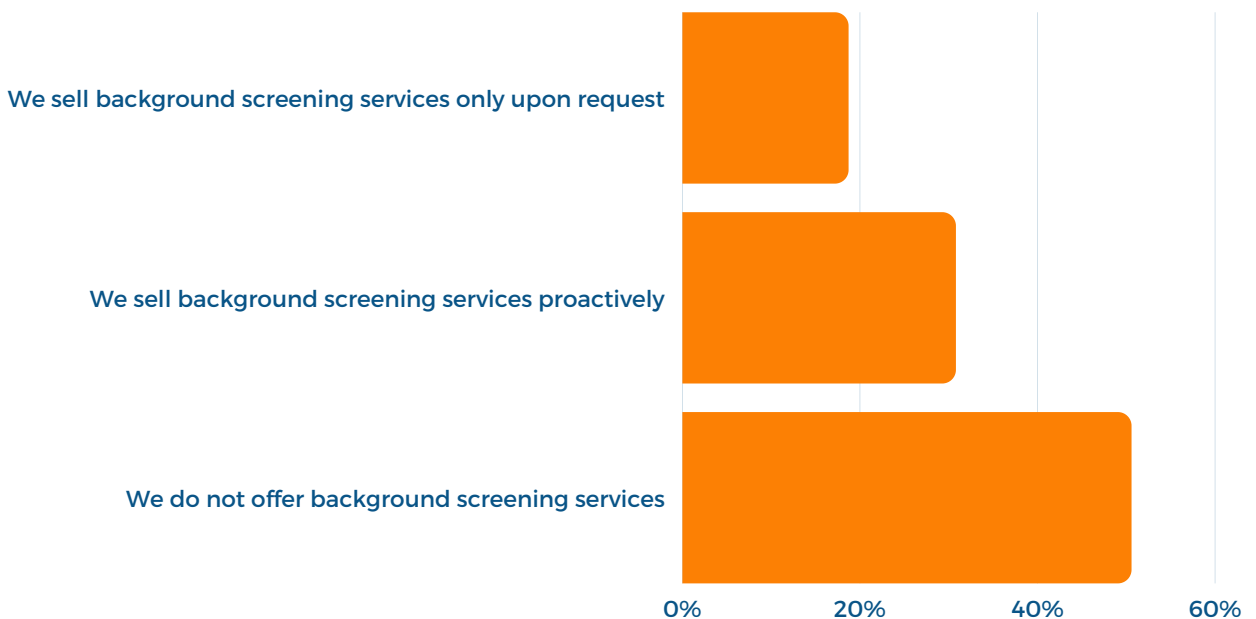


# Background Screening

## Clients' Background Screening Purchase Strategy

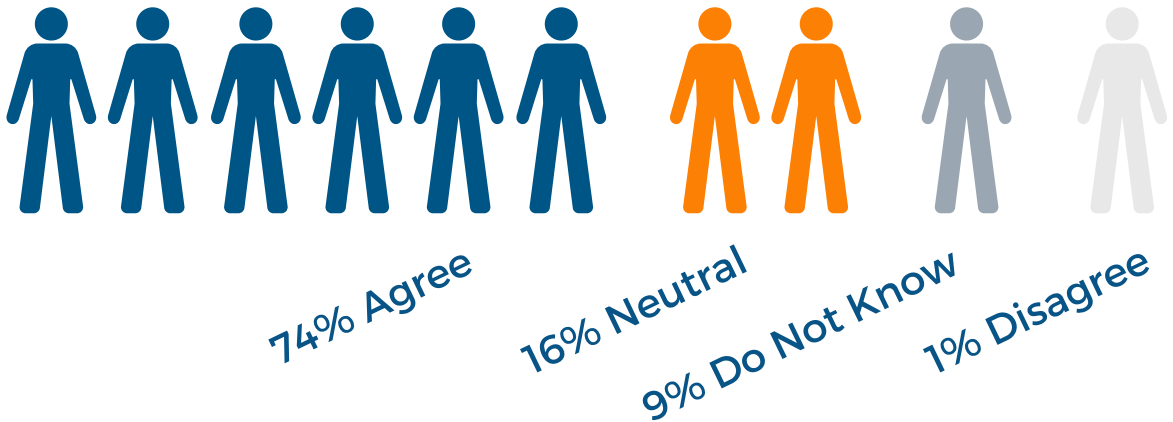


## Company Background Screening Sales Strategy



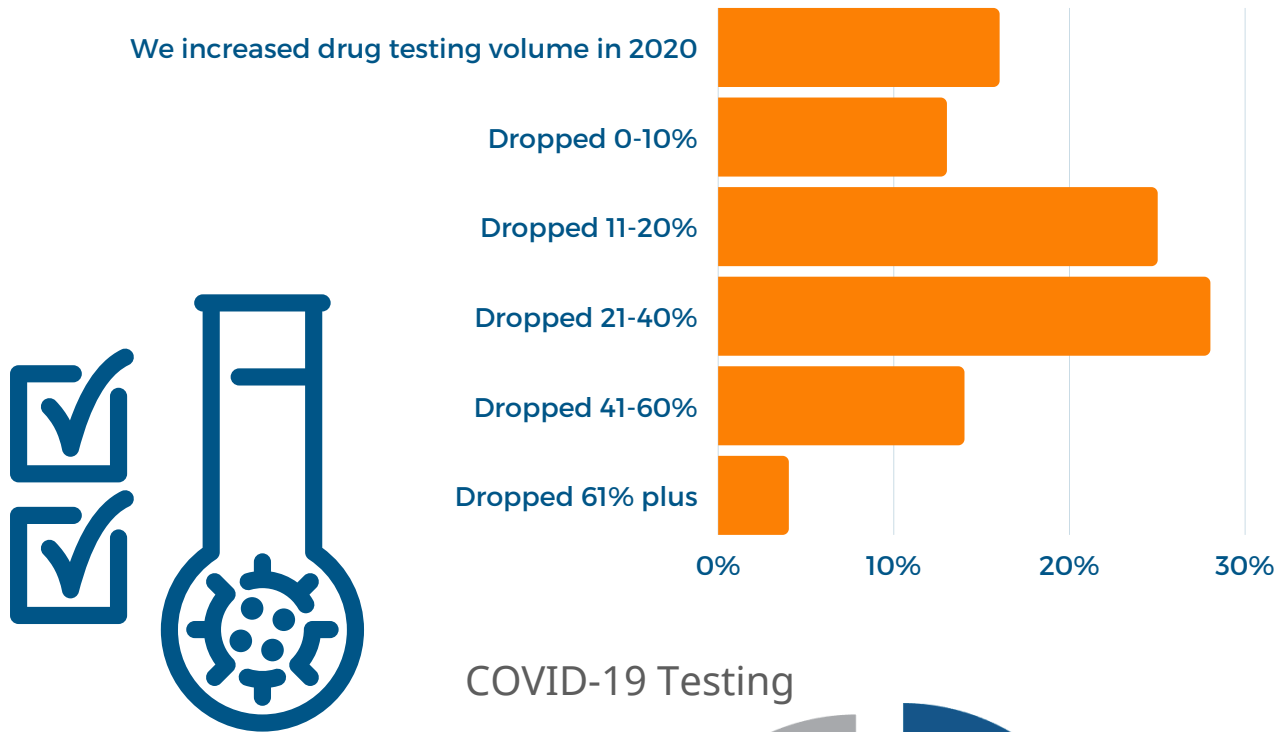
# Marijuana and the Workplace

Clients Worried about Safety Due to Legal Marijuana

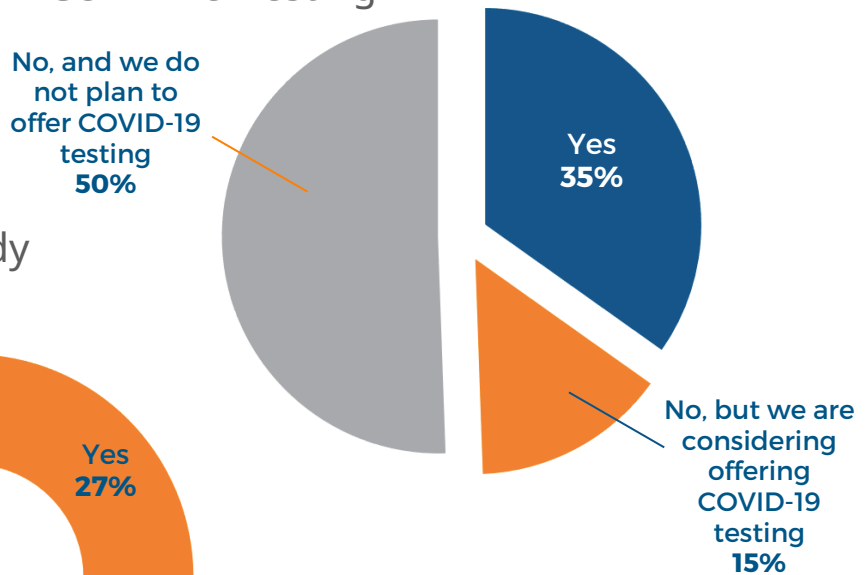


# The COVID-19 Pandemic and the Workplace

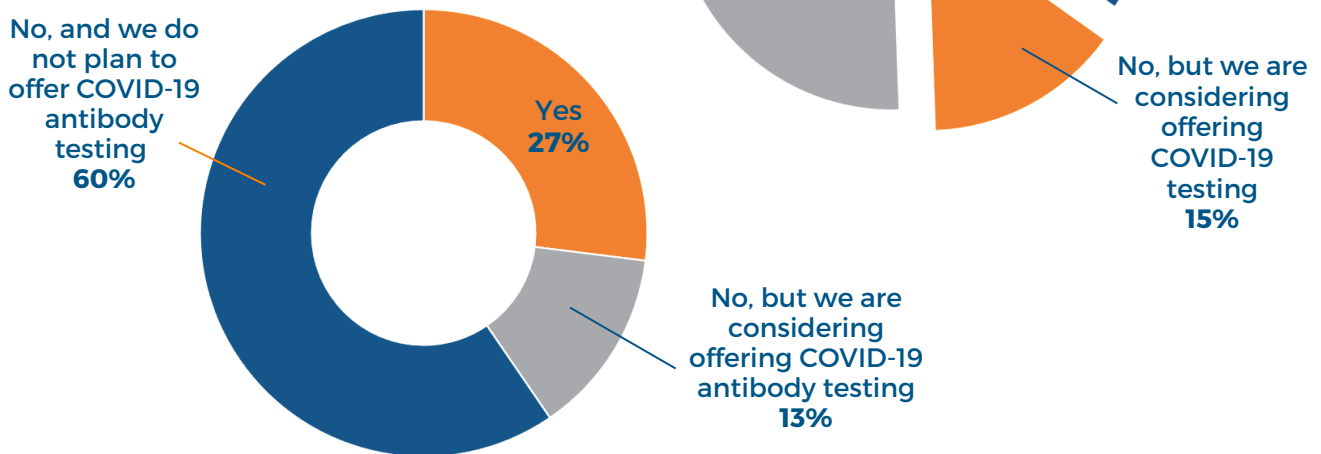
Drop in Drug Test Volume From 2019 to 2020



COVID-19 Testing



COVID-19 Antibody Testing Offerings



For full survey data, information on sponsorship opportunities for our surveys, re-publishing rights, or to learn more, contact the Current Consulting Group at [info@currentconsultinggroup.com](mailto:info@currentconsultinggroup.com) or by calling 215.240.8204.



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