

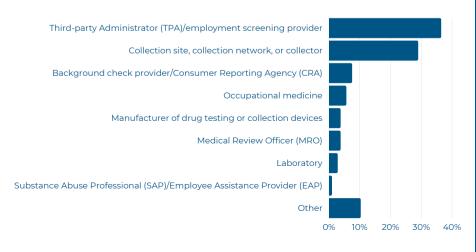


# The 2021 Drug Testing Industry Survey

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.

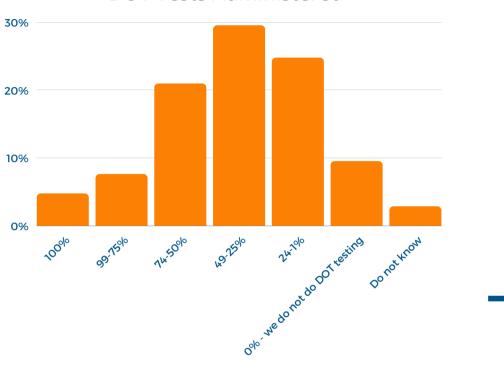
#### **Survey Demographics**

What business type best describes your company?



## Department of Transportation (DOT) Testing

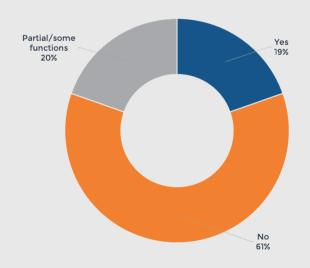
#### **DOT Tests Administered**



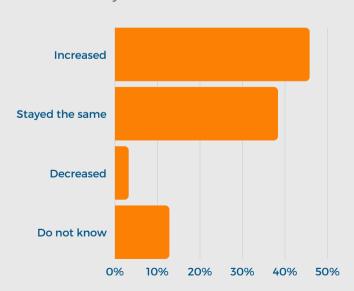


### **State of the Industry**

Outsourcing Services to a TPA or Provider



Laboratory Costs in 2021 vs. 2020





## **Oral Fluid Drug Testing**

Lab-based Oral Fluid Offerings



**73% YES** 

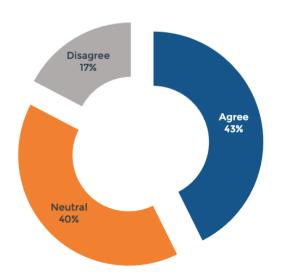
27% NO

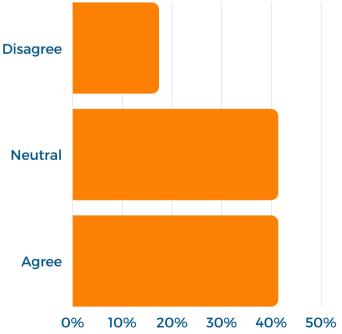


Since SAMHSA's OFMG

Increased Interest in Oral Fluid

Interested in Oral Fluid Due to Recent Use Detection Capabilities

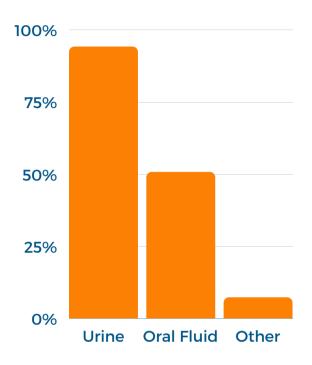




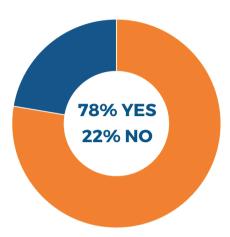


## **POCT/Instant Testing**

**POCT Device Offerings** 









POCT Sales in 2021 vs. 2020

We advise clients to confirm all non-negative POCT results at a laboratory

To our clients, quality is more important than price when it comes to POCT drug/alcohol devices

Our clients prefer FDA-cleared POCT drug/alcohol devices

We sell non-FDA cleared POCT drug/alcohol devices

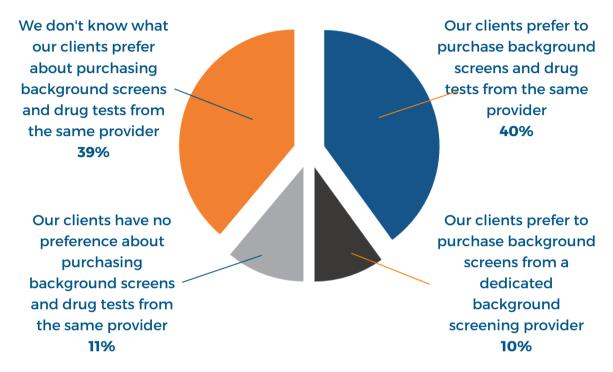
We sell FDA-cleared POCT drug/alcohol devices

O% 25% 50% 75% 100%

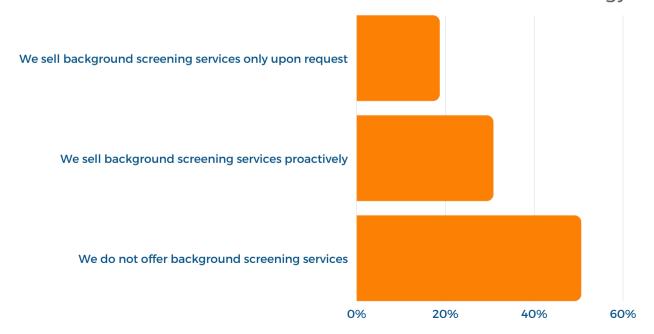


### **Background Screening**

Clients' Background Screening Purchase Strategy



Company Background Screening
Sales Strategy





# Marijuana and the Workplace

Clients Worried about Safety Due to Legal Mariuana



74% Agree

16% Neutral

9% Do Not Know

1% Disagree





Clients are Concerned about Costs Due to Legal Marijuana

Clients are Concerned About Ability to Test for THC

Clients Are Concerned about Legal Risks of Testing for Marijuana

Clients Are Concerned About Legal Risks of Discontinuing Testing for Marijuana

Client Likelihood to Drop Marijuana From Panel

Clients Have Already Eliminated Marijuana Testing

Legal Marijuana is Having a Negative Impact on Drug Testing Sales

Clients are Worried about Safety Due to Legal Marijuana

58.9%

**79%** 

71.1%

**61%** 

62.2%

63%

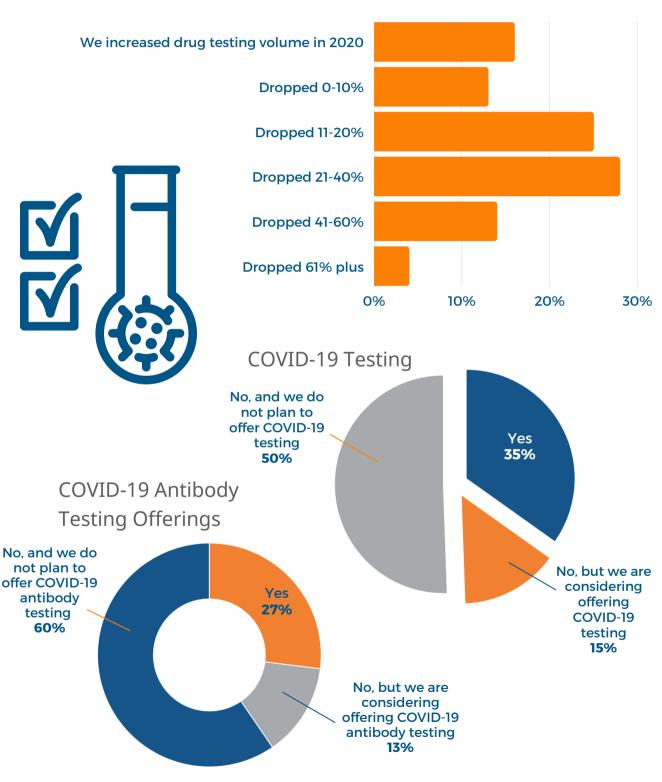
33.3%

74%



# The COVID-19 Pandemic and the Workplace

Drop in Drug Test Volume From 2019 to 2020





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 or by calling 215.240.8204.





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