

# Leading Retail Chain Saves \$1 Million By Switching To OralTox



Determined to streamline internal processes and minimize spending, a leading retail chain selected rapid oral fluid drug screening technology to provide faster and more cost-effective results than traditional lab-based testing. As a result of implementing rapid oral fluid testing as the solution, the retail chain has:

- **Streamlined** administrative processes with same-day hiring
- **Optimized** corporate-wide logistics and minimized costs
- **Accelerated** time-to-hire by expediting drug screening with rapid results
- **Reduced** drug screening costs by more than \$1 million every year

## The Challenge

Traditional lab-based urine drug testing no longer serves as a viable solution for today's modern corporate growth objectives. Urine testing offers no way to streamline drug screens that provide prompt access to results. For recruiting and management teams, lab-based testing and results caused lags of up to several days, disrupting their ability to achieve desired process efficiencies.

## The Solution

In January 2021, the company implemented rapid oral fluid drug screening with OralTox®. The solution minimized end-to-end drug screening time from several days to less than 10 minutes. Paired with an easy-to-use web application called OT-Scan to order, conduct screening, and review results, the team improved efficiencies instantaneously compared to lab-based testing.

## The Technology

The rapid oral fluid drug screening solution leverages intuitive technology, helping management effectively administer employee drug screening with ease and immediacy. The technology provides step-by-step guidance through the collection process for quick, in-person oral fluid collection with results ready to view in just a few minutes. The solution triggers a confirmatory lab test in the event of a non-negative result.

Test results in 10 minutes or less

Reduced drug screening costs by more than \$1 million annually

Cut costs by \$15 per drug screen

Streamlined the hiring process end-to-end by utilizing OT-Scan

