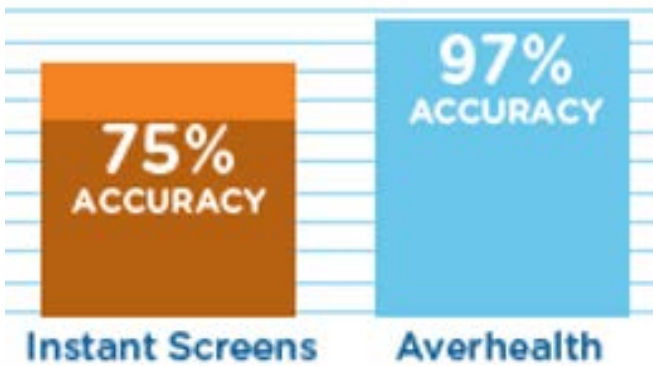




Laboratory v. Instant Testing



BETTER RESULTS

Laboratory testing enhances treatment and public safety by avoiding false negatives common with instant screening tests. In addition, laboratory testing reduces the need for expensive confirmation testing, ultimately saving you money. For every 1,000 laboratory screens that Averhealth does, just two require confirmation. This is compared to an average of 19 per 100 confirmations needed for on-site screens.

Definitive laboratory test results provide a significantly higher degree of certainty relative to the subjectivity of instant test results. Moreover, instant testing requires a subjective reading from a collector. This can lead to cross-reactivity "noise" in the reading, introducing variability in on-site testing results. What one technician reads as positive, another may read as negative. Laboratory testing screens do not introduce this same noise to the test, giving you more reliable results.

CUSTOMIZATION AND ROTATION OF PANELS

Instant testing devices do not offer flexibility or customization. The panels are static, whether you are using a 3-, 5-, 10-, or 12-panel test. It's easy for clients to see what they're being tested for and simply switch their drug of choice in order to "beat" the test. With Averhealth, you can easily rotate panels so you are not testing for the same substances over and over again.

Rotating panels allows you to individualize testing to include drugs a client is more likely to use. If you know a client isn't likely to use amphetamines, there's no need to test for them. You can replace that drug and test for one they are more likely to use. Panel rotation also prevents clients from migrating to an alternative substance to avoid detection. By rotating panels according to evidence-based practices, clients will not know which drugs they are being tested for. This enhancement provides a more robust testing regimen and increases the client's chances of reaching recovery.

Feature	Laboratory	Instant
Urine	✓	✓
Oral Fluid	✓	✓
Hair	✓	✗
Sweat	✓	✗
Established Case Law	✓	✗
Definitive Test Results	✓	✗
New v. Residual Analysis	✓	✗
Expansive Test Menu	✓	✗
Test Panel Flexibility	✓	✗
Proficiency Testing	✓	✗
Regulated	✓	✗

While instant cup tests may be cheaper in the short term, they ultimately cannot provide you the data you need to ensure treatment compliance.