

<i>Additional Services</i>	<i>Fee Range</i>
Breath Alcohol Test:	
♦Breath Alcohol Test	\$20 - \$30
Off-hours Test:	
♦Off-hours Test	\$300 - \$500
Substance Abuse Professional, All Inclusive:	
♦SAP.	\$300 - \$500

MROCC'S GUIDE TO MRO FEES AND PRICING



Large employers tend to see drug tests as a commodity; price is the overriding factor. Smaller employers are often willing to pay more for convenience (especially one-stop shopping) and good service. Thus, if a local provider cannot compete against national providers on price, it should instead identify and promote features that distinguish and add value to its service.

For a complete list of MROCC-Certified MROs go to the MROCC web site, www.mrocc.org or call the MROCC office at (847) 303-7210.

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THE MRO IN THE DRUG TESTING MARKETPLACE

Workplace drug and alcohol testing is a mature market. Most of the recent growth in drug and alcohol testing is attributable to new programs established by smaller companies as most large companies that would conduct testing already have their programs in place. There are a very few national firms that use full-time MROs. Those positions do not open up very often, they may not pay that well, and some physicians are not ready or able to commit to doing this type of work full-time.

Instead, most MROs are part-time, and do this work on top of clinical and consulting practices. Most MROs get MRO work from two sources: (1) local employers for whom they provide clinical or medical director services, and (2) regional C/TPAs that do not have in-house MROs. A new MRO breaking into the business may want to find out about C/TPAs in his area, e.g., by checking new membership announcements from DATIA, or asking marketing reps from the drug testing labs. The newer C/TPAs are more likely to have not yet settled on an MRO that they are happy with.

FEES FOR DRUG AND ALCOHOL TESTING SERVICES

The price schedule below lists ranges of fees that are commonly charged for various MRO services:

<i>Service</i>	<i>Fee Range</i>
Urine Drug Test:	
♦Collection Only	
♦Collection, lab analysis, and MRO	\$35 - \$50
♦Laboratory analysis, low volume	\$13 - \$20
♦Laboratory analysis, high volume	\$9 - \$10
♦Laboratory analysis, split specimen	\$100 - \$120
♦MRO, non-negatives only	\$40 - \$70
♦MRO, negative specimens	\$3 - \$5
♦MRO, bundled rate (negs and non-negs)	\$8 - \$18
♦MRO fee for split specimen processing, including payment of lab fees	\$150
♦Split specimen analysis	\$10 - \$160