Considerations for providing expanded UDT:

1) Services – “what will your laboratory provide?”
   a. Technical/Analytical Expertise
   b. Medical Consultation Expertise
   c. Matrix – urine, saliva, serum, plasma, blood, meconium? (displayed in order of least to most expensive to analyze)

2) Platform Cost
   a. Instrumentation – QQQ, chemistry analyzer - $$$
   b. Reagents – solvents. Plan for use in volumes of test per month
   c. Standards – use standards we have and purchase those we do not. Keep cost low by buying in stages. Common drugs of abuse then move on to exotic drugs of abuse.
   d. Proficiency Testing – CAP PT survey or alternative organization subscription
      1. Tox Survey $ 548.00 (YTD price), yearly survey is approx. $1200
      2. Alternative tox PT is LGC Standards at a cost of approx. $103/month for remainder of the year
      3. American Association of Bioanalyst - $237/testing event
      4. Look for other sources for PT. Keep pricing competitive
   e. Staffing – mass spectral analysis requires expertise which translates to $$$

3) Define panels
   a. Medical need vs. want. Screens should be based on medical need, not concierge wants. As demand increases, funding would allow for extension into exotic plants, newer drugs and poisons.
   b. Be specific, but capture a broad screen (helps with keeping pricing low)
   c. Use local/common or regional profiles in epidemiological databases, e.g., CDC, NIDA, DEA
   d. Seek the advice of local pain management providers, look for a common ground approach. Reasonable/acceptable TAT’s with broad drug coverage

Implementation plan:

1) Research clinical need. Use verbal communication and historical drug profile to build panels
2) Primary service areas:
   a. Hospitals – local emergency rooms, in-patient hospitals, L&D services
   b. Clinics – Family Practice and Pain Management
3) Begin setting up UDT panels with drugs/standards the lab already has on-site.
4) Develop method – LC-MS/MS. Use urine first followed by complex matrix as time permits.
   Initial method should be “dilute and shoot” in order to get method online asap
5) Validate and confirm method
6) Present panel for testing