

## 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