

Drug Detection Report

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New Web-Based Service Speeds Drug Testing, Keeps Costs Low

A new subscription service is now available to manage drug testing programs and increase efficiencies at a “pay-as-you-go” price.

That service, TrackMyResults, works by establishing a secure communication line between a client and a laboratory. Since the service is web-based, there is no software to buy or install and information systems specialists do not need to be involved, Keith Loris, CEO of Sageful Corp., told *DDR*.

The information is kept confidential but clients can access it anytime and anywhere there is a web connection, he said.

“We have been developing drug testing software for eight years. There are Windows products that cost about \$50,000 and up,” said Loris. “At that price point, you have to do a lot of drug tests to justify the cost. What we decided to do it to offer similar functionalities as a web service.”

Those who want TrackMyResults must work with a laboratory that has or will contract for TrackMyResults. The cost of the service is then integrated into the price the laboratory bills for services, he said.

That makes sense, Loris said, because the laboratory then manages the account and can answer clients’ questions and help analyze results and improve outcomes.

Three Types of TrackMyResults

✍ **TrackMyResults: Lite** allows clients to view laboratory results online and sort data by donor, date, panels, and results. In addition, it allows the client to run reports that analyze results. Subscription cost: \$49/year.

✍ **TrackMyResults: Essential** includes everything that is in ‘Lite’ and adds the additional features to manage the overall drug testing program including step-by-step Wizards to guide users through viewing and sorting results, managing donors, staging collections, shipping specimens, confidential communications and running analytic or trend reports. Subscription cost: \$99/year.

✍ **TrackMyResults: Production** includes everything in the previously mentioned subscriptions with the addition of other features such as extensive bar coding and group testing functionality as well as random testing schedules based on program-specific parameters. Subscription and hardware (bar code printer and bar code scanner) cost: \$499.

Loris said the “Production” service is ideal to quickly process large numbers of donors. It also allows the client to tell the laboratory how many samples will be sent on any given day, thus ensuring adequate staffing.

“Production” also allows clients to be notified via e-mail when specimens are received by the lab, results are posted, just positive results are posted, or just positives from specific donors are posted (such as positives for a specific store or brand of a company).

“The beauty of TrackMyResults is that you can be a small trucking company with a handful of tests and the fee is very, very modest,” said Loris. “It’s important to know that the subscription cost is per account and end customer for all locations. So if a large bank with many branches contracts for [TrackMyResults] Production, it is still just \$499.”

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