



## American Association of Medical Review Officers

### MRO DRUG TESTING IN THE MARKETPLACE

Most of the recent growth in drug and alcohol testing is attributable to new programs established by smaller companies as most large companies usually have a program in place. There are very few national firms that use full-time MROs.

Most MROs are part-time, and do this work on top of clinical and consulting practices. MRO work is 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 laboratories. The newer C/TPAs are more likely to have not yet settled on an MRO.

You could seek employment opportunities by contacting the Human Resources Department or Employee Representative of potential clients: schools, railway, trucking and bus companies, retail stores, grocery store chains, chemical companies, parole boards, pain management clinics etc. and introduce them to the benefits of an MRO or check to see if they have one employed. MROs not only review drug test, they also serve as expert witnesses, substance abuse professionals and assist companies with drug testing policies.

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### SERVICES

### FEE RANGE

Collection Only	\$15 - \$30
Collection, lab analysis, and MRO	\$35 - \$50
Laboratory analysis, low volume	\$13 - \$20
Laboratory analysis, high volume	\$10 - \$15
Laboratory analysis, split specimen	\$100 - \$120
MRO, non-negatives only	\$40 - \$70
MRO, negative specimens	\$3 - \$5
MRO, bundled rate (negs and non-negs)	\$5 - \$25
MRO fee for split specimen processing, including payment of lab fees	\$150
Split specimen analysis	\$10 - \$160
<b>Additional Services:</b>	
Breath Alcohol Test	\$20 - \$30
Off-hours Testing	\$300 - \$500
Substance Abuse Professional (SAP)	\$300 - \$500
Policy Development Consultations	\$200/hr.
Deposition and Expert Witness Testimony	\$150 - \$300/hr.