



# Intelligent Fingerprinting

## Drug Screening at your Fingertips

Josh Klein-Davies – National Account Manager  
Terry Elvin – Head of UK Sales



# Our History...



Established  
2007



HQ  
Cambridge



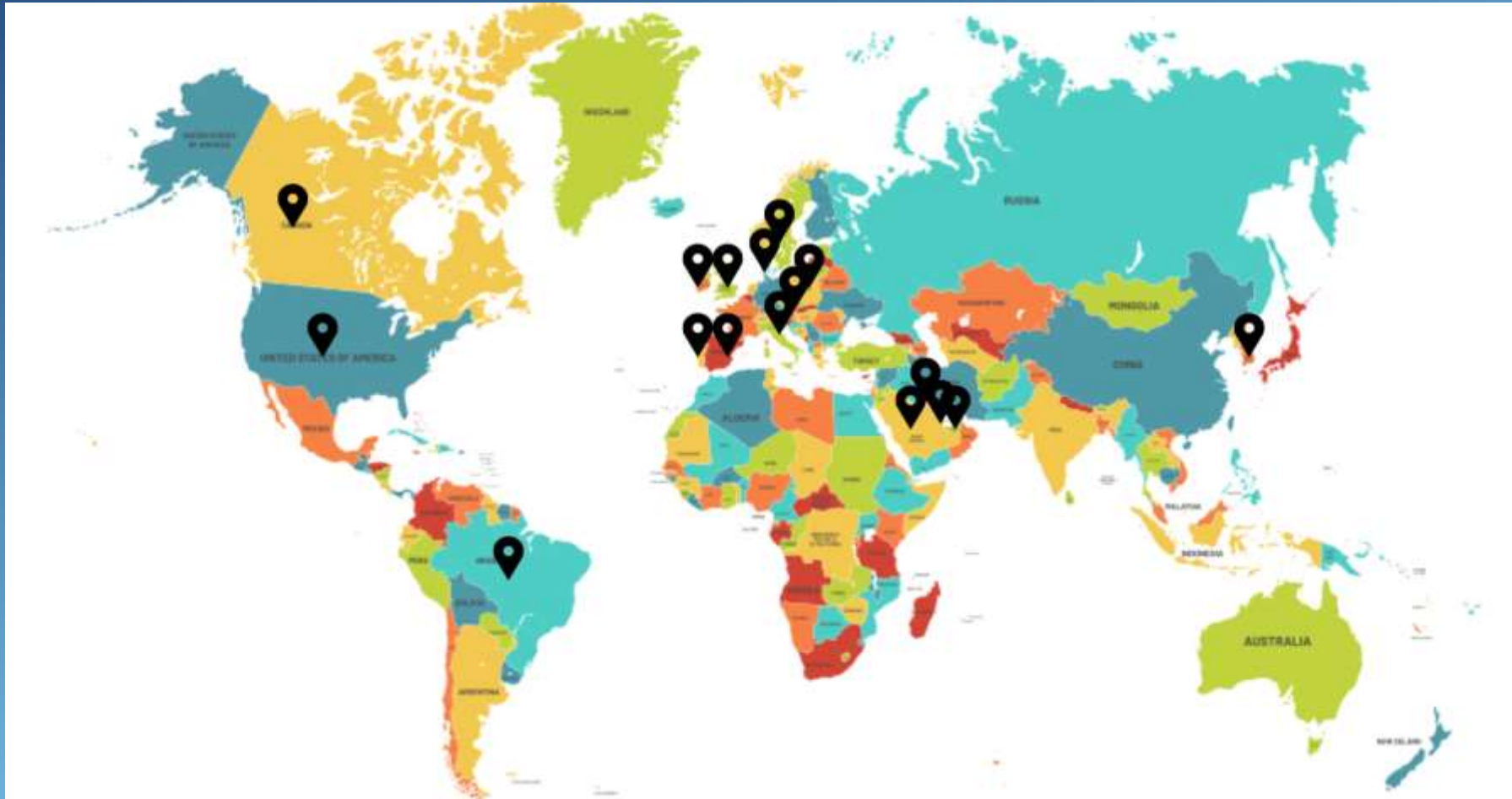
UK  
Manufactured



Acquired  
2022



# Our reach...



Have you ever **suspected a colleague** of being under the influence of drugs or alcohol at work?<sup>1</sup>



**1 IN 5 PEOPLE**



**AGED 16-24 YRS  
TOOK DRUGS  
IN PAST YEAR<sup>2</sup>**

**IN LONDON**



**24% SUSPECT  
DRUG MISUSE  
BY CO-WORKER<sup>3</sup>**

**1 IN 5 WORKERS**



**DO NOTHING IF  
THEY SUSPECT  
A CO-WORKER OF  
DRUG MISUSE<sup>4</sup>**

Sources: 1 LinkedIn Poll, Intelligent Fingerprinting - June 2022 | 2 ONS Drug Misuse in England & Wales 2020 | 3&4 Opinion Matters Survey 2018



# Types of Drug Tests...

- **Two types of tests:**
  - Screening & Confirmatory
- **Screening:**
  - 'Point of Care' to provide an immediate result
  - Not 100% accurate
- **Confirmatory:**
  - Laboratory based
  - Evidential standard





# Urine Tests

- Undignified and time consuming – shy bladder scenarios
- Observed sample collections need gender-specific staff
- Susceptible to cheating
- Requires specially prepared collection areas
- Can require the collector to interpret the results
- Requires biohazardous waste disposal
- Pandemic – Can you administer?



# Oral Fluid (Saliva) Screening Tests

- Can be difficult to collect – dry Mouth
- Time consuming – nil by mouth prior to test, how is this policed
- Difficult sample handling
- Invasive
- Susceptible to cheating
- Requires biohazardous waste disposal
- Challenging to administer during a pandemic



# Fingerprint Screening Test

- Rapid sample collection in under 1 minute
- Doesn't require prepared collection areas
- Portable – Test in any location
- Non-invasive
- No specialist training needed
- Difficult to cheat unlike other methods
- Doesn't require specialist biohazardous waste disposal
- Digital results on screen (the third party)
- No interpretation needed





# Our Technology...



Sample  
in 60 sec



Simple  
Hygienic  
Non-Invasive



Results  
in 10 min



Reader  
Impartial  
3<sup>rd</sup> Party



# Our Technology...



# Our Window of Detection...



- Focused on recent drug use
- Identifying a suggestion of potential impairment
- Evaluates the here and now
- Drives an effective deterrent



# Intelligent Fingerprinting & The Construction Industry

2023



# Our work in the construction industry

- Construction firms find fingerprint-based drug tests provide a cost-effective and practical way of supporting their health and safety policies
- Shorter window of detection, gives firms a quick yet dignified way of identifying potential employee drug use in the period immediately prior to their working shift. Testing fitness for duty, not policing lifestyle
- The fingerprint drug tests allows firms to carry out pre-employment screens, random tests to post-incident investigations
- The technology gives firms a clearly defined laboratory confirmation testing process to ensure end to end chain of custody





# What the guidance suggests...

*Intelligent Fingerprinting aligns with the key elements of the ICO/TUC recommendations*

- Only use drug or alcohol testing where it provides significantly better evidence of impairment than other less intrusive means
- Use the least intrusive forms of testing practicable to deliver the benefits to the business that the testing is intended to bring
- Limit testing to those substances and the extent of exposure that will have a significant bearing on the purpose(s) for which the testing is conducted



# Drug Types – How many to test for?

This is an important subject and one that is raised frequently by our perspective clients...

- When we ask a client what was the decision-making process you went through to determine what drugs to screen for, most can't answer!
- When we ask the clients what drug categories are being detected the response is consistent, Cocaine, Opiates, THC, and then a form of Amphetamine/Methamphetamine & others
- The TUC workplace Guidelines suggest testing for the most prevalent drugs in society.

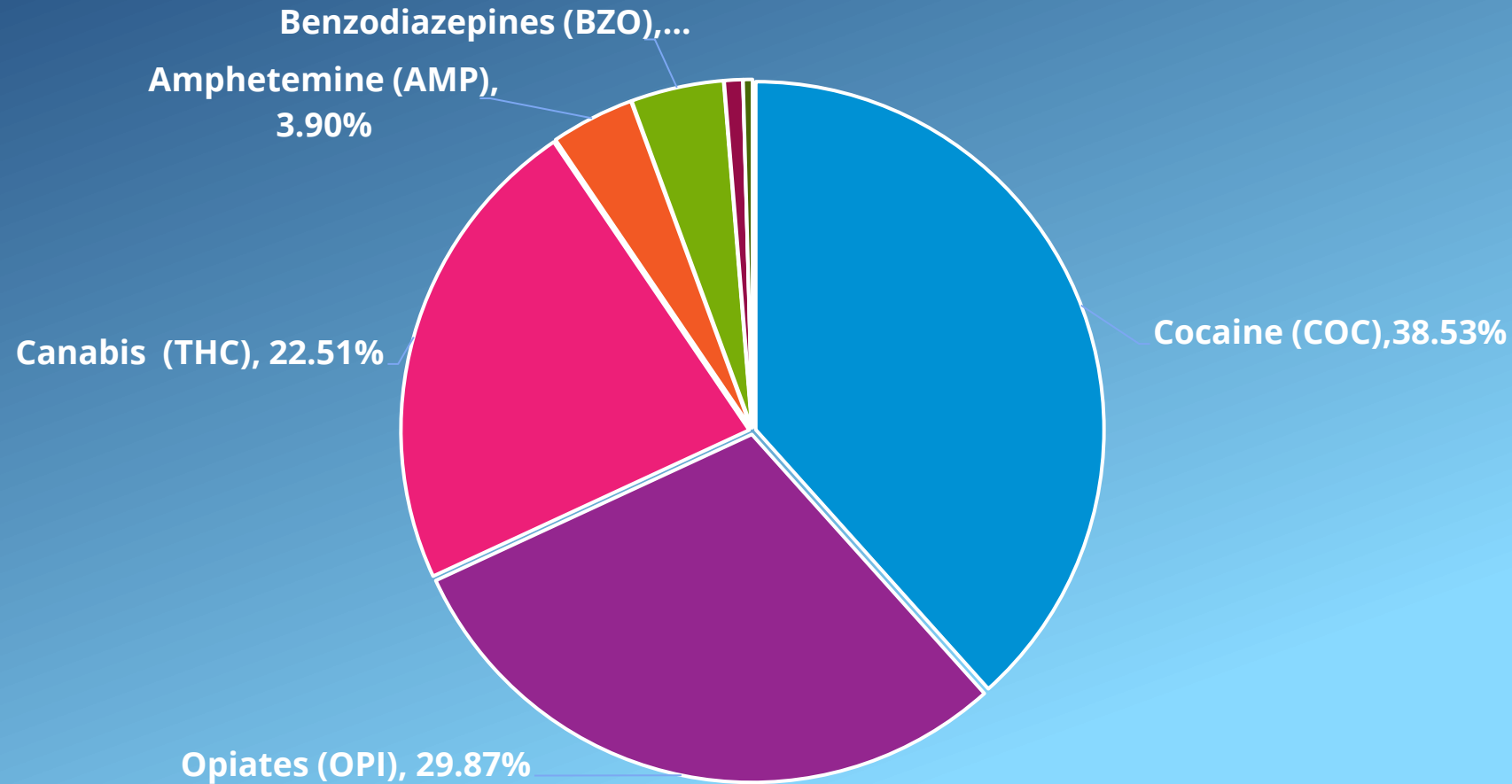


# What the Data Suggests!

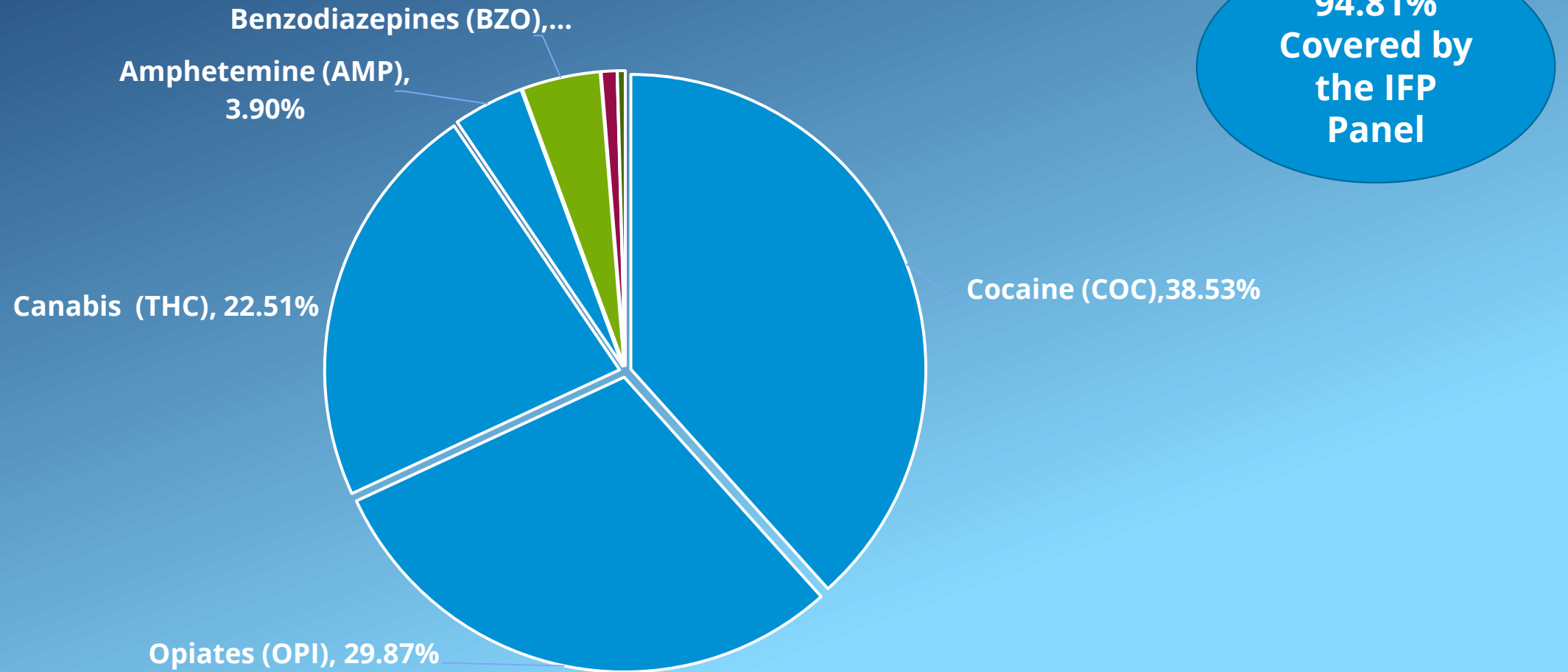
Tier 1 Infrastructure company - 5 Year Trend - D&A Testing							
Year	2018	2019	2020	2021	2022	Total	Percentage
D&A Pre Employment	629	1773	1425	895	306	5028	
Random	21	60	29	13	40	163	
For Cause	0	35	44	8	3	90	
<b>Non- Negative</b>	<b>2</b>	<b>76</b>	<b>83</b>	<b>62</b>	<b>8</b>	<b>231</b>	
Cocaine (COC)	0	27	32	28	2	89	38.53%
Opiates (OPI)	2	23	19	20	5	69	29.87%
Canabis (THC)	0	20	21	10	1	52	22.51%
Amphetamine (AMP)	0	3	2	4	0	9	3.90%
Benzodiazepines (BZO)	0	3	7	0	0	10	4.33%
Barbiturates (BAR)	0	0	0	0	0	0	0.00%
Ketamine (KET)	0	0	0	0	0	0	0.00%
Methamphetamine (MET)	0	0	0	0	0	0	0.00%
Methadone (MTD)	0	0	2	0	0	2	0.87%
Propoxyphene (PPX)	0	0	0	0	0	0	0.00%



# What the Data Suggests!



# What the Data Suggests!





# What the Data Suggests!

IFP versus Oral Fluid			
IFP		Oral Fluid	
Test Volume 3000>		Test Volume 1200>	
5.4% Non Negatives		6.4% Non Negatives	
Cocaine	83%	Cocaine	74%
Opiates	8%	Opiates	15%
THC	7%	THC	10%
AMP	2%	Other	1%

- Data sample >3000 tests produced by a major Tier 1 company
- >95% Coverage of detection on the Intelligent Fingerprinting panel



# Lean & Efficient...

## Hours Lost & Associated Cost Implications of Testing

Reason for Screening Test	Tests Conducted	Urine @ 30mins	Urine Cost @ £100 hr	Saliva @ 20 mins	Saliva Cost @ £75 hr	IFP @ 12 mins	IFP Cost @ £50 hr	IFP Batch 6 every 20mins	Cost @ £50 hr
D&A Pre Employment	5334	2514	£ 251,400.00	1659	£ 124,443.00	1006	£ 50,280.00	276	£ 13,827.00
Random	203	82	£ 8,150.00	54	£ 4,034.25	41	£ 2,037.50		
For Cause	93	45	£ 4,500.00	30	£ 2,227.50	23	£ 1,125.00		
Test Volume/Cost	5630		£ 264,050.00		£ 130,704.75		£ 53,442.50		
Time – Hours		2641		1743		1069		276	



# Quality/Regulatory...



- DOA DSR-PLUS Reader for Detection of Drugs of Abuse – designed, developed, manufactured and CE Certified 2020
- FDA Registered / Medical Device Registration for confirmation cartridge in US
- Covid-19 Antigen VSS-GP Test – Designed, Developed, Manufactured and CE Certified for sale within the European Union 2021
- Controlled Drug License Holder (Schedule 1,2,3,4)





# Our Clients



Reed Boardall



# What our customer say...



"We can collect the samples ourselves and manage the entire process in-house"



"with simple virtual training employees can be up and running with the system very quickly"



" It is a faster process and has reduced operational costs compared to our previous third-party testing service"





# Our Construction Partners...

We are already working with clients within the sector. An Example of one would be Keepmoat homes.

They are able to reach any of their 100 UK sites quickly, should a test be required. Due to the system's portability, samples can be taken from workers on-site in minutes.



# Summary...

- Testing focused on 'Fitness for Duty' – The here and the now!
- Rapid, Portable, Accurate, Efficient, Leaner
- Initial screening accuracy of over 95%
- Testing for the most prevalent drug groups
- Control your testing in-house – Full Chain of Custody, legally defensible
- Driving a deterrent effect, increasing safety & awareness
- Ability to increase testing volumes, efficiently
- Batch testing functionality, easy to scale
- No biohazardous waste collection



# Reminder – Why are we testing?

- **Policy Aim – To deliver an effective, manageable, drug and alcohol policy driving an increased deterrent in the workplace**
- **Decision – What is the most suitable method of testing to deliver the aim**
- **Result**
  - **Safer Working Environment**
  - **Safer Employees**
  - **Safer Public**



**The introduction of Intelligent Fingerprinting for the delivery of your testing requirements can significantly contribute to a safe working environment!**

**Thankyou for listening**



# The Next Steps...

- Get in touch
- Book a 30-minute demonstration – 07736 932540  
[josh.klein-davies@intelligentfingerprinting.com](mailto:josh.klein-davies@intelligentfingerprinting.com)
- Find me on LinkedIn for updates – Josh Klein-Davies
- Discover how we can support you!

