



OraSure Technologies, Inc.

## Brian W. Reid to Join OraSure Technologies as Vice President, International Sales

September 10, 2008

BETHLEHEM, Pa.--(BUSINESS WIRE)--Sept. 10, 2008--OraSure Technologies, Inc. (NASDAQ:OSUR), the market leader in oral fluid diagnostics, is pleased to announce that Brian W. Reid will join the Company as Vice President, International Sales, effective September 22, 2008.

Reid will be responsible for leading OraSure's international sales efforts for the Company's diagnostic businesses. Reid will report to Douglas A. Michels, OraSure's President and CEO.

"We are delighted that Brian will join the OraSure team as our new Vice President of International Sales," said Michels. "Brian brings to his role at OraSure a tremendous depth of experience in the diagnostics business and in working with several key international markets. He will be instrumental in expanding our business, and ensuring that we continue to build upon our leadership position in the industry."

Reid has more than 30 years experience in the diagnostics industry, with a majority of his time spent in International markets. Most recently Reid served as the Commercial Director for the Laboratory Division of Axis-Shield Diagnostics, Ltd., an organization focused on the development and manufacturing of in vitro diagnostic tests for use in clinical laboratories and at the point of care. While in this role, Reid also had responsibility for Axis-Shield's UK organization covering Sales, Marketing, and Logistics and the Company's Plasmatec division, which specialized in low-cost diagnostics for developing countries.

Prior to Axis-Shield, Reid spent 14 years at Ortho-Clinical Diagnostics in a variety of senior level positions, including Business Leader of Export Distributor Markets in Eastern Europe, Africa and the Middle East and Director and General Manager of the UK organization.

Reid has also held sales positions with diagnostics companies BioMerieux UK Ltd. and Boehringer Mannheim Ltd.

### About OraSure Technologies

OraSure Technologies develops, manufactures and markets oral fluid specimen collection devices using proprietary oral fluid technologies, diagnostic products including immunoassays and other in vitro diagnostic tests, and other medical devices. These products are sold in the United States as well as internationally to various clinical laboratories, hospitals, clinics, community-based organizations and other public health organizations, distributors, government agencies, physicians' offices, and commercial and industrial entities.

OraSure Technologies is the leading supplier of oral-fluid collection devices and in vitro diagnostic assays to the employment, criminal justice, drug treatment, life insurance and public health markets for the detection of abused drugs and the antibodies to HIV. Based in Bethlehem, Pa., the company develops, manufactures and markets oral specimen collection devices, in vitro diagnostic tests, and other medical devices. For more information on the Company, please go to [www.orasure.com](http://www.orasure.com).

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