

ORASURE TECHNOLOGIES INC  
Form 8-K  
April 05, 2007

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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

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**FORM 8-K**

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**CURRENT REPORT**

**PURSUANT TO SECTION 13 OR 15(d)**  
**OF THE SECURITIES EXCHANGE ACT OF 1934**

**Date of Report (Date of earliest event reported): April 3, 2007**

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**OraSure Technologies, Inc.**

(Exact Name of Registrant as Specified in Charter)

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**Delaware**  
(State or Other Jurisdiction  
  
of Incorporation)

**001-16537**  
(Commission File Number)

**36-4370966**  
(I.R.S. Employer  
  
Identification No.)

**220 East First Street**  
  
**Bethlehem, Pennsylvania**  
(Address of Principal Executive Offices)

**18015-1360**  
(Zip Code)  
Registrant's telephone number, including area code: **610-882-1820**

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Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the Registrant under any of the following provisions:

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- .. Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - .. Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - .. Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - .. Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 1.01 Entry Into a Material Agreement.**

OraSure Technologies, Inc. (the Company ) and SSL International plc ( SSL ) are parties to a Distribution Agreement, dated as of June 1, 2005 (the Original Distribution Agreement ), pursuant to which the Company supplies to SSL, and SSL distributes in certain foreign countries, an over-the-counter product for the cryosurgical removal of common and plantar warts (the Product ).

On April 3, 2007, the Company and SSL entered into Amendment No. 1 to Distribution Agreement, dated as of January 1, 2007 (the Amendment ). The purpose of the Amendment was to amend the Original Distribution Agreement to, among other things, (i) adjust Product pricing and purchase minimums for 2007, (ii) provide for the reimbursement by the Company of a portion of SSL s advertising and promotional expenses for the Product and establish a minimum advertising expenditure level for SSL during 2007, (iii) revise the Product specifications, (iv) establish a joint marketing committee to enable the parties to work together in establishing sales and marketing strategies for the Product, (v) provide a process for the review of commercialization plans for certain foreign countries and the possible removal of those countries from the Original Distribution Agreement, and (vi) establish a process for modifying the terms of the Original Distribution Agreement for years beyond 2007.

**Signatures**

Pursuant to the requirements of the Securities and Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned, hereunto duly authorized.

ORASURE TECHNOLOGIES, INC.

Date: April 5, 2007

By: */s/ Jack E. Jerrett*  
Jack E. Jerrett  
Senior Vice President, General Counsel and Secretary