

# 2014 Clinical Chemistry and Immunodiagnostic Testing in US Hospitals, Commercial Laboratories and Point-of-Care/POC Locations

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## Abstracts

Complete report \$11,500. DataPack (test volumes, sales forecasts, supplier shares) \$7,500.

2014 Clinical Chemistry and Immunodiagnosics Testing in US Hospitals, Commercial Laboratories and Point-of-Care/POC Locations is a new strategic analysis of major business opportunities emerging in the US clinical chemistry and immunodiagnostic hospital, commercial and point-of-care/POC markets during the next five years. The report explores future trends in the US market; provides estimates of the specimen, test and sales volumes, as well as major suppliers' sales and market shares; compares features of leading analyzers; profiles key competitors; and identifies specific product and marketing opportunities emerging during the next five years.

The report provides five-year volume and sales forecasts for over 100 clinical chemistry, TDM, endocrine, cancer, immunoprotein and abused drug assays performed in hospitals, commercial laboratories, physician offices, ER, OR, ICU, cancer clinics, ambulatory care centers, surgery centers, nursing homes, and birth centers, including controls, calibrators and consumables.

## Rationale

The clinical chemistry and immunodiagnostic markets are undergoing significant transformation, caused by convergence of new and more stringent regulations; advances in diagnostic technologies, system engineering, automation, and IT; and intensifying competition. Some segments, like routine chemistry, are already resembling commodity markets, where product positioning and cost per test are more critical than

underlying technology. This evolving marketplace creates exciting opportunities for a variety of new instruments, reagent systems, and auxiliary products, such as specimen preparation devices, controls, and calibrators.

### **Strategic Recommendations**

New product development opportunities with significant market appeal.

Alternative market penetration strategies.

Potential market entry barriers and risks.

**Tests Analyzed in the Report** Routine Clinical Chemistry Albumin, Alkaline Phosphatase, ALT/SGPT, Ammonia, Amylase, AST/SGOT, Bilirubin, Total, BUN (Blood Urea Nitrogen), Calcium, Cardio CRP, Carbon Dioxide/Bicarbonate, Chloride, Cholesterol, Creatine Kinase (CK), CK-MB, Creatinine, CRP, Ferritin, GGT, Glucose, HDL Cholesterol, Homocysteine, Iron, LDH, LDL Cholesterol, Magnesium, Phosphorus, Potassium, Protein, Total, Sodium, Triglycerides, Troponin, Uric Acid.

**Therapeutic Drug Monitoring (TDM)** Amikacin, Carbamazepine, Cyclosporin, Digoxin, Everolimus, Gentamicin, Levetiracetam, Lithium, Methotrexate, NAPA/Procainamide, Phenobarbital, Phenytoin, Quinidine, Sirolimus, Tacrolimus, Theophylline, Tobramycin, Topiramate, Valproic Acid, Vancomycin.

**Endocrine Function** Cortisol, Estradiol, FSH, HCG, Gastrin, LH, Progesterone, PTH/IO PTH, Prolactin, T3, T3 Uptake, Free T3, T4, Free T4, TBG, Testosterone, Thyroglobulin Ab, TPO Ab, TSH.

**Tumor Markers and Special Chemistry** AFP, CA 15-3/27-29, CA 19-9, CEA, Ferritin, Folate (Folic Acid), Glycosylated Hemoglobin, HCG, 25-Hydroxy Vitamin D2 and D3, Occult Blood, PAP, PSA, Thyroglobulin, Vitamin B-12.

**Immunoproteins** C3, C4, Free Light Chains, Haptoglobin, IgA, IgE Specific, IgE Total, IgG, IgM, Immunofixation, Prealbumin, Protein Electrophoresis.

**Drugs of Abuse** Amphetamines, Barbiturates, Benzodiazepines, Cannabinoids/Marijuana, Cocaine, LSD, Methadone, Methaqualone, Opiates, Phencyclidine (PCP), Propoxyphene, Tricyclic Antidepressants.

## **Market Segmentation Analysis**

Comprehensive review of the market dynamics, trends, structure, size, growth, and key suppliers.

Test volume and sales forecasts for over 100 clinical chemistry, TDM, endocrine, cancer, immunoprotein and abused drug assays, by market segment:

### **Centralized Testing**

Hospitals

Commercial/Private Laboratories

### **POC/Decentralized Testing**

Physician Offices/Group Practices

Emergency Rooms

Operating/Recovery Suites

ICUs/CCUs

Cancer Clinics

Ambulatory Care Centers

Surgery Centers

Nursing Homes

Birth Centers

### **Current and Emerging Products**

Analysis of current and emerging clinical chemistry and immunodiagnostic tests.

Review of current instrumentation technologies, and feature comparison of high-, medium-, and low-volume/POC analyzers.

## **Technology Review**

Assessment of current and emerging technologies, and their potential market applications.

Comprehensive lists of companies developing or marketing new technologies and products by test.

## **Competitive Strategies**

Strategic assessments of major suppliers and emerging market entrants, including their sales, product portfolios, marketing tactics, collaborative arrangements and new products in R&D.

## **The companies analyzed in the report include:**

Abbott

AdnaGen

Agilent Technologies

Beckman Coulter/Danaher

Biomedical Diagnostics

Biomerieux

Bio-Rad

Diasorin

Eiken Chemical

Fujirebio/Innogenetics

Grifols

Instrumentation Laboratory

Kyowa Medex

Matritech/Alere

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Siemens

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Tosoh

Wako

Wallac/PE

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Agilent Technologies  
Beckman Coulter/Danaher  
Biomedical Diagnostics  
BioMerieux  
Bio-Rad  
DiaSorin  
Eiken

Fujirebio/Innogenetics  
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