

# Survey for Retinopathy Screening Devices Market

<https://marketpublishers.com/r/S80797EE285EN.html>

Date: November 2013

Pages: 0

Price: US\$ 6,995.00 (Single User License)

ID: S80797EE285EN

## Abstracts

### Physicians and Hospital Administrators

100 Physicians, including 50 Group Practice Primary Care Physicians (PCPs), 25 Individual Practice PCPs and 25 Endocrinologists; 25 Hospital Administrators

Several different strategies to promote widespread screening for diabetic retinopathy are being implemented across the United States and around the world. In the U.S., the success of these strategies will depend on the extent to which they are able to provide much needed services in a way that is sustainable under evolving economic and legislative conditions. Successful strategies for bringing solutions to market will be informed by the preferences of physicians and other health care providers in the context of legislative incentives, economic constraints and the demands of a changing patient population.

This report, based on a combined market and end-user study, is designed to act as a guidebook for companies and policy makers attempting to navigate this complex economic and political landscape. The study addresses the following questions:

1. Are physicians and hospital administrators ready to take concrete steps toward managing widespread diabetes and diabetic retinopathy?
2. What financial and other motivations drive these groups to make purchasing decisions?
3. What pricing thresholds would be acceptable to different groups of purchasers?
4. What logistical issues have the potential to accelerate or stall implementation of new solutions?

## Contents

### **EXECUTIVE SUMMARY**

#### 1.1 SCOPE OF STUDY

#### 1.2 MARKET ANALYSIS AND FORECASTS

#### 1.3 PHYSICIAN AND HOSPITAL ADMINISTRATOR SURVEY

### **RESEARCH METHODOLOGY**

#### 2.1 RESEARCH SCOPE

#### 2.2 IDATA'S 9- Step METHODOLOGY

##### 2.2.1 Step 1: Project Initiation & Team Selection

##### 2.2.2 Step 2: Prepare Data Systems and Perform Secondary Research

##### 2.2.3 Step 3: Preparation for Interviews & Questionnaire Design

##### 2.2.4 Step 4: Performing Primary Research

##### 2.2.5 Step 5: Research Analysis: Establishing Baseline Estimates

##### 2.2.6 Step 6: Market Forecast and Analysis

##### 2.2.7 Step 7: Identify Strategic Opportunities

##### 2.2.8 Step 8: Final Review and Market Release

##### 2.2.9 Step 9: Customer Feedback and Market Monitoring

### **U.S. DIABETIC RETINOPATHY SCREENING DEVICE MARKET**

#### 3.1 INTRODUCTION

#### 3.2 MARKET ANALYSIS AND FORECAST

##### 3.2.1 Aggregate Diabetic Retinopathy Screening Device Market

##### 3.2.2 Alternative Location Diabetic Retinopathy Screening Device Market

###### 3.2.2.1 Alternative Projection: Stable Prices and No Reimbursement

###### 3.2.2.2 Alternative Projection: Price Erosion

###### 3.2.2.3 Alternative Projection: Reimbursement

##### 3.2.3 Comparison of Alternative Projections

#### 3.3 DRIVERS AND LIMITERS

##### 3.3.1 Market Drivers

##### 3.3.2 Market Limiters

#### 3.4 COMPETITIVE ANALYSIS

##### 3.4.1 Leading Competitors

### **PHYSICIAN AND ADMINISTRATOR SURVEY**

#### 4.1 INTRODUCTION

#### 4.2 AWARENESS OF ISSUE

#### 4.3 MOTIVATION TO OBTAIN

##### 4.3.1 Introduction

##### 4.3.2 Results

##### 4.3.2.1 Perceived Impact of Diabetic Retinopathy Screening Equipment

##### 4.3.2.2 Motivation to Obtain Diabetic Retinopathy Screening Equipment

#### 4.4 PRICE SENSITIVITY

#### 4.5 RELATIONSHIPS WITH EYE SPECIALISTS

### **ABBREVIATIONS AND SURVEY APPENDIX DATA**

#### 5.1 ABBREVIATIONS

#### 5.2 PRICING SENSITIVITY BY GROUP

##### 5.2.1 Hospital Administrators

##### 5.2.2 Group Practice PCPs

##### 5.2.3 Endocrinologists

## List Of Charts

### LIST OF CHARTS

Chart 1–1: Growth Rates by Forecast Alternative, Diabetic Retinopathy Screening Device Market, U.S., 2013 – 2020

Chart 1–2: Share of Respondents “Very Interested” in Obtaining Equipment Under Alternative Pricing Scenarios, by Group

Chart 3–1: ASP vs. Unit Sales vs. Market Value, Aggregate and Alternative Location Diabetic Retinopathy Screening Device Markets, U.S., 2013

Chart 3–2: Stable Prices and No Reimbursement Projection, Diabetic Retinopathy Screening Device Market, U.S., 2013 – 2020

Chart 3–3: Price Erosion Projection, Diabetic Retinopathy Screening Device Market, U.S., 2013 – 2020

Chart 3–4: Reimbursement Projection, Diabetic Retinopathy Screening Device Market, U.S., 2013 – 2020

Chart 3–5: Growth Rates for Alternative Projections, Diabetic Retinopathy Screening Device Market, U.S., 2013 – 2020

Chart 3–6: Leading Competitors, Diabetic Retinopathy Screening Equipment in Alternative Locations, U.S., 2013

Chart 4–1: Compliance Rates for Diabetic Retinopathy Screening, as Reported by Physicians and Administrators

Chart 4–2: Share of Physicians and Administrators That Prefer to Rely on an Eye Specialist to Screen Their Diabetic Patients

Chart 4–3: Perceived Impact of Diabetic Retinopathy Screening Equipment on Compliance and Detection, by Group

Chart 4–4: Compliance- and Detection-Associated Motivation to Obtain Equipment, by Group

Chart 4–5: Perceived Impact of Diabetic Retinopathy Screening Equipment on HEDIS Scores, by Group

Chart 4–6: HEDIS Score Associated Motivation to Obtain Equipment, by Group

Chart 4–7: Motivation to Obtain Equipment Based on Combined Impact of Compliance, Detection, HEDIS Score and Profitability, by Group

Chart 4–8: Percent of Respondents Willing to Obtain Under Alternative Pricing Scenarios

Chart 4–9: Reported Interest in Purchasing Equipment Under Alternative Pricing Scenarios, Individual Practice PCPs

Chart 4–10: Percentage of Respondents Who Would Prefer to Lease, by Group

Chart 4–11: Percentage of Respondents Open to Incorporating Telemedicine Systems,

by Group

Chart 4–12: Share of Administrators and Physicians Who Prefer to Rely on their Own Network of Eye Specialists

Chart 5–1: Reported Interest in Purchasing Equipment Under Alternative Pricing Scenarios, Hospital Administrators

Chart 5–2: Reported Interest in Purchasing Equipment Under Alternative Pricing Scenarios, Group Practice PCPs

Chart 5–3: Reported Interest in Purchasing Equipment Under Alternative Pricing Scenarios, Endocrinologists

## List Of Figures

### LIST OF FIGURES

Figure 3 1: Aggregate Diabetic Retinopathy Screening Device Market, U.S., 2013

Figure 3 2: Alternative Location Diabetic Retinopathy Screening Device Market, U.S., 2013

Figure 3 3: Stable Prices and No Reimbursement Projection, Diabetic Retinopathy Screening Device Market, U.S., 2013 – 2020

Figure 3 4: Price Erosion Projection, Diabetic Retinopathy Screening Device Market, U.S., 2013 – 2020

Figure 3 5: Reimbursement Projection, Diabetic Retinopathy Screening Device Market, U.S., 2013 – 2020

Figure 3 6: Drivers and Limiters, Diabetic Retinopathy Screening Device Market, U.S., 2013

Figure 3 7: Leading Competitors, Diabetic Retinopathy Screening Equipment in Alternative Locations, U.S., 2013

Figure 4 1: Reported Rates of Compliance with Recommended Eye Examinations

Figure 4 2: Share of Physicians and Administrators That Prefer to Rely on an Eye Specialist to Screen Their Diabetic Patients

Figure 4 3: Perceived Impact of Diabetic Retinopathy Screening Equipment on Compliance and Detection, by Group

Figure 4 4: Compliance- and Detection-Associated Motivation to Obtain Equipment, by Group

Figure 4 5: Perceived Impact of Diabetic Retinopathy Screening Equipment on HEDIS Scores, by Group

Figure 4 6: HEDIS Score Associated Motivation to Obtain Equipment, by Group

Figure 4 7: Motivation to Obtain Equipment Based on Combined Impact of Compliance, Detection, HEDIS Score and Profitability, by Group

Figure 4 8: Percent of Respondents Willing to Obtain Under Alternative Pricing Scenarios

Figure 4 9: Reported Interest in Purchasing Equipment Under Alternative Pricing Scenarios, Individual Practice PCPs

Figure 4 10: Payment Preferences by Group

Figure 4 11: Percent of Respondents that Make Use of Telemedicine Technology in their Practice or Organization, by Group

Figure 5 1: Reported Interest in Purchasing Equipment Under Alternative Pricing Scenarios, Hospital Administrators

Figure 5 2: Reported Interest in Purchasing Equipment Under Alternative Pricing

Scenarios, Group Practice PCPs

Figure 5 3: Reported Interest in Purchasing Equipment Under Alternative Pricing

Scenarios, Endocrinologists

## I would like to order

Product name: Survey for Retinopathy Screening Devices Market

Product link: <https://marketpublishers.com/r/S80797EE285EN.html>

Price: US\$ 6,995.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

[info@marketpublishers.com](mailto:info@marketpublishers.com)

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/S80797EE285EN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:  
Last name:  
Email:  
Company:  
Address:  
City:  
Zip code:  
Country:  
Tel:  
Fax:  
Your message:

**\*\*All fields are required**

Customer signature \_\_\_\_\_

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970