

U.S. and European Markets for Surgical Microscopes

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Abstracts

The increase in MIS procedures will aid in driving unit sales growth, as will the overall increase in the number of surgical procedures. Surgical microscopes are multidisciplinary, which causes a large price range. Neurosurgical microscopes are the most advanced and at the top of the price spectrum. However, these microscopes can also be used for spinal surgeries as well as ENT or plastic reconstructive surgery. The price is determined based on the type of accessories and functionality added to base models. Base models can begin at \$50,000 and run up to \$300,000 depending on the type of surgery for which the instrument is calibrated. To limit spending, facilities will purchase one device with functionality for various disciplines.

As the U.S. population grows and more individuals enter old age, there will be an increase in the number of surgical procedures performed. This will drive the market for surgical microscopes, as hospitals and ASCs purchase capital equipment to accommodate demand.

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