

# Clinical Lab Services Market (Growth Opportunities, Competitive Analysis and Competitor Profiles)

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## Abstracts

It is estimated that approximately 80% of physician's diagnoses are a result of laboratory tests, and a fair number of these tests are sent to clinical lab service providers. The constant pressure to reduce healthcare spending is shifting healthcare utilization in favor of the laboratory, making it an ever more valuable part of the treatment plan. As hospital stays are shortened, contact between the physician and patient is reduced, which places a larger role on labs to gather, interpret, and deliver accurate information to the physician in a timely manner. We can expect to see an increase in the number of clinical labs, particularly in the independent sector, as these trends continue to influence the industry.

Since the last time Kalorama Information studied the U.S. market for clinical lab services two years ago, there have been substantial changes in the industry, including changes in market share as major companies eat into regional labs, new competitors enter the marketplace, and new specialty tests are developed and priced. Clinical Laboratory Services (Markets, Growth Opportunities, Competitive Analysis and Competitor Profiles), provides an in-depth market overview, a total market analysis, analysis by laboratory type, and by routine and specialty testing and a review of the latest trends driving growth. Revenues and forecasts presented are for the U.S. market. Key international markets are discussed as well.

Key market data provided includes:

- Hospital, Physician and Independent Lab Statistics
- Major Tests Performed by Clinical Lab Companies
- Disease Incidence and Trends Driving Lab Business
- Market Forecast to 2014

- Market Breakdown by Lab Type (Hospital, Physician, Independent)
- Market Breakdown by Test Type (Specialty, Routine)
- Market Share of Competitors
- Competitive Analysis of Leading clinical Lab Providers

The issues and trends which are fueling growth:

A trend towards preventive and risk factor testing has been noted in several disciplines, particularly in the areas of oncology, endocrinology, and gynecology. Physicians in these areas are taking full advantage of testing for early detection and disease prevention. Some of the other issues and trends explored in this study include:

- U.S. Demographics
- Types of Specialty Tests
- Growing Competition
- Increasing Life Expectancy
- Growing Incidence of Disease
- New Product Offerings
- Regulatory Environment
- Insurance and Reimbursement
- Payer Types
- Developments in Personalized Medicine

A competitive analysis of leading clinical laboratory providers includes:

- Quest Diagnostics, Inc.
- Laboratory Corporation of America (LabCorp)
- Genomic Health
- Genoptix, Inc.
- Genzyme Corporation
- DaVita
- Clariant, Inc.
- Spectra Laboratories
- Bio-Reference Laboratories

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