

# 2012 US Flow Cytometry Market Outlook: Growth Opportunities and Strategies

<https://marketpublishers.com/r/26342A395C2EN.html>

Date: April 2012

Pages: 174

Price: US\$ 4,720.00 (Single User License)

ID: 26342A395C2EN

## Abstracts

This report presents a comprehensive analysis of the US flow cytometry market, including:

Major issues pertaining to the US flow cytometry practice, as well as key economic, regulatory, demographic, social and technological trends with significant market impact during the next five years.

Five-year volume and sales forecasts for major flow cytometry tests performed in US hospitals and commercial laboratories.

Annual placements and installed base of major flow cytometers.

Review of current instrumentation technologies and a feature comparison of leading systems.

Five-year reagent and instrument sales forecasts.

Sales and market shares of leading reagent and instrument suppliers.

Review of current and emerging diagnostic technologies, and their potential market applications.

Product development opportunities for new instruments, consumables, and auxiliary products.

Profiles of current and emerging suppliers, including their sales, product

portfolios, marketing tactics, technological know-how, new products in R&D, collaborative arrangements, and corporate strategies.

Business opportunities and strategic recommendations for suppliers.

Contains 174 pages and 17 tables

## Contents

### I. INTRODUCTION

### II. WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW

#### A. Major Flow Cytometry Applications

##### 1. Cell Surface Markers

##### a. Lymphocyte Subclassification CD4/CD8

##### Instrumentation and Reagent Test Kits

BD FACS Count

Beckman Coulter VCS

T Cells Diagnostics TRAx

##### b. Other Cell Markers

##### 2. DNA Content Analysis

##### 3. RNA Content Analysis

##### 4. Chemotherapy Monitoring

##### 5. Cell Cycle Analysis

##### 6. Reticulocytes

##### 7. Chromosome Analysis

##### 8. Fetal Cell Analysis

##### 9. HLA Typing

##### 10. Microbiology

##### 11. Protein Content Analysis

##### 12. Multiparameter Analysis

##### 13. Other Applications

#### B. Instrumentation Review

##### a. Introduction

##### b. System Overview

BD FACSAadvantage

BD FACSAria III

BD FACSCalibur

BD FACScan

BD FACSCanto II

BD FACSCount

BD FACSort

BD FACStar Series

BD FACStrak

BD FACS Vantage

BD Influx

Beckman Coulter Epics C

Beckman Coulter Epics Elite Analyzer

Beckman Coulter Epics Elite ESP

Beckman Coulter Epics Profile

Beckman Coulter Epics XL

Beckman Coulter FC 500 Series

Beckman Coulter Vi-CELL XR

C. Current Market Needs and Future Demand for Hematology Analyzers

D. Reagents and Controls

E. Current and Emerging Technologies

1. Information Technologies

2. Automation and Robotics

3. Lasers
4. Artificial Intelligence
5. Monoclonal Antibodies
6. Molecular Diagnostics
7. Microdrop Technology

## **IX. U.S.**

- A. Executive Summary
- B. Business Environment
  1. Health Care Expenditures
  2. Cost Consciousness
  3. Reimbursement
  4. Industry Consolidation
  5. Managed Care
    - a. HMO
    - b. PPO
  6. Hospitals
  7. Admissions
  8. Length of Stay
  9. Industry Diversification
  10. Physician Demographics
  11. Population Aging
    - a. Chronic Illness
    - b. Disease Incidence
    - c. Susceptibility to Iatrogenesis
    - d. Multiple Illness Cases
  12. Laboratory Regulations
- C. Market Structure
- D. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Share

## **X. MAJOR PRODUCT DEVELOPMENT OPPORTUNITIES**

- A. Instrumentation
- B. Reagent Kits and Test Systems/Panels
- C. Information Technology
- D. Auxiliary Products

## **XI. DESIGN CRITERIA FOR DECENTRALIZED TESTING PRODUCTS**

## **XII. ALTERNATIVE MARKET PENETRATION STRATEGIES**

- A. Internal Development
- B. Collaborative Arrangements
- C. University Contracts
- D. Distribution Strategies for the Decentralized Testing Markets
  - 1. Four Marketing Approaches
  - 2. Product Complexity Factor
  - 3. Customer Preference Factor
  - 4. Established Suppliers
  - 5. Emerging Suppliers
  - 6. Major Types of Distributors
  - 7. Market Segmentation Factor

## **XIII POTENTIAL MARKET ENTRY BARRIERS AND RISKS**

- A. Market Maturity
- B. Cost Containment
- C. Competition
- D. Technological Edge and Limitations
- E. Patent Protection
- F. Regulatory Constraints
- G. Decentralized Testing Market Challenges

## **XIV. COMPETITIVE ASSESSMENTS**

Abbott

Beckman Coulter/Danaher

Becton Dickinson

Bio-Rad

Dako

Horiba

Iris

Ortho-Clinical Diagnostics

Nihon Kohden

Roche

Siemens

Sysmex

## **XV. APPENDIX: MAJOR UNIVERSITIES AND RESEARCH CENTERS DEVELOPING HEMATOLOGY/FLOW CYTOMETRY TECHNOLOGIES AND APPLICATIONS**

## List Of Tables

### LIST OF TABLES

U.S., Laboratories Performing Hematology/Flow Cytometry Tests ByMarket Segment  
U.S., Hospital Laboratories Performing Hematology/Flow Cytometry Tests By Bed Size  
U.S., Commercial/Private Laboratories Performing Hematology/Flow Cytometry Tests  
ByAnnual Test Volume  
U.S., Physician Offices/Group Practices Performing Hematology/Flow Cytometry Tests  
ByPractice Size  
U.S., Total Flow Cytometry and Special Hematology Specimen Volume Forecast By  
Market Segment  
U.S., Total Flow Cytometry and Special Hematology Specimen Volume Forecast  
U.S., All Market Segments Flow Cytometry and Special Hematology Test Volume  
Forecast  
U.S., Hospital Laboratories, Flow Cytometry and Special Hematology Test Volume  
Forecast  
U.S., Commercial/Private Laboratories, Flow Cytometry AndSpecial Hematology Test  
Volume Forecast  
U.S., Physician Office Laboratories, Flow Cytometry AndSpecial Hematology Test  
Volume Forecast  
U.S., Major Flow Cytometers, Estimated Placements and Installed Base  
U.S., Total Flow Cytometry Diagnostics Market Forecast By Market Segment  
U.S., Flow Cytometry Instrument Market Forecast By Market Segment  
U.S., Flow Cytometry Consumable Market Forecast By Market Segment  
U.S., Total Flow Cytometry Diagnostics Market By Major Supplier  
U.S., Total Flow Cytometry Instrument Market By Major Supplier  
U.S., Total Flow Cytometry Consumables Market By Major Supplier



## I would like to order

Product name: 2012 US Flow Cytometry Market Outlook: Growth Opportunities and Strategies

Product link: <https://marketpublishers.com/r/26342A395C2EN.html>

Price: US\$ 4,720.00 (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/26342A395C2EN.html>