

2014 Analysis of the Diagnostic Testing Market US Ancillary Hospital Locations (ER, OR, ICU)

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Abstracts

This 973-page report contains 153 tables and provides comprehensive analysis of the diagnostic testing markets outside the main hospital laboratory (ERs, ORs, and ICUs). The report includes analysis of the market dynamics, size, growth, regulatory requirements, technological trends, competitive landscape, and emerging opportunities for instrument and consumable suppliers. We trust, this report will help diagnostic products suppliers develop more effective business, R&D and marketing strategies.

Rationale

The growing economic pressures on hospitals, coupled with advances in diagnostic technologies, intensifying competition among suppliers and physicians, and changing consumer demands are shifting diagnostic testing from hospitals closer to the patient.

Market Segmentation Analysis

Review of the ER, OR and ICU market segments, including their dynamics, trends, structure, size, growth and major suppliers.

Five-year test volume and sales forecasts for chemistry, immunodiagnostic, microbiology, hematology and coagulation procedures by market segment:

Emergency Rooms

Operating/Recovery Suites

ICUs/CCUs

and test category:
Routine and Special Chemistry

Microbiology/Infectious Diseases

Hematology

Flow Cytometry

Coagulation

Immunoproteins

Drugs of Abuse

TDM

Endocrine Function

Tumor Markers

Sales and Market Share Analysis

Sales and market shares of major reagent and instrument suppliers.

Current and Emerging Products

Analysis of over 130 diagnostic procedures.

Review of leading POC chemistry, immunoassay, hematology and coagulation analyzers, both currently marketed and those in development, including their operating characteristics, features and selling prices.

Technology Review

Emerging technologies and their applications for POC testing.

Comprehensive listings of companies developing or marketing POC diagnostic technologies and products, by test.

Competitive Assessments

Assessments of major suppliers and emerging market entrants, including their sales, product portfolios, marketing tactics, joint ventures, and new products in R&D.

Strategic Recommendations

Specific opportunities for new POC instruments and reagent systems with potentially significant market appeal during the next ten years.

Design criteria for POC testing products.

Alternative business expansion strategies.

Potential market entry barriers and risks.

Methodology

This report is based on a combination of primary and secondary sources of information, including review of recent technical and business publications, manufacturer product literature, industry analyst reports, and Venture Planning Group's proprietary data files.

Contains 973 pages and 153 tables

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8. Defensive Medicine
9. Quality Control Issues

WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW

Major Routine Chemistry Tests

1. Albumin
2. Alkaline Phosphatase
3. ALT/SGPT
4. Ammonia
5. Amylase
6. AST/SGOT
7. Bilirubin
8. Blood Gases
9. Blood Urea Nitrogen (BUN)
10. Calcium
11. Cholesterol
12. Cholinesterase
13. Creatinine
14. Electrolytes
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 - b. Chloride
 - c. Potassium
 - d. Sodium
15. Ferritin
16. Folate/Folic Acid
17. Fructosamine

18. Gamma-Glutamyl Transpeptidase (GGT)
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22. Lactate Dehydrogenase (LDH)
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29. Urinalysis
30. Vitamin B12

Infectious Disease Tests

1. AIDS
2. Adenovirus
3. Campylobacter
4. Candida
5. Chlamydia
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15. Influenza Viruses
16. Legionella
17. Lyme Disease
18. Measles (Rubeola)
19. Meningitis
20. Mononucleosis
21. Mumps

22. Mycoplasma
23. Papillomaviruses
24. Pneumonia
25. Respiratory Syncytial Virus (RSV)
26. Rheumatoid Arthritis
27. Rotavirus (Reovirus)
28. Rubella (German Measles)
29. Salmonellosis
30. Shigellosis
31. Staphylococcus Aureus
32. Streptococci
33. Syphilis

Tumor Markers

1. Alpha-Fetoprotein (AFP)
2. Carcinoembryonic Antigen (CEA)
3. Occult Blood
4. Prostatic Acid Phosphatase (PAP)
5. Prostate-Specific Antigen (PSA)

Major Routine and Special Hematology Tests

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 - b. Hematocrit Determination
 - c. Red Blood Cell Count
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9. Fibrinogen
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12. Phencyclidine

Instrumentation

1. Chemistry Analyzers Manufactured by:

Abaxis

Abbott

Alfa Wassermann

Awareness Technologies

Beckman Coulter/Danaher

bioMeriuex

Carolina Chemistries

Horiba

Inverness

Medica

Nova Biomedical

Ortho-Clinical Diagnostics

Polimedco

Randox

Roche

2. Hematology Analyzers Manufactured by:

Abbott

Becton Dickinson

Beckman Coulter/Danaher

Biocode

Drew-Scientific

Diesse Ves Matic

Horiba

Menarini

Nihon Kohden

Polymedco

Sysmex

3. Coagulation Analyzers Manufactured by:

Behnk Elektronik

Bio/Data

Cardiovascular Diagnostics

Diagnostica Stago

Helena Laboratories

Instrumentation Laboratory

ITC Hemochron

Roche
Siemens
Sysmex
Teco Medical Instruments
Trinity Biotech

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4. Biosensors
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U.S.A. Market Overview

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- c. Reimbursement
- d. Industry Consolidation
- e. Managed Care

PP

HM

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- h. Length of Stay
- i. Industry Diversification
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 - Disease Incidence
 - Susceptibility to Iatrogenesis
 - Multiple Illnesses Cases
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3. Operating and Recovery Suites

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- B. Microbiology/Infectious Diseases
- C. Hematology and Flow Cytometry
- D. Coagulation

DESIGN CRITERIA FOR DECENTRALIZED TESTING PRODUCTS

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

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

COMPANY PROFILE

Abbott
ADI/America Diagnostica
Agilent Technologies
Axis-Shield
Beckman Coulter/Danaher
Becton Dickinson
Bio/Data

Biomerieux
Bio-Rad
Biosite/Inverness/Alere
Cepheid
Chrono-Log
Corgenix
Decode
Diadexus
Diagnocure
Diagnostica Stago/Trinity Biotech
Diamedix
Diasorin
Eiken Chemical
EKF Diagnostics
Fujirebio/Innogenetics
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Hologic/Gen-Probe
Horiba
Instrumentation Laboratory
International Technidyne/Nexus DX
Kreatech
Kyowa Medex
Life Technologies
Lonza
Mackay Life Sciences
Matritech
Nihon Kohden
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