

2014 Opportunities in the European Hematology and Flow Cytometry Markets

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Abstracts

Complete report \$19,700. DataPack (test volumes, sales forecasts, supplier shares) \$12,800.

Summary

This comprehensive five-country report contains 450 pages, 160 tables, and is designed to help current suppliers and potential market entrants identify and evaluate business opportunities emerging in the European hematology and flow cytometry markets during the next five years.

The report explores business and technological trends in the major European countries (France, Germany, Italy, Spain, UK); provides market share estimates, test volume forecasts, and instrument placements; compares features of major analyzers; profiles leading competitors and emerging market entrants; and suggests specific product and marketing opportunities facing suppliers.

Rationale

During the next five years, continued advances in molecular diagnostics, monoclonal antibodies, lasers and IT, as well as growing understanding of immunologic forces regulating systemic diseases, will have a profound impact on the hematology and flow cytometry markets worldwide. New molecular diagnostic and monoclonal antibody tests will facilitate existing procedures and provide basis for sensitive, specific and simple assays. The introduction of smaller and easy-to-operate laser systems will further expand applications of flow cytometry to routine clinical laboratories. Further advances in IT will reduce the cost of instrument manufacture, service warranty, and permit

development of self-troubleshooting, autocalibration and other advanced features. Presently tedious analyses of chromosomal abnormalities, DNA content, and lymphocyte subsets will become more automated and routine.

Hematology Tests

CBC + 5-Part Differential, Manual Differential/Review, Hematocrit (Automated, Manual), Hemoglobin (Automated, Manual), Sedimentation Rate, Reticulocytes, WBC (Automated, Manual), Platelets (Automated, Manual), Bone Marrow Analysis, RBC, Eosinophils.

Flow Cytometry Tests

Cell Surface Markers (CD4/CD8/T&B Lymphocytes, CD34, Others), Chemotherapy Monitoring (Leukemia/Lymphoma, Others), HLA Typing, Sperm Analysis, Cell Cycle Kinetics, Cell Function Testing, Chromosomal Abnormalities, Fetal Cell Analysis, Granulocyte Function, Receptor DNA/RNA Analysis, Cell Culturing.

Sales and Market Share Analysis

Sales and market shares of major instrument and reagent suppliers.

Geographic Coverage

France, Germany, Italy, Spain, UK

Competitive Assessments

Extensive strategic profiles of major suppliers and emerging market entrants.

Market Segmentation Analysis

Sales and market share estimates for leading suppliers of hematology and flow cytometry products by country.

Test and sales forecasts for over 40 procedures by country, individual test and market segment:

Hospitals

Commercial/Private Laboratories

Ambulatory Care Centers

Physician Offices/Group Practices

Current and Emerging Products

Analysis of current and emerging hematology and flow cytometry tests

Reagent and instrument sales forecasts by market segment

Instrument placements and installed base by manufacturer and model

Sales and market shares of reagent and instrument suppliers

Technology Review

Assessment of current and emerging technologies, and their potential market applications.

Comprehensive lists of companies developing or marketing new technologies and products by test.

Strategic Recommendations

New product development opportunities with significant market appeal.

Alternative market penetration strategies.

Potential market entry barriers and risks.

Contains 450 pages and 160 tables

Contents

I. INTRODUCTION

II. WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW

A. Major Routine and Special Hematology Tests

1. Introduction
2. CBC Analysis
 - a. Hemoglobin Concentration
 - b. Hematocrit Determination
 - c. Red Blood Cell Count
 - d. Red Cell Indices
 - MCV
 - RDW
 - MCHC
 - CHCM
 - HDW
 - MCH
 - e. Red Cell Size Histograms
 - f. Platelets
 - Platelet Count
 - Platelet Size/MPV
 - PDW
 - Automated Systems
 - g. Reticulocytes
3. White Blood Cell Analysis
 - a. WBC Count
 - b. Five-Partial Differential Major Suppliers
 - Abbott
 - Beckman Coulter/Danaher
 - Siemens
 - Sysmex
 - c. Pattern Recognition Systems
 - IRIS
 - d. Comparison of Major Differential Analyzers
4. Reticulocytes
5. Platelet Function Tests
6. Erythrocyte Sedimentation Rate/CRP

7. Red Cell Analysis
 8. 2, 3 DPG
 9. Red Cell Deformability
 10. Neutrophil Function Tests
 11. Semen Analysis
 12. Bone Marrow Analysis
 13. Urinalysis
- B. Major Flow Cytometry Applications**
1. Cell Surface Markers
 - a. Lymphocyte Subclassification CD4/CD8/CD34
Instrumentation and Reagent Test Kits
BD
Beckman Coulter/Danaher
T Cells Diagnostics
 - b. Other Cell Markers
 2. DNA Content Analysis
 3. RNA Content Analysis
 4. Chemotherapy Monitoring
 5. Cell Cycle Analysis
 6. Chromosome Analysis
 7. Fetal Cell Analysis
 8. HLA Typing
 9. Microbiology
 10. Protein Content Analysis
 11. Multiparameter Analysis
 12. Other Applications
- C. Instrumentation Review**
1. Hematology Analyzers
 - a. Overview
Electrical Aperture-Impedance Analyzers
Light Scatter Analyzers
 - b. System Review
Abbott
Beckman Coulter/Danaher
Biocode Hycl
CellaVision
Drew-Scientific
Horiba
Medica

- Menarini
- Nihon Kohden
- Siemens
- Sysmex
- 2. Flow Cytometers
 - a. Introduction
 - b. System Overview
 - Becton Dickinson
 - Beckman Coulter/Danaher
- 3. Platelet Aggregometers
- 4. Sedimentation Rate Analyzers
 - Diesse Ves Matic
 - Polymedco
- D. Current Market Needs and Future Demand For Hematology Analyzers
- E. Reagents and Controls
- F. 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

III. FRANCE

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Shares

IV. GERMANY

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Shares

V. ITALY

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Shares

VI. SPAIN

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Shares

VIII. U.K.

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Shares

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
Agilent Technologies
Beckman Coulter/Danaher
Becton Dickinson
Bio-Rad
CellaVision
Horiba
Iris
Nihon Kohden
Ortho-Clinical Diagnostics
Roche
Siemens
Sysmex

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

List Of Tables

LIST OF TABLES

- Summary Table I: France, All Market Segments Total Hematology and Flow Cytometry Specimen Volume Forecast
- Summary Table II: France, All Market Segments Total Hematology and Flow Cytometry Test Volume Forecast
- Summary Table III: France, All Market Segments Total Hematology and Flow Cytometry Market Forecast
- France, Laboratories Performing Hematology and Flow Cytometry Testing By Market Segment
- France, All Market Segments, Total Hematology And Flow Cytometry Specimen Volume
- France, All Market Segments, Total Hematology and Flow Cytometry Test Volume
- France, Hospital Laboratories Performing Hematology and Flow Cytometry Tests By Bed Size
- France, Commercial/Private Laboratories Performing Hematology and Flow Cytometry Tests By Annual Test Volume
- France, Total Routine Hematology Specimen Volume By Market Segment
- France, Total Flow Cytometry and Special Hematology Specimen Volume By Market Segment
- France, Hospital Laboratories, Hematology and Flow Cytometry Specimen Volume Forecast
- France, Commercial/Private Laboratories Hematology and Flow Cytometry Specimen Volume Forecast
- France, Total Routine Hematology Test Volume Forecast By Market Segment
- France, Total Flow Cytometry and Special Hematology Test Volume By Market Segment
- France, All Market Segments, Total Routine Hematology Test Volume Forecast
- France, Hospital Laboratories, Routine Hematology Test Volume Forecast
- France, Commercial/Private Laboratories, Routine Hematology Test Volume Forecast
- France, All Market Segments, Total Flow Cytometry and Special Hematology Test Volume Forecast
- France, Hospital Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast
- France, Commercial/Private Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast
- France, Major Hematology Analyzers, Estimated Placements and Installed Base
- France, Major Flow Cytometers, Estimated Placements and Installed Base

France, Total Hematology Market Forecast By Market Segment
France, Hematology Consumable Market Forecast By Market Segment
France, Hematology Instrument Market Forecast By Market Segment
France, Total Flow Cytometry Market Forecast By Market Segment
France, Flow Cytometry Consumable Market Forecast By Market Segment
France, Flow Cytometry Instrument Market Forecast By Market Segment
France, Total Hematology Market By Major Supplier
France, Hematology Consumable Market By Major Supplier
France, Hematology Instrument Market By Major Supplier
France, Total Flow Cytometry Market By Major Supplier
France, Flow Cytometry Consumable Market By Major Supplier
France, Flow Cytometry Instrument Market By Major Supplier
Summary Table I: Germany, All Market Segments Total Hematology and Flow Cytometry Specimen Volume Forecast
Summary Table II: Germany, All Market Segments Total Hematology and Flow Cytometry Test Volume Forecast
Summary Table III: Germany, All Market Segments Total Hematology and Flow Cytometry Market Forecast
Germany, Laboratories Performing Hematology and Flow Cytometry Testing By Market Segment
Germany, Hospital Laboratories Performing Hematology and Flow Cytometry Tests By Bed Size
Germany, Commercial/Private Laboratories Performing Hematology and Flow Cytometry Tests By Annual Test Volume
Germany, Physician Office Laboratories Performing Hematology and Flow Cytometry Tests By Annual Test Volume
Germany, Total Routine Hematology Specimen Volume Forecast By Market Segment
Germany, Total Flow Cytometry and Special Hematology Specimen Volume Forecast By Market Segment
Germany, Hospital Laboratories, Hematology And Flow Cytometry Specimen Volume Forecast
Germany, Commercial/Private Laboratories Hematology and Flow Cytometry Specimen Volume Forecast
Germany, Total Routine Hematology Test Volume Forecast By Market Segment
Germany, Total Flow Cytometry and Special Hematology Test Volume Forecast By Market Segment
Germany, All Market Segments, Total Routine Hematology Test Volume Forecast
Germany, Hospital Laboratories, Routine Hematology Test Volume Forecast
Germany, Commercial/Private Laboratories, Routine Hematology Test Volume Forecast

Germany, Physician Office Laboratories, Routine Hematology Test Volume Forecast
Germany, All Market Segments, Total Flow Cytometry and Special Hematology Test
Volume Forecast

Germany, Hospital Laboratories, Flow Cytometry And Special Hematology Test Volume
Forecast

Germany, Commercial/Private Laboratories, Flow Cytometry and Special Hematology
Test Volume Forecast

Germany, Major Hematology Analyzers, Estimated Placements and Installed Base

Germany, Major Flow Cytometers, Estimated Placements and Installed Base

Germany, Total Hematology Market Forecast By Market Segment

Germany, Hematology Consumable Market Forecast By Market Segment

Germany, Hematology Instrument Market Forecast By Market Segment

Germany, Total Flow Cytometry Market Forecast By Market Segment

Germany, Flow Cytometry Consumable Market Forecast By Market Segment

Germany, Flow Cytometry Instrument Market Forecast By Market Segment

Germany, Total Hematology Market By Major Supplier

Germany, Hematology Consumable Market By Major Supplier

Germany, Hematology Instrument Market By Major Supplier

Germany, Total Flow Cytometry Market By Major Supplier

Germany, Flow Cytometry Consumable Market By Major Supplier

Germany, Flow Cytometry Instrument Market By Major Supplier

Summary Table I: Italy, All Market Segments, Total Hematology and Flow Cytometry
Specimen Volume Forecast

Summary Table II: Italy, All Market Segments, Total Hematology and Flow Cytometry
Test Volume Forecast

Summary Table III: Italy, All Market Segments, Total Hematology and Flow Cytometry
Market Forecast

Italy, Laboratories Performing Hematology and Flow Cytometry Testing By Market
Segment

Italy, Hospital Laboratories Performing Hematology and Flow Cytometry Tests By Bed
Size

Italy, Commercial/Private Laboratories Performing Hematology and Flow Cytometry
Tests By Annual Test Volume

Italy, Total Routine Hematology Specimen Volume By Market Segment

Italy, Total Flow Cytometry and Special Hematology Specimen Volume Forecast By
Market Segment

Italy, Hospital Laboratories, Hematology and Flow Cytometry Specimen Volume
Forecast

Italy, Commercial/Private Laboratories, Hematology and Flow Cytometry Specimen

Volume Forecast

Italy, Total Routine Hematology Test Volume Forecast By Market Segment

Italy, Total Flow Cytometry and Special Hematology Test Volume Forecast By Market Segment

Italy, All Market Segments, Total Routine Hematology Test Volume Forecast

Italy, Hospital Laboratories, Routine Hematology Test Volume Forecast

Italy, Commercial/Private Laboratories, Routine Hematology Test Volume Forecast

Italy, All Market Segments, Total Flow Cytometry and Special Hematology Test Volume Forecast

Italy, Hospital Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast

Italy, Commercial/Private Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast

Italy, Major Hematology Analyzers, Estimated Placements and Installed Base

Italy, Major Flow Cytometers, Estimated Placements and Installed Base

Italy, Total Hematology Market Forecast By Market Segment

Italy, Hematology Consumable Market Forecast By Market Segment

Italy, Hematology Instrument Market Forecast By Market Segment

Italy, Total Flow Cytometry Market Forecast By Market Segment

Italy, Flow Cytometry Instrument Market Forecast By Market Segment

Italy, Flow Cytometry Consumable Market Forecast By Market Segment

Italy, Total Hematology Market By Major Supplier

Italy, Hematology Consumable Market By Major Supplier

Italy, Hematology Instrument Market By Major Supplier

Italy, Total Flow Cytometry Market By Major Supplier

Italy, Flow Cytometry Consumable Market By Major Supplier

Italy, Flow Cytometry Instrument Market By Major Supplier

Summary Table I: Spain, All Market Segments, Total Hematology and Flow Cytometry Specimen Volume Forecast

Summary Table II: Spain, All Market Segments, Total Hematology and Flow Cytometry Test Volume Forecast

Summary Table III: Spain, All Market Segments, Total Hematology and Flow Cytometry Market Forecast

Spain, Laboratories Performing Hematology and Flow Cytometry Testing By Market Segment

Spain, Hospital Laboratories Performing Hematology/Flow Cytometry Tests By Bed Size

Spain, Commercial/Private Laboratories Performing Hematology and Flow Cytometry Tests By Annual Test Volume

Spain, Total Routine Hematology Specimen Volume Forecast By Market Segment

Spain, Total Flow Cytometry and Special Hematology Specimen Volume Forecast By Market Segment

Spain, Hospital Laboratories, Hematology And Flow Cytometry Specimen Volume Forecast

Spain, Ambulatory Care Centers, Hematology And Flow Cytometry Specimen Volume Forecast

Spain, Commercial/Private Laboratories, Hematology and Flow Cytometry Specimen Volume Forecast

Spain, Total Routine Hematology Test Volume Forecast By Market Segment

Spain, Total Flow Cytometry and Special Hematology Test Volume Forecast By Market Segment

Spain, All Market Segments, Total Routine Hematology Test Volume Forecast

Spain, Hospital Laboratories, Routine Hematology Test Volume Forecast

Spain, Ambulatory Clinic Laboratories, Routine Hematology Test Volume Forecast

Spain, Commercial/Private Laboratories, Routine Hematology Test Volume Forecast

Spain, All Market Segments, Flow Cytometry And Special Hematology Test Volume Forecast

Spain, Hospital Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast

Spain, Ambulatory Care Centers, Flow Cytometry And Special Hematology Test Volume Forecast

Spain, Major Hematology Analyzers, Estimated Placements and Installed Base

Spain, Major Flow Cytometers, Estimated Placements and Installed Base

Spain, Total Hematology Market Forecast By Market Segment

Spain, Hematology Consumable Market Forecast By Market Segment

Spain, Hematology Instrument Market Forecast By Market Segment

Spain, Total Flow Cytometry Market Forecast By Market Segment

Spain, Flow Cytometry Consumable Market Forecast By Market Segment

Spain, Flow Cytometry Instrument Market Forecast By Market Segment

Spain, Total Hematology Market By Major Supplier

Spain, Hematology Consumable Market By Major Supplier

Spain, Hematology Instrument Market By Major Supplier

Spain, Total Flow Cytometry Market By Major Supplier

Spain, Hematology Consumable Market By Major Supplier

Spain, Total Flow Cytometry Market By Major Supplier

Spain, Flow Cytometry Consumable Market By Major Supplier

Spain, Flow Cytometry Instrument Market By Major Supplier

Summary Table I: U.K., All Market Segments, Total Hematology and Flow Cytometry

Specimen Volume Forecast

Summary Table II: U.K., All Market Segments, Total Hematology and Flow Cytometry Test Volume Forecast

Summary Table III: U.K., All Market Segments, Total Hematology and Flow Cytometry Market Forecast

U.K., Laboratories Performing Hematology and Flow Cytometry Testing By Market Segment

U.K., Hospital Laboratories Performing Hematology/Flow Cytometry Tests By Bed Size

U.K., Commercial/Private Laboratories, Performing Hematology/Flow Cytometry Tests By Annual Test Volume

U.K., Total Routine Hematology Specimen Volume Forecast By Market Segment

U.K., Total Flow Cytometry and Special Hematology Specimen Volume, By Market Segment

U.K., Hospital Laboratories, Hematology And Flow Cytometry Specimen Volume Forecast

U.K., Commercial/Private Laboratories, Hematology and Flow Cytometry Specimen Volume Forecast

U.K., Total Routine Hematology Test Volume Forecast By Market Segment

U.K., Total Flow Cytometry and Special Hematology Test Volume Forecast By Market Segment

U.K., All Market Segments, Total Routine Hematology Test Volume Forecast

U.K., Hospital Laboratories, Routine Hematology Test Volume Forecast

U.K., Commercial/Private Laboratories, Routine Hematology Test Volume Forecast

U.K., Hospital Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast

U.K., Major Hematology Analyzers, Estimated Placements and Installed Base

U.K., Major Flow Cytometers, Estimated Placements and Installed Base

U.K. Total Hematology Market Forecast By Market Segment

U.K., Hematology Instrument, Market Forecast By Market Segment

U.K., Hematology Consumable, Market Forecast By Market Segment

U.K., Total Flow Cytometry Market Forecast By Market Segment

U.K., Total Flow Cytometry Instrument Market Forecast By Market Segment

U.K., Total Flow Cytometry Consumable Market Forecast By Market Segment

U.K., Total Hematology Market By Major Supplier

U.K., Hematology Instrument Market By Major Supplier

U.K., Hematology Consumable Market By Major Supplier

U.K., Total Flow Cytometry Market By Major Supplier

U.K., Total Flow Cytometry Consumable Market By Major Supplier

U.K., Total Flow Cytometry Instrument Market By Major Supplier

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