

# 2014 Opportunities in the Spanish Hematology and Flow Cytometry Markets

https://marketpublishers.com/r/293E3353B8FEN.html

Date: November 2013

Pages: 255

Price: US\$ 4,960.00 (Single User License)

ID: 293E3353B8FEN

# **Abstracts**

Complete report \$6,200. DataPack (test volumes, sales forecasts, supplier shares) \$3,900.

## **Summary**

This comprehensive report contains 255 pages, 34 tables, and is designed to help current suppliers and potential market entrants identify and evaluate business opportunities emerging in Spanish hematology and flow cytometry markets during the next five years.

The report explores business and technological trends in the Spanish hematology and flow cytometry markets; 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.

**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.

## **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.

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

Hospitals

Commercial/Private Laboratories

**Ambulatory Care Centers** 

## **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 developingor 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 255 pages and 34 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

**RDWV** 

**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 Hycel

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. 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

## 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: 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



## I would like to order

Product name: 2014 Opportunities in the Spanish Hematology and Flow Cytometry Markets

Product link: https://marketpublishers.com/r/293E3353B8FEN.html

Price: US\$ 4,960.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer

Service:

info@marketpublishers.com

# **Payment**

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <a href="https://marketpublishers.com/r/293E3353B8FEN.html">https://marketpublishers.com/r/293E3353B8FEN.html</a>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:	
Last name:	
Email:	
Company:	
Address:	
City:	
Zip code:	
Country:	
Tel:	
Fax:	
Your message:	
	**All fields are required
	Custumer signature

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <a href="https://marketpublishers.com/docs/terms.html">https://marketpublishers.com/docs/terms.html</a>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970