

# 2017 US Hematology and Flow Cytometry Testing in Hospitals, Commercial Labs and POC/Point-of-Care Locations

<https://marketpublishers.com/r/273490F7177EN.html>

Date: March 2017

Pages: 306

Price: US\$ 10,350.00 (Single User License)

ID: 273490F7177EN

## Abstracts

Complete report \$11,500. DataPack (test volumes, sales forecasts, supplier shares) \$7,500.

### Summary

This comprehensive report contains 306 pages, 59 tables, and is designed to help current suppliers and potential market entrants identify and evaluate business opportunities emerging in US hematology and flow cytometry hospital, commercial and point-of-care/POC markets during the next five years. The report explores business and technological trends in the US 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.

The report provides five-year volume and sales forecasts for over 40 hematology and flow cytometry procedures performed in hospitals, commercial laboratories, physician offices, ER, OR, ICU, cancer clinics, ambulatory care centers, surgery centers, nursing homes, and birth centers.

### Strategic Recommendations

New product development opportunities with significant market appeal.

Alternative market penetration strategies.

## Potential market entry barriers and risks.

### 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.

### 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

### POC/Decentralized Testing

Physician Offices/Group Practices

Emergency Rooms

Operating/Recovery Suites

ICUs/CCUs

Cancer Clinics

Ambulatory Care Centers

Surgery Centers

Nursing Homes

Birth 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 developing or marketing new technologies and products by test.

#### Competitive Strategies

Extensive strategic profiles of major suppliers and emerging market entrants.

The companies analyzed in the report include:

Abbott

Agilent Technologies

Beckman Coulter/Danaher

Becton Dickinson

Bio-Rad

CellaVision

Horiba

Iris Diagnostics/Danaher

Nihon Kohden

Ortho-Clinical Diagnostics

Roche

Siemens

Sysmex

Contains 306 pages and 59 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. U.S.A.**

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Rationale for Testing Decentralization
  - 1. Overview
  - 2. Regulatory Trends
  - 3. Economic Trends
  - 4. Demographic Trends
  - 5. Technological Trends
  - 6. Social Trends
  - 7. Quality of Care
  - 8. Defensive Medicine
  - 9. Quality Control Issues

E. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Shares

#### **IV. Major Product Development Opportunities**

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

#### **V. Design Criteria for Decentralized Testing Products**

#### **VI. 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

#### **VII. 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

#### **VIII. Competitive Assessments**

Abbott



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

## List Of Tables

### LIST OF TABLES

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

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

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

U.S., Laboratories Performing Hematology/Flow Cytometry Testing By Market Segment

U.S., Hospital Laboratories Performing Hematology and Flow Cytometry Tests By Bed Size

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

U.S., Physician Offices/Group Practices Performing Hematology/Flow Cytometry Tests By Annual Test Volume

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

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

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

U.S., Physician Offices/Group Practices, Hematology And Flow Cytometry Specimen Volume Forecast

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

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

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

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

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

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

U.S., Physician Office Laboratories, Routine Hematology Test 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 and Special Hematology Test Volume Forecast

U.S., Physician Office Laboratories, Flow Cytometry and Special Hematology Test Volume Forecast

U.S.A., Ancillary Hospital Locations Estimated Number U.S.A., Ancillary Hospital Locations Annual Utilization

U.S.A., Hospital Emergency Departments Routine Hematology Test Volume Forecast

U.S.A., Hospital Emergency Departments Hematology Reagent Market Forecast

U.S.A., Hospital Operating and Recovery Suites Routine Hematology Test Volume Forecast

U.S.A., Hospital Operating and Recovery Suites Hematology Reagent Market Forecast

U.S.A., Hospital ICUs/CCUs Routine Hematology Test Volume Forecast

U.S.A., Hospital ICUs/CCUs Hematology Reagent Market Forecast

U.S.A., Cancer Clinics Routine Hematology/Flow Cytometry Test Volume Forecast

U.S.A., Cancer Clinics Hematology and Flow Cytometry Reagent Market Forecast

U.S.A., Ambulatory Care Centers Estimated Number of Facilities and Patient Visits

U.S.A., Ambulatory Care Centers Most Frequent Diagnoses

U.S.A., Ambulatory Care Centers Routine Hematology Test Volume Forecast

U.S.A., Ambulatory Care Centers Hematology Reagent Market Forecast

U.S.A., Surgery Centers Most Frequently Performed Procedures

U.S.A., Surgery Centers Routine Hematology Test Volume Forecast

U.S.A., Surgery Centers Hematology Consumable Market Forecast

U.S.A., Nursing Homes Estimated Number of Facilities, Beds and Occupancy Rate

U.S.A., Nursing Homes Routine Hematology Test Volume Forecast

U.S.A., Nursing Homes Hematology Reagent Market Forecast

U.S.A., Birth Centers Facilities, Patient Visits, and Births

U.S.A., Birth Centers Routine Hematology Test Volume Forecast

U.S.A., Birth Centers Hematology Reagent Market Forecast

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

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

U.S., Total Hematology Market By Market Segment Forecast

U.S., Hematology Instrument Market By Markets Segment Forecast

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

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

U.S., Flow Cytometry Consumable Market Forecast By Market Segment

U.S., Flow Cytometry Instrument Market Forecast By Market Segment

U.S., Total Hematology Market By Major Supplier

U.S., Hematology Instrument Market By Major Supplier

U.S., Hematology Consumable Market By Major Supplier

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

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

## U.S., Total Flow Cytometry Instrument Market By Major Supplier

## I would like to order

Product name: 2017 US Hematology and Flow Cytometry Testing in Hospitals, Commercial Labs and POC/Point-of-Care Locations

Product link: <https://marketpublishers.com/r/273490F7177EN.html>

Price: US\$ 10,350.00 (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/273490F7177EN.html>

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**

Customer signature \_\_\_\_\_

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

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

