

# 2014 Strategies for the Italian HIV/AIDS Diagnostics Testing Market

<https://marketpublishers.com/r/2731D52DC39EN.html>

Date: January 2014

Pages: 250

Price: US\$ 1,840.00 (Single User License)

ID: 2731D52DC39EN

## Abstracts

Complete report **\$2,300**. DataPack (test volumes, sales forecasts, supplier shares) **\$1,500**.

## Summary

This report presents detailed analyses of the AIDS diagnostics market in Italy. The report provides test volume and sales forecasts for **HIV-1/2, HIV Ag, NAT, Western Blot** and other confirmatory tests performed in the following market segments:

Hospitals

Commercial/Private Laboratories

Blood Banks

In addition to test volume and sales projections, the report presents sales and market share estimates for major suppliers of AIDS tests.

## Highlights

Provides scientific views on the definition, epidemiology and etiology of AIDS and other retroviruses.

Examines market applications of Molecular Diagnostics, Immundiagnosics, IT and other emerging technologies.

Reviews infectious disease testing analyzers marketed by Abbott, Beckman Coulter/Danaher, bioMerieux, Ortho-Clinical Diagnostics/J&J, Roche, Siemens, Tosoh and other suppliers.

Profiles leading manufacturers and potential market entrants developing innovative technologies and products.

Analyzes alternative market penetration strategies for suppliers.

## **Methodology**

The report is based on a combination of primary and secondary information sources, including Venture Planning Group's proprietary database developed during the course of over 100 syndicated studies and numerous proprietary single-client assignments. The database contains information on companies, technologies, products and executives worldwide. Moreover, a comprehensive review of the product and financial literature, business and technical periodicals, and pertinent industry analyst reports was conducted.

Contains 250 pages and 7 tables

## Contents

### **I. INTRODUCTION**

### **II. AIDS/HIV WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW**

- A. Background
- B. Diagnostic Tests: HIV-1/2, HIV Ag, NAT, Western Blot
- C. Vaccines and Drugs
- D. Instrumentation Review and Market Needs
- E. Emerging Diagnostic Technologies

### **III. ITALY: MARKET SIZE, GROWTH AND MAJOR SUPPLIERS' SALES AND MARKET SHARES**

### **IV. ALTERNATIVE MARKET PENETRATION STRATEGIES**

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

### **V. 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

## **VI. COMPETITIVE ASSESSMENTS**

Abbott  
Affymetrix  
Beckman Coulter/Danaher  
Becton Dickinson  
bioMerieux  
Bio-Rad  
Cepheid  
Diamedix  
DiaSorin  
Eiken Chemical  
Enzo Biochem  
Fujirebio/Innogenetics  
Hologic/Gen-Probe  
ID Biomedical/GSK  
Kreatch  
Life Technology  
Lonza  
Nanogen/Elitech  
Novartis Diagnostics  
Ortho-Clinical Diagnostics  
Qiagen  
Roche  
Scienion  
Sequenom  
SeraCare  
Siemens  
Takara Bio  
Thermo Fisher  
Wallac/PE  
Wako

## List Of Tables

### LIST OF TABLES

Table 1. Major Companies Developing or Marketing AIDS Tests

Table 2. Italy: HIV or HIV-1/2 Test Volume and Sales Forecast by Market Segment

Table 3. Italy: HIV Ag Test Volume and Sales Forecast by Market Segment

Table 4. Italy: Western Blot/Other Confirmatory Tests Volume and Sales Forecast by Market Segment

Table 5. Italy: HIV NAT Blood Screening Test Volume and Diagnostics Sales Table 6. Italy: AIDS Diagnostics Market by Major Supplier

Table 7. Italy: HIV Blood Screening NAT Sales and Market Shares of Major Suppliers

## I would like to order

Product name: 2014 Strategies for the Italian HIV/AIDS Diagnostics Testing Market

Product link: <https://marketpublishers.com/r/2731D52DC39EN.html>

Price: US\$ 1,840.00 (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/2731D52DC39EN.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