

2015-2019 New Frontiers in German Clinical Chemistry and Immunodiagnostic Markets: Business Challenges, Emerging Technologies, Competitive Landscape

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Abstracts

Complete report \$6,100. DataPack (test volumes, sales forecasts, supplier shares) \$3,950.

2015-2019 New Frontiers in German Clinical Chemistry and Immunodiagnostic Markets: Business Challenges, Emerging Technologies, Competitive Land scape is VPGMarketResearch's new studyof the major business opportunities emerging in theGerman clinical chemistry and immunodiagnostic markets during the nextfive years. The report explores future trends in theGerman market; provides estimates of the specimen, test and sales volumes, as well as major suppliers' sales and market shares; compares features of leading analyzers; profiles key competitors; and identifies specific product and marketing opportunities emerging during the next five years.

The report provides five-year volume and sales forecasts for over 100 clinical chemistry, TDM, endocrine, cancer, immunoprotein and abused drug assays performed in hospitals, commercial laboratories, physician offices, and ambulatory care centers, including controls, calibrators and consumables.

Rationale

The clinical chemistry and immunodiagnostic markets are undergoing significant transformation, caused by convergence of new and more stringent regulations; advances in diagnostic technologies, system engineering, automation, and IT; and intensifying competition. Some segments, like routine chemistry, are already resembling commodity markets, where product positioning and cost per test are more critical than underlying technology. This evolving marketplace creates exciting opportunities for a

variety of new instruments, reagent systems, and auxiliary products, such as specimen preparation devices, controls, and calibrators.

GermanyMarket Overview

Estimates of facilities performing clinical chemistry and immunodiagnostic tests.

Test volume and sales projections.

Strategic Recommendations

New product development opportunities with significant market appeal.

Alternative market penetration strategies.

Potential market entry barriers and risks.

Market Segmentation Analysis

Comprehensive review of the market dynamics, trends, structure, size, growth, and key suppliers.

Test volume and sales forecasts for over 100 clinical chemistry, TDM, endocrine, cancer, immunoprotein and abused drug assays, by market segment:

Hospitals

Commercial/Private Laboratories

Physician Offices/Group Practices

Tests Analyzed in the Report

Routine Clinical Chemistry

Albumin, Alkaline Phosphatase, ALT/SGPT, Ammonia, Amylase, AST/SGOT, Bilirubin,

Total, BUN (Blood Urea Nitrogen), Calcium, Cardio CRP, Carbon Dioxide/Bicarbonate, Chloride, Cholesterol, Creatine Kinase (CK), CK-MB, Creatinine, CRP, Ferritin, GGT, Glucose, HDL Cholesterol, Homocysteine, Iron, LDH, LDL Cholesterol, Magnesium, Phosphorus, Potassium, Protein, Total, Sodium, Triglycerides, Troponin, Uric Acid.

Therapeutic Drug Monitoring (TDM)

Amikacin, Carbamazepine, Cyclosporin, Digoxin, Everolimus, Gentamicin, Levetiracetam, Lithium, Methotrexate, NAPA/Procainamide, Phenobarbital, Phenytoin, Quinidine, Sirolimus, Tacrolimus, Theophylline, Tobramycin, Topiramate, Valproic Acid, Vancomycin.

Endocrine Function

Cortisol, Estradiol, FSH, HCG, Gastrin, LH, Progesterone, PTH/IO PTH, Prolactin, T3, T3 Uptake, Free T3, T4, Free T4, TBG, Testosterone, Thyroglobulin Ab, TPO Ab, TSH.

Tumor Markers and Special Chemistry

AFP, CA 15-3/27-29, CA 19-9, CEA, Ferritin, Folate (Folic Acid), Glycosylated Hemoglobin, HCG, 25-Hydroxy Vitamin D2 and D3, Occult Blood, PAP, PSA, Thyroglobulin, Vitamin B-12.

Immunoproteins

C3, C4, Free Light Chains, Haptoglobin, IgA, IgE Specific, IgE Total, IgG, IgM, Immunofixation, Prealbumin, Protein Electrophoresis.

Drugs of Abuse

Amphetamines, Barbiturates, Benzodiazepines, Cannabinoids/Marijuana, Cocaine, LSD, Methadone, Methaqualone, Opiates, Phencyclidine (PCP), Propoxyphene, Tricyclic Antidepressants.

Current and Emerging Products

Analysis of current and emerging clinical chemistry and immunodiagnostic tests.

Review of current instrumentation technologies, and feature comparison of

high-, medium-, and low-volume/POC analyzers.

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 Assessments

Strategic assessments of major suppliers and emerging market entrants, including their sales, product portfolios, marketing tactics, collaborative arrangements and new products in R&D.

The companies analyzed in the report include:

Abbott Laboratories

AdnaGen

Agilent Technologies

Bayer Healthcare

Beckman Coulter/Danaher

Biomedical Diagnostics

BioMerieux

Bio-Rad

DiaSorin

Eiken

Fujirebio

Grifols

Instrumentation Laboratory

Kyowa Medex

Matritech/Alere

Ortho-Clinical Diagnostics

Quest Diagnostics

Roche

Siemens

Sysmex

Thermo Fisher

Tosoh

Wako

Wallac/PE

Contains 578 pages and 119 tables

Contents

INTRODUCTION

WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW

A. Major Routine Chemistry Tests

1. Albumin
2. Alkaline Phosphatase
3. ALT/SGPT
4. Ammonia
5. Amylase
6. AST/SGOT
7. Bilirubin, Total
8. Blood Gases
9. Blood Urea Nitrogen (BUN)
10. Calcium
11. Cardio CRP
12. Cholesterol
13. Cholinesterase
14. CRP
15. Creatinine
16. Electrolytes
 - a. Carbon Dioxide/Bicarbonate
 - b. Chloride
 - c. Potassium
 - d. Sodium
17. Ferritin
18. Fructosamine
19. Gamma-Glutamyl Transpeptidase (GGT)
20. Glucose
21. High Density Lipoprotein (HDL)
22. Homocysteine
23. Iron
24. Lactate Dehydrogenase (LDH)
25. Magnesium
26. Phosphorus
27. Protein
28. Triglycerides

29. Uric Acid

30. Troponin

B. Therapeutic Drug Monitoring (TDM)

1. Overview

2. Carbamazepine

3. Cyclosporin

4. Digoxin

5. Everolimus

6. Gentamicin

7. Lamotrigine/Lamictal

8. Levetiracetam

9. Lidocaine

10. Lithium

11. NAPA/Procainamide

12. Phenytoin

13. Quinidine

14. Sirolimus

15. Tacrolimus

16. Theophylline

17. Topiramate

18. Valproic Acid

C. Endocrine Function Tests

1. Cortisol

2. Estradiol

3. Follicle-Stimulating Hormone (FSH)

4. Gastrin

5. Growth Hormone/IGF-1

6. Human Chorionic Gonadotropin (HCG)

7. LH

8. Progesterone

9. PTH/IO PTH

10. Prolactin

11. T3

12. T3 Free

13. T3 Uptake

14. T4 (Thyroxine)

15. T4 Free

16. TBG

17. Testosterone

18. Thyroglobulin Ab
19. TPO Ab
20. TSH

D. Tumor Markers And Special Chemistry Tests

1. AFP
2. CA 15-3
3. CA 19-9
4. CA 27-29
5. Carcinoembryonic Antigen (CEA)
6. Folate/Folic Acid
7. HCG
8. 25-Hydroxy Vitamin D2 and D3
9. Occult Blood
10. Prostate-Specific Antigen (PSA)
11. Thyroglobulin
12. Vitamin B-12

E. Immunoprotein Tests

1. Complement
 - a. C3
 - b. C4
2. Free Light Chains
3. Immunofixation
4. Immunoglobulins (IgA, IgE, IgG, IgM)
5. Haptoglobin
6. Prealbumin
7. Protein Electrophoresis

F. Drugs of Abuse

1. Overview
2. Test Methodologies
3. Amphetamines
4. Barbiturates
5. Benzodiazepines
6. Cannabinoids/Marijuana
7. Cocaine
8. Lysergic Acid Diethylamide (LSD)
9. Methadone
10. Methaqualone
11. Opiates
12. Phencyclidine

13. Tricyclic Antidepressants

G. Instrumentation Review: Operating characteristics and features of high-, medium-, and low-volume/POC analyzers

H. Major In Vitro Diagnostic Technologies And Their Potential Applications

1. Monoclonal and Polyclonal Antibodies

2. Immunoassays

a. Technological Principle

b. Chemiluminescence

c. Enzyme Immunoassays (EIA)

Overview

ELISA

EMIT

Electrochemical

d. Radioimmunoassays (RIA)

e. Immunoprecipitation

f. Affinity Chromatography

3. Tandem Mass Spec

4. IT and Automation

5. Dry Chemistry

6. Biosensors

GERMANY

A. Executive Summary

B. Business Environment

C. Market Structure

D. Market Size, Growth and Major Suppliers' Instrument and Reagent Sales and Market Shares

MAJOR PRODUCT DEVELOPMENT OPPORTUNITIES

DESIGN CRITERIA FOR DECENTRALIZED TESTING PRODUCTS

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

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

COMPETITIVE ASSESSMENTS

Abbott Laboratories
AdnaGen/Alere
Agilent Technologies
Beckman Coulter/Danaher
Biomedical Diagnostics
BioMerieux
Bio-Rad
DiaSorin
Eiken
Fujirebio
Instrumentation Laboratory
Kyowa Medex
Matriech/Alere
Ortho-Clinical Diagnostics
Quest Diagnostics
Roche
Siemens
Sysmex
Thermo Fisher

Tosoh
Wako
Wallac/PE

List Of Tables

LIST OF TABLES

Major Companies Developing or Marketing Albumin Tests
Major Companies Developing or Marketing Alkaline Phosphatase Tests
Major Companies Developing or Marketing ALT/SGPT Tests
Major Companies Developing or Marketing Amylase Tests
Major Companies Developing or Marketing AST/SGOT Tests
Major Companies Developing or Marketing Bilirubin Tests
Major Companies Developing or Marketing Blood Gas Analyzers
Major Companies Developing or Marketing BUN Tests
Major Companies Developing or Marketing Calcium Tests
Major Companies Developing or Marketing Cholesterol Tests
Major Companies Developing or Marketing Creatinine Tests
Major Companies Developing or Marketing Electrolyte Tests
Major Companies Developing or Marketing GGT Tests
Major Companies Developing or Marketing Glucose Tests
Major Companies Developing or Marketing HDL Tests
Major Companies Developing or Marketing Iron Tests
Major Companies Developing or Marketing LDH Tests
Major Companies Developing or Marketing Magnesium Tests
Major Companies Developing or Marketing Phosphorus Tests
Major Companies Developing or Marketing Protein Tests
Major Companies Developing or Marketing Triglycerides Tests
Major Companies Developing or Marketing Uric Acid Tests
Major Companies Developing or Marketing TDM Tests
Major Companies Developing or Marketing Digoxin Tests
Major Companies Developing or Marketing Lithium Tests
Major Companies Developing or Marketing Phenytoin/Dilantin Tests
Major Companies Developing or Marketing Theophylline Tests
Major Companies Developing or Marketing Valproic Acid Tests
Major Companies Developing or Marketing FSH Tests
Major Companies Developing or Marketing HCG Tests
Major Companies Developing or Marketing LH Tests
Major Companies Developing or Marketing Prolactin Tests
Major Companies Developing or Marketing T3 Tests
Major Companies Developing or Marketing T4 Tests
Major Companies Developing or Marketing TSH Tests

Major Companies Developing or Marketing AFP Tests
Major Companies Developing or Marketing CEA Tests
Major Companies Developing or Marketing Ferritin Tests
Major Companies Developing or Marketing Occult Blood Tests
Major Companies Developing or Marketing Prostatic Acid Phosphatase Tests
Major Companies Developing or Marketing PSA Tests
Major Companies Developing or Marketing Vitamin B-12/Folate Tests
Major Companies Developing or Marketing CRP Tests
Major Companies Developing or Marketing Drugs of Abuse Tests
Major Companies Developing or Marketing Biosensors for Immunological Testing
Executive Summary Table: Germany, Clinical Chemistry and Immunoassay Test
Volume and Diagnostics Sales Forecast By Test Category
Germany, Laboratories Performing Chemistry and Immunoassay Tests By Market
Segment
Germany, Hospital Laboratories Performing Chemistry and Immunoassay Tests By Bed
Size
Germany, Commercial/Private Laboratories Performing Chemistry and Immunoassay
Tests By Annual Test Volume
Germany, Total Chemistry and Immunoassay Specimen Volume Forecast
Germany, All Market Segments, Specimen Volume Forecast By Test Category
Germany, Total Clinical Chemistry and Immunoassay Test Volume Forecast By Test
Category
Germany, Routine Chemistry Test Volume Forecast By Market Segment
Germany, Endocrine Function Test Volume Forecast By Market Segment
Germany, Tumor Markers and Special Chemistry Test Volume Forecast By Market
Segment
Germany, Immunoprotein Test Volume Forecast By Market Segment
Germany, TDM Test Volume Forecast By Market Segment
Germany, Drugs of Abuse Test Volume Forecast By Market Segment
Germany, All Market Segments, Profiles, Panels and Individual Tests Forecast
Germany, Hospital Laboratories, Profiles, Panels and Individual Tests Forecast
Germany, Commercial/Private Laboratories, Profiles, Panels and Individual Tests
Forecast
Germany, Physician Offices/Group Practices, Profiles, Panels and Individual Tests
Forecast
Germany, All Market Segments, Routine Chemistry Test Volume Forecast by Assay
Germany, Hospital Laboratories, Routine Chemistry Test Volume Forecast by Assay
Germany, Commercial/Private Laboratories, Routine Chemistry Test Volume Forecast
by Assay

Germany, Physician Offices/Group Practices, Routine Chemistry Test Volume Forecast by Assay

Germany, All Market Segments, Endocrine Function Test Volume Forecast by Assay

Germany, Hospital Laboratories, Endocrine Function Test Volume Forecast by Assay

Germany, Commercial/Private Laboratories, Endocrine Function Test Volume Forecast by Assay

Germany, Physician Offices/Group Practices, Endocrine Function Test Volume Forecast by Assay

Germany, All Market Segments, Tumor Markers and Special Chemistry Test Volume Forecast by Assay

Germany, Hospital Laboratories, Tumor Markers and Special Chemistry Test Volume Forecast by Assay

Germany, Commercial/Private Laboratories, Tumor Markers and Special Chemistry Test Volume Forecast by Assay

Germany, Physician Offices/Group Practices, Tumor Markers and Special Chemistry Test Volume Forecast by Assay

Germany, All Market Segments, Immunoprotein Test Volume Forecast by Assay

Germany, Hospital Laboratories, Immunoprotein Test Volume Forecast by Assay

Germany, Commercial/Private Laboratories, Immunoprotein Test Volume Forecast by Assay

Germany, Physician Offices/Group Practices, Immunoprotein Test Volume Forecast by Assay

Germany, All Market Segments, TDM Test Volume Forecast by Assay

Germany, Hospital Laboratories, TDM Test Volume Forecast

Germany, Commercial/Private Laboratories, TDM Test Volume Forecast by Assay

Germany, Physician Offices/Group Practices, TDM Test Volume Forecast by Assay

Germany, All Market Segments, Drugs of Abuse Test Volume Forecast by Assay

Germany, Hospital Laboratories, Drugs of Abuse Test Volume Forecast by Assay

Germany, Commercial/Private Laboratories, Drugs of Abuse Test Volume Forecast by Assay

Germany, Physician Offices/Group Practices, Drugs of Abuse Test Volume Forecast by Assay

Germany, Total Clinical Chemistry and Immunoassay Reagent Market Forecast By Test Category

Germany, Clinical Chemistry and Immunoassay Calibrator and Control Market Forecast By Test Category

Germany, Routine Chemistry Reagent Market Forecast By Market Segment

Germany, Endocrine Function Reagent Market Forecast By Market Segment

Germany, Tumor Markers and Special Chemistry Reagent Market Forecast By Market

Segment

Germany, TDM Reagent Market Forecast By Market Segment

Germany, Immunoprotein Reagent Market Forecast By Market Segment

Germany, Drugs of Abuse Reagent Market Forecast By Market Segment

Germany, All Market Segments, Routine Chemistry Reagent Market Forecast by Assay

Germany, Hospital Laboratories, Routine Chemistry Reagent Market Forecast by Assay

Germany, Commercial/Private Laboratories, Routine Chemistry Reagent Market Forecast by Assay

Germany, Physician Offices/Group Practices, Routine Chemistry Reagent Market Forecast by Assay

Germany, All Market Segments, Endocrine Function Reagent Market Forecast by Assay

Germany, Hospital Laboratories, Endocrine Function Reagent Market Forecast by Assay

Germany, Commercial/Private Laboratories, Endocrine Function Reagent Market Forecast by Assay

Germany, Physician Offices/Group Practices, Endocrine Function Reagent Market Forecast by Assay

Germany, All Market Segments, Tumor Markers and Special Chemistry Reagent Market Forecast by Assay

Germany, Hospital Laboratories, Tumor Markers and Special Chemistry Reagent Market Forecast by Assay

Germany, Commercial/Private Laboratories, Tumor Markers and Special Chemistry Reagent Market Forecast by Assay

Germany, Physician Offices/Group Practices, Tumor Markers and Special Chemistry Reagent Market Forecast by Assay

Germany, All Market Segments, TDM Reagent Market Forecast by Assay

Germany, Hospital Laboratories, TDM Reagent Market Forecast by Assay

Germany, Commercial/Private Laboratories, TDM Reagent Market Forecast by Assay

Germany, Physician Offices/Group Practices, TDM Reagent Market Forecast by Assay

Germany, All Market Segments, Immunoprotein Reagent Market Forecast by Assay

Germany, Hospital Laboratories, Immunoprotein Reagent Market Forecast

Germany, Commercial/Private Laboratories, Immunoprotein Reagent Market Forecast by Assay

Germany, Physician Offices/Group Practices, Immunoprotein Reagent Market Forecast by Assay

Germany, All Market Segments, Drugs of Abuse Reagent Market Forecast by Assay

Germany, Hospital Laboratories, Drugs of Abuse Reagent Market Forecast by Assay

Germany, Commercial/Private Laboratories, Drugs of Abuse Reagent Market Forecast by Assay

Germany, Physician Offices/Group Practices, Drugs of Abuse Reagent Market Forecast by Assay

Germany, Major Suppliers of Clinical Chemistry Reagents, Estimated Sales and Market Shares

Germany, Major Suppliers of Clinical Chemistry Analyzers, Estimated Instrument Sales and Market Shares

Germany, Major Suppliers of Clinical Chemistry Diagnostics Products, Estimated Sales and Market Shares

Germany, Major Suppliers of Immunoassay Reagents, Estimated Sales and Market Shares

Germany, Major Suppliers of Immunoassay Analyzers, Estimated Instrument Sales and Market Shares

Germany, Major Suppliers of Immunoassay Diagnostic Products, Estimated Sales and Market Shares

Germany, Clinical Chemistry and Immunoassay Instrument Market Forecast By Analyzer Type

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