

# 2016 US Physician Office and Group Practice Diagnostic Testing Markets: Emerging Opportunities and Growth Strategies for Instrument and Reagent Suppliers

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## Abstracts

This 970-page report provides comprehensive analysis of the physician office/group practice diagnostics market, including its dynamics, size, growth, regulatory requirements, technological trends, competitive landscape, and emerging opportunities for instrument and consumable suppliers. This report will help diagnostic reagent and instrument suppliers develop more effective business, R&D and marketing strategies.

**Rationale**The growing economic pressures on hospitals, coupled with advances in diagnostic technologies, intensifying competition among suppliers and physicians, and changing consumer demands are shifting diagnostic testing from hospitals and commercial laboratories closer to the patient.

**Market Segmentation Analysis**- Review of the physician office/group practice diagnostics market, including its dynamics, trends, structure, size, growth and major suppliers. - Five-year test volume and reagent sales forecasts for over 300 chemistry, immunodiagnostic, microbiology, hematology and coagulation procedures, including: - Routine and Special Chemistry - Microbiology/Infectious Diseases - Hematology - Flow Cytometry - Coagulation - Immunoproteins - Drugs of Abuse - TDM - Endocrine Function - Tumor Markers

**Sales and Market Share Analysis**- Sales and market shares of major reagent and instrument suppliers. **Current and Emerging Products**- Analysis of over 130 diagnostic procedures. - Review of leading chemistry, immunoassay, hematology and coagulation analyzers, both currently marketed and those in development, including their operating characteristics, features and selling prices. **Technology Review**- Emerging technologies and their applications for physician office/group practice diagnostic testing. - Comprehensive listings of companies developing or marketing POC diagnostic technologies and products, by test.

## Competitive Assessments

Assessments of major suppliers and emerging market entrants, including their sales, product portfolios, marketing tactics, joint ventures, and new products in R&D. Strategic Recommendations- Specific opportunities for new POC instruments and reagent systems with potentially significant market appeal during the next ten years. - Design criteria for POC testing products. - Alternative business expansion strategies.

Potential market entry barriers and risks.

## Methodology

This report is based on a combination of primary and secondary sources of information, including review of recent technical and business publications, manufacturer product literature, industry analyst reports, and VPGMarketResearch's proprietary data files.

Contains 970 pages and 152 tables

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#### A. Major Routine Chemistry Tests

1. Albumin
2. Alkaline Phosphatase
3. ALT/SGPT
4. Ammonia
5. Amylase
6. AST/SGOT
7. Bilirubin
8. Blood Gases
9. Blood Urea Nitrogen (BUN)
10. Calcium
11. Cholesterol
12. Cholinesterase
13. Creatinine
14. Electrolytes
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  - b. Chloride
  - c. Potassium
  - d. Sodium
15. Ferritin
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17. Fructosamine

18. Gamma-Glutamyl Transpeptidase (GGT)
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#### Infectious Disease Tests

1. AIDS
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3. Campylobacter
4. Candida
5. Chlamydia
6. Clostridium Difficile
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18. Measles (Rubeola)
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21. Mumps

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24. Pneumonia
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27. Rotavirus (Reovirus)
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#### Tumor Markers

1. Alpha-Fetoprotein (AFP)
2. Carcinoembryonic Antigen (CEA)
3. Occult Blood
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5. Prostate-Specific Antigen (PSA)

#### Major Routine and Special Hematology Tests

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Instrumentation

1. Chemistry Analyzers Manufactured by:

Abaxis

Abbott

Alfa Wassermann

Awareness Technologies

Beckman Coulter/Danaher

bioMeriuex

Carolina Chemistries

Horiba

Inverness

Medica

Nova Biomedical

Ortho-Clinical Diagnostics

Polimedco

Randox

Roche

2. Hematology Analyzers Manufactured by:

Abbott

Becton Dickinson

Beckman Coulter/Danaher

Biocode

Drew-Scientific

Diesse Ves Matic

Horiba

Menarini

Nihon Kohden

Polymedco

Sysmex

3. Coagulation Analyzers Manufactured by:

Behnk Elektronik

Bio/Data

Cardiovascular Diagnostics

Diagnostica Stago

Helena Laboratories

Instrumentation Laboratory

ITC Hemochron

Roche

Siemens

Sysmex

Teco Medical Instruments

Trinity Biotech

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Enzyme Amplification

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Bioluminescence

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Worldwide Business Environment

**U.S.A.**



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PPO

HMO

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- C. Competition
- D. Technological Edge and Limitations
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- F. Regulatory Constraints
- G. Decentralized Testing Market Challenges

## **COMPANY PROFILE**

Abbott  
ADI/America Diagnostica  
Agilent Technologies  
Axis-Shield  
Beckman Coulter/Danaher  
Becton Dickinson  
Bio/Data  
Biomerieux  
Bio-Rad  
Biosite/Inverness/Alere  
Cepheid  
Chrono-Log  
Corgenix

Decode  
Diadexus  
Diagnocure  
Diagnostica Stago/Trinity Biotech  
Diamedix  
Diasorin  
Eiken Chemical  
EKF Diagnostics  
Fujirebio/Innogenetics  
Helena Laboratories  
Hologic/Gen-Probe  
Horiba  
Instrumentation Laboratory  
International Technidyne/Nexus DX  
Kreatech  
Kyowa Medex  
Life Technologies  
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Matritech  
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