

2015 New Frontiers in US Critical Care (ER, OR, ICU) Diagnostic Testing: Business Challenges, Emerging Technologies, Competitive Landscape

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Abstracts

'2015 New Frontiers in US Critical Care (ER, OR, ICU) Diagnostic Testing: Business Challenges, Emerging Technologies, Competitive Landscape' is VPGMarketResearch's new report, which provides comprehensive analysis of POC market segments, including their dynamics, size, growth, regulatory requirements, technological trends, competitive landscape, and emerging opportunities for instrument and consumable suppliers.

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

Review of POC market segments, including their dynamics, trends, structure, size, growth and major suppliers.

Five-year test volume and reagent sales forecasts for chemistry, immunodiagnostic, microbiology, hematology and coagulation procedures by market segment:

Emergency Rooms



Operating/Recovery Suites

I	ICUs/CCUs and by test category:		
ı	Routine and Special Chemistry		
ı	Microbiology/Infectious Diseases		
ı	Hematology		
I	Flow Cytometry		
(Coagulation		
I	Immunoproteins		
I	Drugs of Abuse		
-	TDM		
I	Endocrine Function		
-	Tumor Markers		
Sales and Market Share Analysis			
;	Sales and market shares of major reagent and instrument suppliers.		

Current and Emerging Tests and Instrumentation

Analysis of over 130 diagnostic procedures.

Review of leading chemistry, immunoassay, hematology and coagulation analyzers market by Abaxis, Abbott, Alfa Wasserman, Awareness Technologies, Beckman Coulter/Danaher, Becton Dickinson, Behnk Elektronik, Biocode, Bio/Data, bioMerieux, Cardiovascular Diagnostics, Carolina Chemistries, Diagnostica Stago, Diesse Ves Matic, Drew-Scientific, Helena Laboratories,



Horiba, Instrumentation Laboratory, Inverness, ITC Hemochron, Medica, Menarini, Nihon Kohden, Nova Biomedical, Ortho-Clinical Diagnostics, Polymedco, Randox, Roche, Siemens, Sysmex, Teco Medical Instruments, Trinity Biotech, and other suppliers.

Technology Review

Emerging technologies and their applications for POC testing.

Comprehensive listings of companies developing or marketing POC diagnostic technologies and products, by test.

Strategic Recommendations

Specific opportunities for new POC instruments and reagent systems with potentially significant market appeal during the next five years.

Design criteria for POC testing products.

Alternative business expansion strategies.

Potential market entry barriers and risks.

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.

The companies analyzed in the report include:

Abbott

ADI/American 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	



Grifols
Helena Laboratories
Hologic/Gen-Probe
Horiba
Instrumentation Laboratory
International Technidyne/Nexus DX
Kreatech/Leica
Kyowa Medex
Lonza
Mackay Life Sciences
Matritech
Nihon Kohden
Ortho-Clinical Diagnostics
Polartechnics
Polymedco
Qiagen
Roche
SDIX
Sequenom
Siemens



Sienco	
Sysmex	
Takara Bio	
ThermoFisher/Life Technologies	
Tosoh	
Wako	
Zycare/Alere	

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 Venture Planning Group's proprietary data files.

Contains 973 pages and 153 tables



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- 7. Quality of Care
- 8. Defensive Medicine
- 9. Quality Control Issues

WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW

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)
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- 12. Cholinesterase
- 13. Creatinine
- 14. Electrolytes
 - a. Carbon Dioxide/Bicarbonate
 - b. Chloride
 - c. Potassium
 - d. Sodium
- 15. Ferratin



- 16. Follate/Folic Acid
- 17. Fructosamine
- 18. Gamma-Glutamyl Transpeptidase (GGT)
- 19. Glucose
- 20. High Density Lipoprotein (HDL)
- 21. Iron
- 22. Lactate Dehydrogenase (LDH)
- 23. Magnesium
- 24. Phosphorus
- 25. Protein
- 26. Triglycerides
- 27. Troponin
- 28. Uric Acid
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- 30. Vitamin B12

INFECTIOUS DISEASE TESTS

- 1. AIDS
- 2. Adenovirus
- 3. Campylobacter
- 4. Candida
- 5. Chlamydia
- 6. Clostridium Difficile
- 7. Cytomegalovirus
- 8. Enteroviruses
- 9. Epstein-Barr Virus
- 10. Gonorrhea
- 11. Helicobacter Pylori
- 12. Hepatitis
 - a. Hepatitis A
 - b. Hepatitis B
 - c. Hepatitis C
 - d. Hepatitis D
- 13. Herpes Simplex Virus
- 14. Human Herpes Virus-6 (HHV-6)
- 15. Influenza Viruses
- 16. Legionella
- 17. Lyme Disease



- 18. Measles (Rubeola)
- 19. Meningitis
- 20. Mononucleosis
- 21. Mumps
- 22. Mycoplasma
- 23. Papillomaviruses
- 24. Pneumonia
- 25. Respiratory Syncytial Virus (RSV)
- 26. Rheumatoid Arthritis
- 27. Rotavirus (Reovirus)
- 28. Rubella (German Measles)
- 29. Salmonellosis
- 30. Shigellosis
- 31. Staphylococcus Aureus
- 32. Streptococci
- 33. Syphilis

TUMOR MARKERS

- 1. Alpha-Fetoprotein (AFP)
- 2. Carcinoembrionic Antigen (CEA)
- 3. Occult Blood
- 4. Prostatic Acid Phosphatase (PAP)
- 5. Prostate-Specific Antigen (PSA)

MAJOR ROUTINE AND SPECIAL HEMATOLOGY TESTS

- 1. CBC Analysis
- a. Hemoglobin Concentration
- b. Hematocrit Determination
- c. Red Blood Cell Count
- d. Platelets

ENDOCRINE FUNCTION TESTS

- 1. Cortisol
- 2. Follicle-Stimulating Hormone (FSH)
- 3. Gastrin
- 4. Human Chorionic Gonadotropin (HCG)



- 5. LH
- 6. Prolactin
- 7. T3
- 8. T3 Uptake
- 9. Free T3
- 10. Thyroxine (T4)
- 11. Free T4
- 12. TBG
- 13. TSH

THERAPEUTIC DRUG MONITORING (TDM)

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- 2. Carbamazepine
- 3. Digoxin
- 4. Gentamicin
- 5. Lidocaine
- 6. Lithium
- 7. Phenytoin/Dilantin
- 8. Procainamide
- 9. Quinidine
- 10. Theophylline
- 11. Valproic Acid

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- 3. Alpha-2 Antiplasmin
- 4. Antithrombin III
- 5. Bleeding Time
- 6. D-Dimer
- 7. Factor VIII
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- 9. Fibrinogen
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- 11. Proteins C and S
- 12. Prothrombin Time (PT)
- 13. Thrombin Time



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- 2. Immunoglobulins

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

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

CURRENT AND EMERGING TECHNOLOGIES

- 1. Monoclonal Antibodies
- 2. Immunoassays
 - a. Technological Principle
 - b. Enzyme Immunoassays (EIA)

Overview

ELISA

Dot Immunobinding Assays

Capillary Immunoassays

Particle-Membrane Capture Immunoassay

Enzyme Amplification

c. Fluorescent Immunoassays



Fluorescent Polarization

Time-Resolved Pulse Fluorescence

d. Luminescence

Chemiluminescence

Bioluminescence

- e. Latex Agglutination
- f. Immunoprecipitation
- 3. Dry Chemistry
- 4. Biosensors
- 5. IT and Automation
- 6. Molecular Diagnostics
 - a. Technology Overview
 - b. Amplification Methods

Polymerase Chain Reaction

Ligase Chain Reaction

Branched DNA

Q-Beta Replicase

Strand Displacement Activation

Self-Sustained Sequence Replicase

WORLDWIDE BUSINESS ENVIRONMENT

U.S.A.

Market Overview

- 1. Business Environment
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- b. Cost Consciousness
- c. Reimbursement
- d. Industry Consolidation
- e. Managed Care

PPO

HMO

- f. Hospitals
- g. Admissions
- h. Length of Stay
- i. Industry Diversification
- j. Physician Demographics
- k. Aging Population



More Chronic Illness
Disease Incidence
Susceptibility to latrogenesis

Multiple Illnesses Cases

- I. Laboratory Regulations
- 2. Market Structure
 - a. Hospitals
 - b. Commercial/Private Laboratories

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- 1. Introduction
- a. Emergency Departments
- b. Operating Suites
- c. Intensive Care Units
- 2. Emergency Departments
 - a. Market Summary
 - b. Test volume and Sales Forecasts
- 3. Operating and Recovery Suites
 - a. Market Summary
 - b. Test Volume and Sales Forecasts
- 4. ICUs/CCUs
 - a. Market Summary
 - b. Test Volume and Sales Forecasts

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- C. Hematology and Flow Cytometry
- D. Coagulation

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 - 3. Customer Preference
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 - 5. Emerging Suppliers
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 - 7. Market Segmentation

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- B. Cost Containment
- C. Competition
- D. Technological Edge and Limitations
- E. Patent Protection
- 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

Grifols

Helena Laboratories

Hologic/Gen-Probe

Horiba

Instrumentation Laboratory

International Technidyne/Nexus DX

Kreatech

Kyowa Medex

Lonza

Mackay Life Sciences

Matritech

Nihon Kohden

Ortho-Clinical Diagnostics

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Major Companies Developing or Marketing Protein Tests

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Major Companies Developing or Marketing Adenovirus Tests

Major Companies Developing or Marketing Campylobacter Tests

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Major Companies Developing or Marketing EBV Tests

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Major Companies Developing or Marketing Hepatitis Tests

Major Companies Developing or Marketing Herpes Tests

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Major Companies Developing or Marketing Legionella Tests

Major Companies Developing or Marketing Lyme Disease Tests

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Major Companies Developing or Marketing Pneumonia Tests

Major Companies Developing or Marketing RSV Tests

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Major Companies Developing or Marketing Rubella Tests

Major Companies Developing or Marketing Salmonella Tests

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