

# 2015 Strategies in the German Clinical Chemistry and Immunodiagnosics Market

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## Abstracts

Complete report \$6,100. DataPack (test volumes, sales forecasts, supplier shares) \$3,950. 2015 Strategies in the German Clinical Chemistry and Immunodiagnosics Market is a new strategic analysis of major business opportunities emerging in the German clinical chemistry and immunodiagnostic markets during the next five years.

The report explores future trends in the German 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.

## Strategic Recommendations

New product development opportunities with significant market appeal. - Alternative market penetration strategies. - Potential market entry barriers and risks. 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, AdnaGen, Agilent, Alere, Beckman Coulter/Danaher, Biomedical Diagnostics, bioMerieux, Bio-Rad, DiaSorin, Eiken, Fujirebio/Innogenetics, IL, Kyowa Medex, Ortho-Clinical Diagnostics, Roche, Siemens, Sysmex, Thermo Fisher, Tosoh, Wako, Wallac/PE.

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, Topirimate, 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.

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 PracticesCurrent 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.

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