

2016-2020 Diagnostic Testing in Ancillary Hospital Locations (ER, OR, ICU): Supplier Shares, Volume and Sales Forecasts for 300 Tests

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Abstracts

This 973-page report contains 153 tables and provides comprehensive analysis of the diagnostic testing markets outside the main hospital laboratory (ERs, ORs, and ICUs). The report includes analysis of the market dynamics, size, growth, regulatory requirements, technological trends, competitive landscape, and emerging opportunities for instrument and consumable suppliers. We trust, this report will help diagnostic products 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 closer to the patient.

Market Segmentation Analysis

Review of the ER, OR and ICU market segments, including their dynamics, trends, structure, size, growth and major suppliers. - Five-year test volume and sales forecasts for over 300 chemistry, immunodiagnostic, microbiology, hematology and coagulation procedures by market segment:- Emergency Rooms - Operating/Recovery Suites-ICUs/CCUs and test category:- 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 POC 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 POC testing. - Comprehensive listings of companies developing or marketing POC diagnostic technologies and products, by test.

Competitive AssessmentsAssessments of major suppliers and emerging market entrants, including their sales, product portfolios, marketing tactics, joint ventures, and new products in R&D.

Strategic RecommendationsSpecific 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 VPGMarketResearchs proprietary data files.

Contains 973 pages and 153 tables



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- 2. Regulatory Trends
- 3. Economic Trends
- 4. Demographic Trends
- 5. Technological Trends
- 6. Social Trends
- 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)
- 10. Calcium
- 11. Cholesterol
- 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
- 29. Urinalysis
- 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)

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

COAGULATION TESTS

- 1. Introduction
- 2. Activated Partial Thromboplastin Time (APTT)
- 3. Alpha-2 Antiplasmin
- 4. Antithrombin III
- 5. Bleeding Time
- 6. D-Dimer
- 7. Factor VIII
- 8. Fibrin Degradation Products
- 9. Fibrinogen
- 10. Heparin
- 11. Proteins C and S
- 12. Prothrombin Time (PT)
- 13. Thrombin Time

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IMMUNOPROTEIN TESTS

- 1. CRP
- 2. Immunoglobulins

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

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
- a. Health Care Expenditures
- 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
- Ancillary Hospital Locations
 - 1. Introduction
 - a. Emergency Departments
 - b. Operating Suites
 - c. Intensive Care Units
 - 2. Emergency Departments
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 - b. Test volume and Sales Forecasts
 - 3. Operating and Recovery Suites
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MAJOR SUPPLIERS' INSTRUMENT PLACEMENTS, INSTALLED BASE, CONSUMABLE SALES AND MARKET SHARES

MAJOR PRODUCT DEVELOPMENT OPPORTUNITIES

- A. Routine and Special Chemistry
- B. Microbiology/Infectious Diseases
- C. Hematology and Flow Cytometry
- D. Coagulation

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

COMPANY PROFILE

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





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Major Companies Developing or Marketing Legionella Tests Major Companies Developing or Marketing Lyme Disease Tests Major Companies Developing or Marketing Measles Tests Major Companies Developing or Marketing Meningitis Tests Major Companies Developing or Marketing Mononucleosis Tests Major Companies Developing or Marketing Mumps Tests Major Companies Developing or Marketing Mycoplasma Tests Major Companies Developing or Marketing Pneumonia Tests Major Companies Developing or Marketing RSV Tests Major Companies Developing or Marketing Rotavirus Tests Major Companies Developing or Marketing Rubella Tests Major Companies Developing or Marketing Salmonella Tests Major Companies Developing or Marketing Shigella Tests Major Companies Developing or Marketing Streptococci Tests Major Companies Developing or Marketing Syphilis Tests Major Companies Developing or Marketing AFP Tests Major Companies Developing or Marketing CEA 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 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 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 APTT Tests Major Companies Developing or Marketing Alpha-2 Antiplasmin Tests Major Companies Developing or Marketing Altithrombin III Tests Major Companies Developing or Marketing Bleeding Time Tests Major Companies Developing or Marketing D-Dimer Tests Major Companies Developing or Marketing Factor Assays Tests



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Market Forecast by Test

Hospital Operating and Recovery Suites Hematology Reagent Market Forecast



Hospital Operating and Recovery Suites Coagulation Reagent Market Forecast Hospital ICUs/CCUs Total Diagnostics Sales Forecast by Market Segment Hospital ICUs/CCUs Reagent Sales Forecast by Market Segment ICUs/CCUs Instrument Sales Forecast by Market Segment Hospital ICUs/CCUs Routine and Special Chemistry Test Volume Forecast Hospital ICUs/CCUs Routine Hematology Test Volume Forecast Hospital ICUs/CCUs Coagulation Test Volume Forecast Hospital ICUs/CCUs Routine and Special Chemistry Reagent Market Forecast by Test Hospital ICUs/CCUs Hematology Reagent Market Forecast Hospital ICUs/CCUs Coagulation Reagent Market Forecast Major Suppliers of Clinical Chemistry Diagnostic Products, Estimated Sales and Market Shares Major Suppliers of Clinical Chemistry Reagents, Estimated Sales and Market Shares Major Suppliers of Clinical Chemistry Analyzers, Estimated Sales and Market Shares Major Suppliers of Immunodiagnostic Products, Estimated Sales and Market Shares Major Suppliers of Immunoassay Reagents, Estimated Sales and Market Shares Major Suppliers of Immunoassay Analyzers, Estimated Sales and Market Shares AIDS Testing Market Estimated Market Shares of Major Suppliers Chlamydia Testing Market Estimated Market Shares of Major Suppliers CMV Testing Market Estimated Market Shares of Major Suppliers Gonorrhea Testing Market Estimated Market Shares of Major Suppliers Helicobacter Pylori Testing Market Estimated Market Shares of Major Suppliers Hepatitis Testing Market Estimated Market Shares of Major Suppliers Herpes Testing Market Estimated Market Shares of Major Suppliers Influenza Testing Market Estimated Market Shares of Major Suppliers Lyme Disease Testing Market Estimated Market Shares of Major Suppliers Mononucleosis Testing Market Estimated Market Shares of Major Suppliers Rubella Testing Market Estimated Market Shares of Major Suppliers Streptococci Testing Market Estimated Market Shares of Major Suppliers Syphilis Testing Market Estimated Market Shares of Major Suppliers AFP Testing Market by Major Supplier CA 15-3/27-29 Testing Market by Major Supplier CA 19-9 Testing Market by Major Supplier CEA Testing Market by Major Supplier PAP Testing Market by Major Supplier PSA Testing Market by Major Supplier Hematology Analyzers Estimated Placements and Installed Base Flow Cytometers Estimated Placements and Installed Base Hematology Diagnostics Market Estimated Market Shares of Major Suppliers



Hematology Instrument Market Estimated Market Shares of Major Suppliers Hematology Consumable Market Estimated Market Shares of Major Suppliers Flow Cytometry Diagnostics Market Estimated Market Shares of Major Suppliers Flow Cytometry Consumable Market Estimated Market Shares of Major Suppliers Flow Cytometry Instrument Market Estimated Market Shares of Major Suppliers Major Suppliers of Coagulation Diagnostic Products, Estimated Market Shares of Major Suppliers



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