

# 2016-2020 Emerging Strategies for the German Hospital Hematology and Flow Cytometry Markets

<https://marketpublishers.com/r/20CEEB626B3EN.html>

Date: March 2016

Pages: 233

Price: US\$ 3,080.00 (Single User License)

ID: 20CEEB626B3EN

## Abstracts

This new report from VPGMarketResearch.com contains 233 pages, 15 tables, and presents a comprehensive analysis of the German hospital hematology and flow cytometry markets, including:

Major issues pertaining to the German hematology and flow cytometry practice, as well as key economic, regulatory, demographic, social and technological trends with significant market impact during the next ten years.

Five-year volume and sales forecasts for major hematology and flow cytometry tests performed in German hospitals.

Annual placements and installed base estimates for major automated and semiautomated hematology analyzers and flow cytometers.

Review of current instrumentation technologies, and a feature comparison of high-, medium-, and low-volume/POC analyzers.

Five-year reagent and instrument sales forecasts.

Sales and market shares of leading reagent and instrument suppliers.

Review of current and emerging technologies, and their potential market applications.

Product development opportunities for instruments, consumables, and auxiliary products.

Profiles of major current and emerging suppliers, including their sales, product portfolios, marketing tactics, technological know-how, new products in R&D, collaborative arrangements, and business strategies.

Business opportunities and strategic recommendations for suppliers.

Contains 233 pages and 15 tables

## Contents

### I. INTRODUCTION

### II. WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW

#### A. Major Routine and Special Hematology Tests

1. Introduction
2. CBC Analysis
  - a. Hemoglobin Concentration
  - b. Hematocrit Determination
  - c. Red Blood Cell Count
  - d. Red Cell Indices
    - MCV
    - RDW
    - MCHC
    - CHCM
    - HDW
    - MCH
  - e. Red Cell Size Histograms
  - f. Platelets
    - Platelet Count
    - Platelet Size/MPV
    - PDW
    - Automated Systems
  - g. Reticulocytes
3. White Blood Cell Analysis
  - a. WBC Count
  - b. Five-Partial Differential Major Suppliers
    - Abbott
    - Beckman Coulter/Danaher
    - Siemens
    - Sysmex
  - c. Pattern Recognition Systems
    - IRIS
  - d. Comparison of Major Differential Analyzers
4. Reticulocytes
5. Platelet Function Tests
6. Erythrocyte Sedimentation Rate/CRP

7. Red Cell Analysis
  8. 2, 3 DPG
  9. Red Cell Deformability
  10. Neutrophil Function Tests
  11. Semen Analysis
  12. Bone Marrow Analysis
  13. Urinalysis
- B. Major Flow Cytometry Applications**
1. Cell Surface Markers
    - a. Lymphocyte Subclassification CD4/CD8  
Instrumentation and Reagent Test Kits  
BD  
Beckman Coulter/Danaher  
T Cells Diagnostics
    - b. Other Cell Markers
  2. DNA Content Analysis
  3. RNA Content Analysis
  4. Chemotherapy Monitoring
  5. Cell Cycle Analysis
  6. Chromosome Analysis
  7. Fetal Cell Analysis
  8. HLA Typing
  9. Microbiology
  10. Protein Content Analysis
  11. Multiparameter Analysis
  12. Other Applications
- C. Instrumentation Review**
1. Hematology Analyzers
    - a. Overview  
Electrical Aperture-Impedance Analyzers  
Light Scatter Analyzers
    - b. System Review  
Abbott  
Beckman Coulter/Danaher  
Biocode Hycl  
CellaVision  
Drew-Scientific  
Horiba  
Medica

- Menarini
- Nihon Kohden
- Siemens
- Sysmex
- 2. Flow Cytometers
  - a. Introduction
  - b. System Overview
    - Becton Dickinson
    - Beckman Coulter/Danaher
- 3. Platelet Aggregometers
- 4. Sedimentation Rate Analyzers
  - Diesse Ves Matic
  - Polymedco
- D. Current Market Needs and Future Demand For Hematology Analyzers
- E. Reagents and Controls
- F. Current and Emerging Technologies
  - 1. Information Technologies
  - 2. Automation and Robotics
  - 3. Lasers
  - 4. Artificial Intelligence
  - 5. Monoclonal Antibodies
  - 6. Molecular Diagnostics
  - 7. Microdrop Technology

### **III. GERMANY**

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Shares

### **IV. MAJOR PRODUCT DEVELOPMENT OPPORTUNITIES**

- A. Instrumentation
- B. Reagent Kits and Test Systems/Panels
- C. Information Technology
- D. Auxiliary Products

## **V. DESIGN CRITERIA FOR DECENTRALIZED TESTING PRODUCTS**

## **VI. ALTERNATIVE MARKET PENETRATION STRATEGIES**

- A. Internal Development
- B. Collaborative Arrangements
- C. University Contracts
- D. Distribution Strategies for the Decentralized Testing Markets
  - 1. Four Marketing Approaches
  - 2. Product Complexity Factor
  - 3. Customer Preference Factor
  - 4. Established Suppliers
  - 5. Emerging Suppliers
  - 6. Major Types of Distributors
  - 7. Market Segmentation Factor

## **VII. 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

## **VIII. COMPETITIVE ASSESSMENTS**

Abbott  
Beckman Coulter/Danaher  
Becton Dickinson  
Bio-Rad  
CellaVision  
Horiba  
Iris Diagnostics/Danaher  
Nihon Kohden  
Ortho-Clinical Diagnostics  
Roche  
Siemens

Sysmex

## **IX. APPENDIX: MAJOR UNIVERSITIES AND RESEARCH CENTERS DEVELOPING HEMATOLOGY/FLOW CYTOMETRY TECHNOLOGIES AND APPLICATIONS**

## List Of Tables

### LIST OF TABLES

Summary Table I: Germany, Total Hematology and Flow Cytometry Specimen Volume Forecast

Summary Table II: Germany, Total Hematology and Flow Cytometry Test Volume Forecast

Summary Table III: Germany, Total Hematology and Flow Cytometry Market Forecast  
Germany, Hospital Laboratories Performing Hematology and Flow Cytometry Tests By Bed Size

Germany, Hospital Laboratories, Hematology And Flow Cytometry Specimen Volume Forecast

Germany, Hospital Laboratories, Routine Hematology Test Volume Forecast

Germany, Hospital Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast

Germany, Major Hematology Analyzers, Estimated Placements and Installed Base

Germany, Major Flow Cytometers, Estimated Placements and Installed Base

Germany, Total Hematology Market By Major Supplier

Germany, Hematology Consumable Market By Major Supplier

Germany, Hematology Instrument Market By Major Supplier

Germany, Total Flow Cytometry Market By Major Supplier

Germany, Total Flow Cytometry Consumables Market By Major Supplier

Germany, Total Flow Cytometry Instrument Market By Major Supplier



## I would like to order

Product name: 2016-2020 Emerging Strategies for the German Hospital Hematology and Flow Cytometry Markets

Product link: <https://marketpublishers.com/r/20CEEB626B3EN.html>

Price: US\$ 3,080.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

[info@marketpublishers.com](mailto:info@marketpublishers.com)

## Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/20CEEB626B3EN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:  
Last name:  
Email:  
Company:  
Address:  
City:  
Zip code:  
Country:  
Tel:  
Fax:  
Your message:

**\*\*All fields are required**

Customer signature \_\_\_\_\_

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970

