

# 2016-2020 Future Horizons and Growth Strategies in the US Ancillary Hospital Locations (ERs, ORs, ICUs) Diagnostic Testing Market: Supplier Shares, Competitive Intelligence, Emerging Opportunities

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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 chemistry, immunodiagnostic, microbiology, hematology and coagulation procedures by market segment:- Emergency Rooms

Operating/Recovery Suites

ICUs/CCUsand test category:



Routine and Special Chemistry
Microbiology/Infectious Diseases
Hematology
Flow Cytometry
Coagulation
Immunoproteins
Drgs 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 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 VPGMarketResearchs proprietary data files.

Contains 973 pages and 153 tables



# **Contents**

#### INTRODUCTION

#### RATIONALE FOR TESTING DECENTRALIZATION

- 1. Overview
- 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



#### **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
  - 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

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/American 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



# **List Of Tables**

#### LIST OF TABLES

Major Companies Developing or Marketing Albumin Tests

Major Companies Developing or Marketing Alkaline Phosphatase Tests

Major Companies Developing or Marketing ALT/SGPT Tests

Major Companies Developing or Marketing Amylase Tests

Major Companies Developing or Marketing AST/SGOT Tests

Major Companies Developing or Marketing Bilirubin Tests

Major Companies Developing or Marketing Blood Gas Analyzers

Major Companies Developing or Marketing BUN Tests

Major Companies Developing or Marketing Calcium Tests

Major Companies Developing or Marketing Cholesterol Tests

Major Companies Developing or Marketing Creatinine Tests

Major Companies Developing or Marketing Electrolyte Tests

Major Companies Developing or Marketing Ferritin Tests

Major Companies Developing or Marketing GGT Tests

Major Companies Developing or Marketing Glucose Tests

Major Companies Developing or Marketing HDL Tests

Major Companies Developing or Marketing Iron Tests

Major Companies Developing or Marketing LDH Tests

Major Companies Developing or Marketing Magnesium Tests

Major Companies Developing or Marketing Phosphorus Tests

Major Companies Developing or Marketing Protein Tests

Major Companies Developing or Marketing Triglycerides Tests

Major Companies Developing or Marketing Uric Acid Tests

Major Companies Developing or Marketing Vitamin B-12/Folate Tests

Major Companies Developing or Marketing AIDS Tests

Major Companies Developing or Marketing Adenovirus Tests

Major Companies Developing or Marketing Campylobacter Tests

Major Companies Developing or Marketing Candida Tests

Major Companies Developing or Marketing CMV Tests

Major Companies Developing or Marketing EBV Tests

Major Companies Developing or Marketing Gonorrhea Tests

Major Companies Developing or Marketing Helicobacter Pylori Tests

Major Companies Developing or Marketing Hepatitis Tests

Major Companies Developing or Marketing Herpes Tests

Major Companies Developing or Marketing Influenza Tests



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



Major Companies Developing or Marketing Fibrin Degradation Product Tests

Major Companies Developing or Marketing Fibrinogen Tests

Major Companies Developing or Marketing Heparin Tests

Major Companies Developing or Marketing Protein C Tests

Major Companies Developing or Marketing Protein S Tests

Major Companies Developing or Marketing PT Tests

Major Companies Developing or Marketing Thrombin Time Tests

Major Companies Developing or Marketing CRP Tests

Major Companies Developing or Marketing Drugs of Abuse Tests

Ancillary Hospital Locations Estimated Number

Ancillary Hospital Locations Annual Utilization

Hospital Emergency Departments Total Diagnostics Sales Forecast by Market Segment

Hospital Emergency Departments Reagent Sales Forecast by Market Segment

Hospital Emergency Departments Instrument Sales Forecast by Market Segment

Hospital Emergency Departments Routine and Special Chemistry Test Volume Forecast

Hospital Emergency Departments Profiles Panels and Individual Tests

Hospital Emergency Departments Drugs of Abuse Test Volume Forecast

Hospital Emergency Departments Routine Hematology Test Volume Forecast

Hospital Emergency Departments Coagulation Test Volume Forecast

Hospital Emergency Departments Selected Infectious Disease Test Volume Forecast

Hospital Emergency Departments Routine and Special Chemistry Reagent Market Forecast by Test

Hospital Emergency Departments Drugs of Abuse Reagent Market Forecast by Test

Hospital Emergency Departments Hematology Reagent Market Forecast

Hospital Emergency Departments Coagulation Reagent Market Forecast

Hospital Emergency Departments Selected Infectious Disease Reagent Market Forecast by Test

Hospital Operating and Recovery Suites Total Diagnostics Sales Forecast by Market Segment

Hospital Operating and Recovery Suites Reagent Sales Forecast by Market Segment Hospital Operating and Recovery Suites Instrument Sales Forecast By Market Segment Hospital Operating and Recovery Suites Routine and Special Chemistry Reagent Test Volume Forecast

Hospital Operating and Recovery Suites Routine Hematology Test Volume Forecast

Hospital Operating and Recovery Suites Coagulation Test Volume Forecast

Hospital Operating and Recovery Suites Routine and Special Chemistry Reagent 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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