

# 2016 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/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 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 VPGMarketResearch's proprietary data files.

Contains 973 pages and 153 tables



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#### WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW

## **MAJOR ROUTINE CHEMISTRY TESTS**

- 1. Albumin
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- 6. AST/SGOT
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- 21. Iron
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- 25. Protein
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#### INFECTIOUS DISEASE TESTS

- 1. AIDS
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- 17. Lyme Disease



- 18. Measles (Rubeola)
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- 27. Rotavirus (Reovirus)
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- 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**

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



- 5. LH
- 6. Prolactin
- 7. T3
- 8. T3 Uptake
- 9. Free T3
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- 11. Free T4
- 12. TBG
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- 6. D-Dimer
- 7. Factor VIII
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- 9. Fibrinogen
- 10. Heparin
- 11. Proteins C and S
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- 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
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  - b. Amplification Methods

Polymerase Chain Reaction

Ligase Chain Reaction

**Branched DNA** 

Q-Beta Replicase

Strand Displacement Activation

Self-Sustained Sequence Replicase

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## U.S.A.

#### Market Overview

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

PPO

**HMO** 

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- 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** 

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- C. Hematology and Flow Cytometry
- D. Coagulation

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- C. University Contracts



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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/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** 

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Major Companies Developing or Marketing Occult Blood Tests

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