

2016 Germany Clinical Chemistry and Immunodiagnostic Markets: Emerging Opportunities and Growth Strategies for Instrument and Reagent Suppliers

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Abstracts

Complete report \$6,100. DataPack (test volumes, sales forecasts, supplier shares) \$3,950. 2016 Germany Clinical Chemistry and Immunodiagnostic Markets 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. RationaleThe 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, Grifols, IL, Kyowa Medex, Matritech/Alere, 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, Topiramate, 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 Practices
Current 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.

Contains 578 pages and 119 tables

Contents

1. INTRODUCTION

2. WORLDWIDE MARKET OVERVIEW

1. BUSINESS ENVIRONMENT
2. MARKET STRUCTURE
3. MARKET SIZE AND GROWTH

3. MAJOR PRODUCT DEVELOPMENT OPPORTUNITIES

4. DESIGN CRITERIA FOR DECENTRALIZED TESTING PRODUCTS

5. ALTERNATIVE MARKET PENETRATION STRATEGIES

- A. Internal Development
- B. Collaborative Arrangements
- C. University Contracts
- D. Distribution Strategies for Decentralized Testing Markets

6. 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

7. WORLDWIDE MARKET AND TECHNOLOGY OVERVIEW

- A. Major Routine Chemistry Tests
 1. ALBUMIN
 2. ALKALINE PHOSPHATASE
 3. ALT/SGPT
 4. AMMONIA
 5. AMYLASE

6. AST/SGOT
 7. BILIRUBIN, TOTAL
 8. BLOOD GASES
 9. BLOOD UREA NITROGEN (BUN)
 10. CALCIUM
 11. CARDIO CRP
 12. CHOLESTEROL
 13. CHOLINESTERASE
 14. CRP
 15. CREATININE
 16. ELECTROLYTES
 - a. Carbon Dioxide/Bicarbonate
 - b. Chloride
 - c. Potassium
 - d. Sodium
 17. FERRITIN
 18. FRUCTOSAMINE
 19. GAMMA-GLUTAMYL TRANSPEPTIDASE (GGT)
 20. GLUCOSE
 21. HIGH DENSITY LIPOPROTEIN (HDL)
 22. HOMOCYSTEINE
 23. IRON
 24. LACTATE DEHYDROGENASE (LDH)
 25. MAGNESIUM
 26. PHOSPHORUS
 27. PROTEIN
 28. TRIGLYCERIDES
 29. URIC ACID
 30. TROPONIN
- B. Therapeutic Drug Monitoring (TDM)
1. OVERVIEW
 2. CARBAMAZEPINE
 3. CYCLOSPORIN
 4. DIGOXIN
 5. EVEROLIMUS
 6. GENTAMICIN
 7. LAMOTRIGINE/LAMICTAL
 8. LEVETIRACETAM
 9. LIDOCAINE

10. LITHIUM
11. NAPA/PROCAINAMIDE
12. PHENYTOIN
13. QUINIDINE
14. SIROLIMUS
15. TACROLIMUS
16. THEOPHYLLINE
17. TOPIRIMATE
18. VALPROIC ACID

C. Endocrine Function Tests

1. CORTISOL
2. ESTRADIOL
3. FOLLICLE-STIMULATING HORMONE (FSH)
4. GASTRIN
5. GROWTH HORMONE/IGF-1
6. HUMAN CHORIONIC GONADOTROPIN (HCG)
7. LH
8. PROGESTERONE
9. PTH/IO PTH
10. PROLACTIN
11. T3
12. T3 FREE
13. T3 UPTAKE
14. T4 (THYROXINE)
15. T4 FREE
16. TBG
17. TESTOSTERONE
18. THYROGLOBULIN AB
19. TPO AB
20. TSH

D. Tumor Markers and Special Chemistry Tests

1. AFP
2. CA 15-3
3. CA 19-9
4. CA 27-29
5. CARCINOEMBRIONIC ANTIGEN (CEA)
6. FOLATE/FOLIC ACID
7. HCG
8. 25-HYDROXY VITAMIN D2 AND D3

9. OCCULT BLOOD
 10. PROSTATE-SPECIFIC ANTIGEN (PSA)
 11. THYROGLOBULIN
 12. VITAMIN B-12
- E. Immunoprotein Tests
1. COMPLEMENT
 - a. C3
 - b. C4
 2. FREE LIGHT CHAINS
 3. IMMUNOFIXATION
 4. IMMUNOGLOBULINS (IGA, IGE, IGG, IGM)
 5. HAPTOGLOBIN
 6. PREALBUMIN
 7. PROTEIN ELECTROPHORESIS
- F. 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
 13. TRICYCLIC ANTIDEPRESSANTS
- G. Clinical Chemistry and Immunodiagnostic Instrumentation Review: operating characteristics and features of high-, medium-, and low-volume/POC analyzers
- H. Major Clinical Chemistry and Immunodiagnostic Technologies and Their Potential Applications
1. MONOCLONAL AND POLYCLONAL ANTIBODIES
 2. IMMUNOASSAYS
 3. TANDEM MASS SPEC
 4. IT AND AUTOMATION
 5. DRY CHEMISTRY
 6. BIOSENSORS

8. FRANCE CLINICAL CHEMISTRY AND IMMUNODIAGNOSTICS MARKET

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Test Volume and Sales Forecasts by Market Segment, Major Supplier Instrument, Reagent Sales and Market Shares

9. COMPETITIVE ASSESSMENTS

Abbott Laboratories
AdnaGen/Alere
Agilent Technologies
Bayer Healthcare
Beckman Coulter/Danaher
Biomedical Diagnostics
BioMerieux
Bio-Rad
DiaSorin
Eiken
Fujirebio
Grifols
Instrumentation Laboratory
Kyowa Medex
Matriech/Alere
Ortho-Clinical Diagnostics
Quest Diagnostics
Roche
Siemens
Sysmex
Thermo Fisher
Tosoh
Wako
Wallac/PE

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 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 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 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 AFP Tests
Major Companies Developing or Marketing CEA Tests
Major Companies Developing or Marketing Ferritin 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 Vitamin B-12/Folate Tests
Major Companies Developing or Marketing CRP Tests
Major Companies Developing or Marketing Drugs of Abuse Tests
Major Companies Developing or Marketing Biosensors for Immunological Testing
Executive Summary Table: France, Clinical Chemistry and Immunoassay Test Volume and Diagnostics Sales Forecast By Test Category
France, Laboratories Performing Chemistry and Immunoassay Tests By Market Segment
France, Hospital Laboratories Performing Chemistry and Immunoassay Tests By Bed Size
France, Commercial/Private Laboratories Performing Chemistry and Immunoassay Tests By Annual Test Volume
France, Total Chemistry and Immunoassay Specimen Volume Forecast
France, All Market Segments, Specimen Volume Forecast By Test Category
France, Total Clinical Chemistry and Immunoassay Test Volume Forecast By Test Category
France, Routine Chemistry Test Volume Forecast By Market Segment
France, Endocrine Function Test Volume Forecast By Market Segment
France, Tumor Markers and Special Chemistry Test Volume Forecast By Market Segment
France, Immunoprotein Test Volume Forecast By Market Segment
France, TDM Test Volume Forecast By Market Segment
France, Drugs of Abuse Test Volume Forecast By Market Segment
France, All Market Segments, Profiles, Panels and Individual Tests Forecast
France, Hospital Laboratories, Profiles, Panels and Individual Tests Forecast
France, Commercial/Private Laboratories, Profiles, Panels and Individual Tests Forecast
France, All Market Segments, Routine Chemistry Test Volume Forecast by Assay
France, Hospital Laboratories, Routine Chemistry Test Volume Forecast by Assay
France, Commercial/Private Laboratories, Routine Chemistry Test Volume Forecast by Assay
France, All Market Segments, Endocrine Function Test Volume Forecast by Assay
France, Hospital Laboratories, Endocrine Function Test Volume Forecast by Assay

France, Commercial/Private Laboratories, Endocrine Function Test Volume Forecast by Assay

France, All Market Segments, Tumor Markers and Special Chemistry Test Volume Forecast by Assay

France, Hospital Laboratories, Tumor Markers and Special Chemistry Test Volume Forecast by Assay

France, Commercial/Private Laboratories, Tumor Markers and Special Chemistry Test Volume Forecast by Assay

France, All Market Segments, Immunoprotein Test Volume Forecast by Assay

France, Hospital Laboratories, Immunoprotein Test Volume Forecast by Assay

France, Commercial/Private Laboratories, Immunoprotein Test Volume Forecast by Assay

France, All Market Segments, TDM Test Volume Forecast by Assay

France, Hospital Laboratories, TDM Test Volume Forecast

France, Commercial/Private Laboratories, TDM Test Volume Forecast by Assay

France, All Market Segments, Drugs of Abuse Test Volume Forecast by Assay

France, Hospital Laboratories, Drugs of Abuse Test Volume Forecast by Assay

France, Commercial/Private Laboratories, Drugs of Abuse Test Volume Forecast by Assay

France, Total Clinical Chemistry and Reagent Market Immunoassay Forecast By Test Category

France, Clinical Chemistry and Immunoassay Calibrator and Control Market Forecast By Test Category

France, Routine Chemistry Reagent Market Forecast By Market Segment

France, Endocrine Function Reagent Market Forecast By Market Segment

France, Tumor Markers and Special Chemistry Reagent Market Forecast By Market Segment

France, Immunoprotein Reagent Market Forecast By Market Segment

France, TDM Reagent Market Forecast By Market Segment

France, Drugs of Abuse Reagent Market Forecast By Market Segment

France, All Market Segments, Routine Chemistry Reagent Market Forecast by Assay

France, Hospital Laboratories, Routine Chemistry Reagent Market Forecast by Assay

France, Commercial/Private Laboratories, Routine Chemistry Reagent Market Forecast by Assay

France, All Market Segments, Endocrine Function Reagent Market Forecast by Assay

France, Hospital Laboratories, Endocrine Function Reagent Market Forecast by Assay

France, Commercial/Private Laboratories, Endocrine Function Reagent Market Forecast by Assay

France, All Market Segments, Tumor Markers and Special Chemistry Reagent Market

Forecast by Assay

France, Hospital Laboratories, Tumor Markers and Special Chemistry Reagent Market

Forecast by Assay

France, Commercial/Private Laboratories, Tumor Markers and Special Chemistry

Reagent Market Forecast by Assay

France, All Market Segments, Immunoprotein Reagent Market Forecast by Assay

France, Hospital Laboratories, Immunoprotein Reagent Market Forecast by Assay

France, Commercial/Private Laboratories, Immunoprotein Reagent Market Forecast by

Assay

France, All Market Segments, TDM Reagent Market Forecast by Assay

France, Hospital Laboratories, TDM Reagent Market Forecast by Assay

France, Commercial/Private Laboratories, TDM Reagent Market Forecast by Assay

France, All Market Segments, Drugs of Abuse Reagent Market Forecast by Assay

France, Hospital Laboratories, Drugs of Abuse Reagent Market Forecast by Assay

France, Commercial/Private Laboratories, Drugs of Abuse Reagent Market Forecast by

Assay

France, Clinical Chemistry and Immunoassay Instrument Market Forecast By Analyzer

Type

France, Major Suppliers of Clinical Chemistry Diagnostics Products, Estimated Sales
and Market Shares

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Market Shares

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