

# **U.S. POC/Point-of-Care Hemostasis Diagnostics Market, 2019-2023: Supplier Shares and Sales Segment Forecasts--Physician Offices, Emergency Rooms, Operating Suites, ICUs/CCUs, Cancer Clinics, Ambulatory Care Centers, Surgery Centers, Nursing Homes, Birth Centers**

<https://marketpublishers.com/r/244C63581D2EN.html>

Date: July 2019

Pages: 418

Price: US\$ 5,500.00 (Single User License)

ID: 244C63581D2EN

## **Abstracts**

This new 418-page report from VPGMarketResearch contains 42 tables, and provides a comprehensive analysis of the POC coagulation testing market, including trends, dynamics, size, growth, regulatory requirements, technological trends, competitive landscape, and emerging opportunities for instrument and consumable suppliers. This report will help diagnostic product suppliers develop effective business, R&D and marketing strategies for the global POC coagulation market.

### **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 and commercial laboratories closer to the patient.

### **Market Segmentation Analysis**

Review of nine POC market segments, including their dynamics, trends, structure, size, growth and major suppliers.

Five-year test volume and reagent sales forecasts for coagulation procedures by

market segment:  
Physician Offices/Group Practices

Emergency Rooms

Operating/Recovery Suites

ICUs/CCUs

Cancer Clinics

Ambulatory Care Centers

Surgery Centers

Nursing Homes

Birth Centers

## Sales and Market Share Analysis

Sales and market shares of major coagulation reagent and instrument suppliers.

## Current and Emerging Products

Analysis of coagulation procedures performed in POC testing locations.

Review of leading 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 coagulation

testing technologies and products, by assay.

### 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 coagulation instruments and reagent systems with potentially significant market appeal during the next five 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 the latest technical and business publications, manufacturer product literature, industry analyst reports, and VPGMarketResearch's proprietary data files.

Contains 418 pages and 42 tables

## Contents

### INTRODUCTION

### EXECUTIVE SUMMARY

### 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

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

### INSTRUMENTATION: 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

## **U.S.A.**

### **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 Iatrogenesis
    - Multiple Illnesses Cases
  - l. Laboratory Regulations
2. Market Structure
  - a. Hospitals
  - b. Commercial/Private Laboratories

### **B. Physician Offices/Group Practices**

1. Market Summary
2. Market Structure
3. Test Volume and Sales Forecasts

### **C. 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
- D. Cancer Clinics
  - 1. Introduction
  - 2. Market Summary
  - 3. Test Volume and Sales Forecasts
- E. Ambulatory Care Centers
  - 1. Introduction
  - 2. Market Summary
  - 3. Market Structure
  - 4. Test Volume and Sales Forecasts
- F. Surgery Centers
  - 1. Introduction
  - 2. Market Summary
  - 3. Market Structure
  - 4. Test Volume and Sales Forecasts
- G. Nursing Homes
  - 1. Introduction
  - 2. Market Summary
  - 3. Market Structure
  - 4. Test Volume and Sales Forecasts
- H. Birth Centers
  - 1. Introduction
  - 2. Market Summary
  - 3. Market Structure
  - 4. Test Volume and Sales Forecasts

## **I. MAJOR SUPPLIERS' INSTRUMENT PLACEMENTS, INSTALLED BASE, CONSUMABLES 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  
Alere/Biosite/Inverness  
Axis-Shield  
Beckman Coulter/Danaher  
Becton Dickinson  
Bio/Data Corporation  
Chrono-Log  
Corgenix Medical  
Diagnostica Stago/Trinity Biotech  
Grifols



Helena Laboratories  
Hyphen BioMed  
Instrumentation Laboratory  
ITC/Nexus Dx  
Roche  
Siemens  
Sienco  
Sysmex  
Thermo Fisher  
ZyCare/Alere

## List Of Tables

### LIST OF TABLES

Major Companies Developing or Marketing APTT Tests  
Major Companies Developing or Marketing Alpha-2 Antiplasmin Tests  
Major Companies Developing or Marketing Antithrombin 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  
U.S.A., Physician Office/Group Practice Laboratories Forecast by Practice Size  
U.S.A., Physician Offices/Group Practices Forecast by Type  
U.S.A., Office-Based Physicians Forecast by Practice Type  
U.S.A., Physician Offices/Group Practices Coagulation Test Volume Forecast  
U.S.A., Physician Offices/Group Practices Coagulation Reagent and Instrument Sales Forecast  
U.S.A., Ancillary Hospital Locations Estimated Number  
U.S.A., Ancillary Hospital Locations Annual Utilization  
U.S.A., Hospital Emergency Departments Coagulation Test Volume Forecast  
U.S.A., Hospital Emergency Departments Coagulation Reagent and Instrument Sales Forecast  
U.S.A., Hospital Operating and Recovery Suites Coagulation Test Volume Forecast  
U.S.A., Hospital Operating and Recovery Suites Coagulation Reagent and Instrument Sales Forecast  
U.S.A., Hospital ICUs/CCUs Coagulation Test Volume Forecast  
U.S.A., Hospital ICUs/CCUs Coagulation Reagent and Instrument Sales Forecast  
U.S.A., Cancer Clinics Major Coagulation Test Volume Forecast  
U.S.A., Cancer Clinics Coagulation Reagent and Instrument Sales Forecast  
U.S.A., Ambulatory Care Centers Estimated Number of Facilities and Patient Visits  
U.S.A., Ambulatory Care Centers Most Frequent Diagnoses  
U.S.A., Ambulatory Care Centers Coagulation Test Volume Forecast  
U.S.A., Ambulatory Care Centers Coagulation Reagent and Instrument Sales Forecast

U.S.A., Surgery Centers Most Frequently Performed Procedures  
U.S.A., Surgery Centers Coagulation Test Volume Forecast  
U.S.A., Surgery Centers Coagulation Reagent and Instrument Sales Forecast  
U.S.A., Nursing Homes Estimated Number of Facilities, Beds and Occupancy Rate  
U.S.A., Nursing Homes Coagulation Test Volume Forecast  
U.S.A., Nursing Homes Coagulation Reagent and Instrument Sales Forecast  
U.S.A., Birth Centers Facilities, Patient Visits, and Births  
U.S.A., Birth Centers Coagulation Test Volume Forecast  
U.S.A., Birth Centers Coagulation Reagent and Instrument Sales Forecast  
U.S.A., Major Suppliers of Coagulation Diagnostic Products Estimated Market Shares

## I would like to order

Product name: U.S. POC/Point-of-Care Hemostasis Diagnostics Market, 2019-2023: Supplier Shares and Sales Segment Forecasts--Physician Offices, Emergency Rooms, Operating Suites, ICUs/CCUs, Cancer Clinics, Ambulatory Care Centers, Surgery Centers, Nursing Homes, Birth Centers

Product link: <https://marketpublishers.com/r/244C63581D2EN.html>

Price: US\$ 5,500.00 (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/244C63581D2EN.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