

2024 Physician Office Diagnostics Forecasts for 300 Tests: 2023 Supplier Shares and Strategies, Instrumentation Review, Emerging Technologies, Opportunities for Suppliers

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Abstracts

This report provides a comprehensive analysis of the physician office/group practice diagnostics market, including its dynamics, size, growth, regulatory requirements, technological trends, competitive landscape, and emerging opportunities for instrument and consumable suppliers. The report is available by section, and can be customized to specific information needs and budget.

This report will help diagnostic reagent and instrument 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 and commercial laboratories closer to the patient.

Market Segmentation Analysis

Review of the physician office/group practice diagnostics market, including its dynamics, trends, structure, size, growth and major suppliers.

Five-year test volume and reagent sales forecasts for over 300 chemistry, immunodiagnostic, microbiology, hematology and coagulation procedures,

including:

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 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 physician office/group practice diagnostic 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 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 recent technical and business publications, manufacturer product literature, industry analyst reports, and VPGMarketResearch's proprietary data files.

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8. Defensive Medicine
9. Quality Control Issues

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
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. Ferritin
16. Folate/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
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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. Carcinoembryonic 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
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11. Free T4
12. TBG
13. TSH

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3. Digoxin

4. Gentamicin
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8. Procainamide
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6. D-Dimer
7. Factor VIII
8. Fibrin Degradation Products
9. Fibrinogen
10. Heparin
11. Proteins C and S
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13. Thrombin Time

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1. CRP
2. Immunoglobulins

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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

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- 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.

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

- 1. 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. 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

Agilent Technologies

Beckman Coulter/Danaher/Cepheid

Becton Dickinson

Bio/Data

bioMerieux

Bio-Rad

Chrono-Log

Corgenix

Decode Genetics

Diagnostica Stago

Diamedix

DiaSorin

Eiken Chemical

EKF Diagnostics

Fujifilm Wako

Fujirebio

Grifols

Helena Laboratories

Hologic

Horiba

Instrumentation Laboratory/Werfen

Kyowa Medex

Labcorp

Leica Biosystems

Lonza

Nihon Kohden
Polymedco
Qiagen
QuidelOrtho
Roche
SDIX
Sekisui Diagnostics
Siemens Healthineers
Sienco
Sysmex
Takara Bio
Thermo Fisher
Tosoh

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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
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