

Diagnostic Testing in Ancillary Hospital Locations: Innovative Technologies and Emerging Business 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 over 300 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 Venture Planning Group's proprietary data files.

Contains 973 pages and 153 tables

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8. Defensive Medicine
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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)
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11. Cholesterol
12. Cholinesterase
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29. Urinalysis
30. Vitamin B12

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4. Candida
5. Chlamydia
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18. Measles (Rubeola)
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20. Mononucleosis
21. Mumps
22. Mycoplasma
23. Papillomaviruses
24. Pneumonia
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26. Rheumatoid Arthritis
27. Rotavirus (Reovirus)
28. Rubella (German Measles)
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32. Streptococci
33. Syphilis

TUMOR MARKERS

1. Alpha-Fetoprotein (AFP)
2. Carcinoembryonic Antigen (CEA)
3. Occult Blood
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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
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U.S.A.

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Susceptibility to latrogenesis

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B. Microbiology/Infectious Diseases

C. Hematology and Flow Cytometry

D. Coagulation

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- C. Competition
- D. Technological Edge and Limitations
- E. Patent Protection
- F. Regulatory Constraints
- G. Decentralized Testing Market Challenges

COMPANY PROFILE

Abbott
ADI/America Diagnostica
Axis-Shield
Beckman Coulter/Danaher
Becton Dickinson
Bio/Data
Biosite/Inverness
Biomerieux
Bio-Rad
Cepheid
Chrono-Log
Corgenix
Dako
Decode
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Diagnocure

Diagnostica Stago
Diamedix
Diasorin
Eiken Chemical
EKF Diagnostics
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Gen-Probe
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