

# **Future Horizons in the Global Coagulation Testing Market Strategic Analysis: Supplier Shares and Sales Forecasts for 40 Tests by Country**

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## **Abstracts**

This comprehensive seven-country report is designed to help current suppliers and potential market entrants identify and evaluate business opportunities emerging in the hemostasis diagnostics market during this decade.

The report explores business and technological trends in world's seven major markets; provides estimates of the test volume, instrument placements and installed base, as well as sales and market shares of leading competitors; compares features of major analyzers; profiles leading market players; and identifies specific product and business opportunities facing instrument and consumable suppliers during the next ten years.

## **Rationale**

The growing cost-containment pressures in major industrialized nations, coupled with continued technological advances in chromagenic substrates, monoclonal antibodies, immunoassays, molecular diagnostics, computers and laboratory automation will radically change the hemostasis diagnostics practice during the next ten years.

New specific and sensitive markers of hemostasis will be increasingly used on automated instrumentation. Hemostasis testing will also become more standardized, offering opportunities for quality control products and services. Moreover, the continuing contraction of the hospital system and technological advances will facilitate decentralization of the hemostasis testing closer to the patient, thus creating additional opportunities and challenges for suppliers.

## **Geographic Coverage**

France

Germany

Italy

Japan

Spain

UK

USA

### **Sales and Market Share Analysis**

Sales and market shares of major instrument and reagent suppliers.

### **Competitive Assessments**

Extensive strategic profiles of major suppliers and emerging market entrants.

### **Market Segmentation Analysis**

Comprehensive market segmentation analysis, including:

Hospitals

Commercial/Private Laboratories

Physician Offices

Ambulatory Care Clinics.

The 2010, 2015 and 2020 test forecasts for 40 major procedures, by country and market segment.

## **Current and Emerging Products**

Review of over 40 established and new procedures.

Comparison of over 50 automated and semi-automated analyzers from Diagnostica Stago, Helena, IL, Siemens, Sysmex, Trinity Biotech and other suppliers.

## **Technology Review**

Analysis of current and emerging technologies and their potential market applicants.

Comprehensive lists of companies developing or marketing new technologies and products by test.

## **Worldwide Market Overview**

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Test volume and sales projections by country.

## **Strategic Recommendations**

Product development and business expansion opportunities with significant market appeal.

“Ideal” product models with tentative prices and operating characteristics.

Alternative market penetration strategies for instrument and reagent suppliers.

Potential market entry barriers and risks.

## **Methodology**

The report is based on a combination of primary and secondary information sources, including interviews with laboratory directors, and executives of leading diagnostics companies and start-up firms developing innovative products in the U.S., five major European countries and Japan.

In addition to primary sources of information, a comprehensive review of the most recent technical and business publications, manufacturer product and financial literature, and Venture Planning Group's proprietary data files was conducted.

Contains 650 pages and 150 tables

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Benk Hemolab

Benk TRT Thrombotimer

Bio/Data MCA 310

Bio/Data MCA 210

Bio/Data PAP-4C D/4D/4C

Cardiovascular Diagnostics COAG

Diagnostica Stago STA Compact

Diagnostica Stago STA-R

Diagnostica Stago Star 4/8

Helena Laboratories Cascade 480

Helena Laboratories Cascade M

Helena Laboratories PACKS-4

Helena THOR

Instrumentation Laboratory ACL 100 and 1000 series

Instrumentation Laboratory ACL6000

Instrumentation Laboratory ACL7000

Instrumentation Laboratory ACL9000

Instrumentation Laboratory Electra 1000C

Instrumentation Laboratory Electra 1400C

Instrumentation Laboratory Electra 1600/C

Instrumentation Laboratory Electra 1800C

Instrumentation Laboratory Futura

ITC Hemochron 8000

Roche Diagnostics CoaguChek

Siemens BCS

Siemens BCT

Siemens BF II/Fibrintimer Series

Sysmex CA-50  
Sysmex CA-500  
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Avocet Medical  
Axis-Shield  
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Bio/Data Corporation  
Biosite  
Chrono-Log  
Corgenix Medical  
Diagnostica Stago  
Helena Laboratories  
HYPEN BioMed  
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