

# New Frontiers in Ancillary Hospital Location Diagnostic Testing (ER, OR, ICU): Business Challenges, Emerging Technologies, Competitive Landscape

https://marketpublishers.com/r/N5234FB5687EN.html

Date: May 2014

Pages: 973

Price: US\$ 10,000.00 (Single User License)

ID: N5234FB5687EN

#### **Abstracts**

New Frontiers in Ancillary Hospital Location Diagnostic Testing (ER, OR, ICU): Business Challenges, Emerging Technologies, Competitive Landscape is Venture Planning Groups new report, which provides comprehensive analysis of POC market segments, including their dynamics, size, growth, regulatory requirements, technological trends, competitive landscape, and emerging opportunities for instrument and consumable suppliers.

#### 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**

Review of POC market segments, including their 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 by market segment:



Emergency Rooms			
Operating/Recovery Suites			
ICUs/CCUs and by 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 ofmajor reagent and instrument suppliers.

#### **Current and Emerging Tests and Instrumentation**

Analysis of over 130 diagnostic procedures.

Review of leading chemistry, immunoassay, hematology and coagulation analyzers market by Abaxis, Abbott, Alfa Wasserman, Awareness Technologies,



Beckman Coulter/Danaher, Becton Dickinson, Behnk Elektronik, Biocode, Bio/Data, bioMerieux, Cardiovascular Diagnostics, Carolina Chemistries, Diagnostica Stago, Diesse Ves Matic, Drew-Scientific, Helena Laboratories, Horiba, Instrumentation Laboratory, Inverness, ITC Hemochron, Medica, Menarini, Nihon Kohden, Nova Biomedical, Ortho-Clinical Diagnostics, Polymedco, Randox, Roche, Siemens, Sysmex, Teco Medical Instruments, Trinity Biotech, and other suppliers.

#### **Technology Review**

Emerging technologies and their applications for POC testing.

Comprehensive listings of companies developing or marketing POC diagnostic technologies and products, by test.

#### **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.

#### **Competitive Assessments**

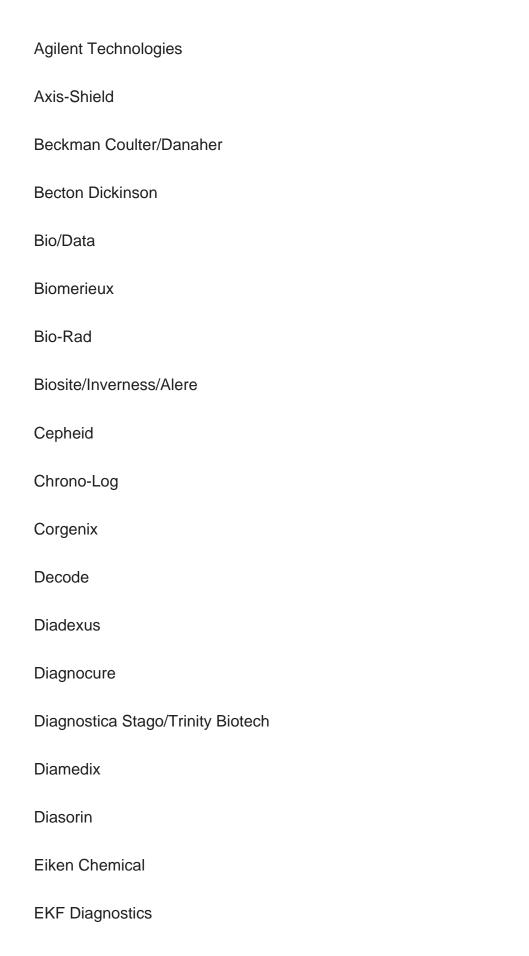
Assessments of major suppliers and emerging market entrants, including their sales, product portfolios, marketing tactics, joint ventures, and new products in R&D.

#### The companies analyzed in the report include:

Abbott

ADI/America Diagnostica







Fujirebio/Innogenetics
Grifols
Helena Laboratories
Hologic/Gen-Probe
Horiba
Instrumentation Laboratory
International Technidyne/Nexus DX
Kreatech
Kyowa Medex
Lonza
Mackay Life Sciences
Matritech
Nihon Kohden
Ortho-Clinical Diagnostics
Polartechnics
Polymedco
Qiagen
Roche
SDIX
Sequenom



Siemens	
Sienco	
Sysmex	
Takara Bio	
ThermoFisher/Life Technologies	
Tosoh	
Wako	
Zycare/Alere	

#### 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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- 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

#### **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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- 13. Creatinine
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  - b. Chloride
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- 17. Fructosamine
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#### **INFECTIOUS DISEASE TESTS**

- 1. AIDS
- 2. Adenovirus
- 3. Campylobacter
- 4. Candida
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- 8. Enteroviruses
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- 13. Herpes Simplex Virus
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- 15. Influenza Viruses
- 16. Legionella
- 17. Lyme Disease



- 18. Measles (Rubeola)
- 19. Meningitis
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- 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. Carcinoembrionic Antigen (CEA)
- 3. Occult Blood
- 4. Prostatic Acid Phosphatase (PAP)
- 5. Prostate-Specific Antigen (PSA)

#### MAJOR ROUTINE AND SPECIAL HEMATOLOGY TESTS

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- 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
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- 11. Free T4
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- 9. Fibrinogen
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- 2. Test Methodologies
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- 5. Benzodiazepines
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- 7. Cocaine
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- 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
- 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

#### **CURRENT AND EMERGING TECHNOLOGIES**

#### U.S.A.

#### **Market Overview**

- 1. Business Environment
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  - e. Managed Care

PPO

**HMO** 

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- i. Industry Diversification
- j. Physician Demographics



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  - Disease Incidence
- Susceptibility to latrogenesis
- Multiple Illnesses Cases
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- 2. Emergency Departments
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  - b. Test Volume and Sales Forecasts
- 4. ICUs/CCUs
  - a. Market Summary
  - b. Test Volume and Sales Forecasts

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- C. Hematology and Flow Cytometry
- D. Coagulation

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- E. Patent Protection
- F. Regulatory Constraints
- G. Decentralized Testing Market Challenges

#### **COMPANY PROFILE**

**Abbott** 

ADI/America Diagnostica

Agilent Technologies

Axis-Shield

Beckman Coulter/Danaher

**Becton Dickinson** 

Bio/Data

Biomerieux

Bio-Rad

Biosite/Inverness/Alere

Cepheid

Chrono-Log

Corgenix



Decode

Diadexus

Diagnocure

Diagnostica Stago/Trinity Biotech

Diamedix

Diasorin

Eiken Chemical

**EKF Diagnostics** 

Fujirebio/Innogenetics

Grifols

Helena Laboratories Hologic/Gen-Probe

Horiba

Instrumentation Laboratory

International Technidyne/Nexus DX

Kreatech

Kyowa Medex

Lonza

Mackay Life Sciences

Matritech

Nihon Kohden

Ortho-Clinical Diagnostics

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Polymedco

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Major Companies Developing or Marketing CMV Tests

Major Companies Developing or Marketing EBV Tests

Major Companies Developing or Marketing Gonorrhea Tests

Major Companies Developing or Marketing Helicobacter Pylori Tests

Major Companies Developing or Marketing Hepatitis Tests

Major Companies Developing or Marketing Herpes Tests

Major Companies Developing or Marketing Influenza Tests



Major Companies Developing or Marketing Legionella Tests

Major Companies Developing or Marketing Lyme Disease Tests

Major Companies Developing or Marketing Measles Tests

Major Companies Developing or Marketing Meningitis Tests

Major Companies Developing or Marketing Mononucleosis Tests

Major Companies Developing or Marketing Mumps Tests

Major Companies Developing or Marketing Mycoplasma Tests

Major Companies Developing or Marketing Pneumonia Tests

Major Companies Developing or Marketing RSV Tests

Major Companies Developing or Marketing Rotavirus Tests

Major Companies Developing or Marketing Rubella Tests

Major Companies Developing or Marketing Salmonella Tests

Major Companies Developing or Marketing Shigella Tests

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Major Companies Developing or Marketing Syphilis Tests

Major Companies Developing or Marketing AFP Tests

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Estimated Market Shares of Major Suppliers



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