

New Frontiers in the German Automated Microbiology Market: Business Challenges, Emerging Technologies, Competitive Landscape

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Abstracts

Complete report \$6,950. DataPack (test volumes, sales forecasts, supplier shares) \$4,500.

New Frontiers in the German Automated Microbiology Market: Business Challenges, Emerging Technologies, Competitive Land scape is Venture Planning Group's new analysis of the major business opportunities emerging in the automated microbiology market during the next five years. The report examines key trends in the German automated microbiology market; reviews current and emerging assays; analyzes potential applications of innovative diagnostic technologies; forecasts volume and sales for molecular diagnostic, microbial identification, antibiotic susceptibility, blood culture, urine screening and immunodiagnostic procedures, as well as over 100 infectious disease tests by assay, application, market segment, profiles leading players and potential market entrants; and suggests alternative business expansion strategies for suppliers.

Rationale

The level of automation in the microbiology laboratory has been lagging behind that of other major clinical laboratory segments, such as chemistry and hematology. The slow acceptance of the technology is in part due to the complexity of developing automation suitable for microbiology tests.

The introduction of automated microbiology instrumentation has been delayed by a number of intrinsic and technical problems. The diffusion of automated microbiology systems, once the technology was developed, has not matched that of other automated

laboratory technologies. The acquisition of automation in microbiology has been slowed by forces less easily identifiable than the effects of various reimbursement plans. Some laboratorians still believe that current instrumentation is not the ultimate technology and expect better automation on the horizon.

The driving force behind the need for rapid reporting of microbiological test results is the clinical relevance in a time of financial austerity, a time when cost and health care effectiveness to the patient and diagnostician looms ever larger, and where after-the-fact results at high expense are coming under severe scrutiny worldwide.

This comprehensive report will assist diagnostics industry executives, as well as companies planning to diversify into the dynamic and rapidly expanding microbiology market, in evaluating emerging opportunities and developing effective business strategies.

Supplier Shares, Sales and Volume Forecasts

Sales and market shares of major suppliers of microbiology products, by individual test.

Five-year test volume and sales forecasts for over 100 microbiology assays.

Test volume estimates by method (molecular, serology/immunodiagnostics, culture/microscopy).

Germany Market Overview

Review of the market dynamics, trends, structure, size, growth and major suppliers.

Estimated universe of laboratories performing microbiology testing.

Specimen, test volume and sales forecasts.

Business Opportunities and Strategic Recommendations

Emerging opportunities for new analyzers, reagents kits, IT and other products

with significant market appeal during the next five years.

Design criteria for decentralized testing products.

Alternative market penetration strategies.

Potential market entry barriers and risks.

Specimen Types

Urine

Sterile Fluids: Blood, Serum, CSF

Throat Swabs, Respiratory Secretions

Genital Secretions

Stool

Abscess/Wound

Sputum

Saliva

Applications

Microbial Identification

Antibiotic Susceptibility

Urine Screening

Blood Cultures

Review of Major Automated Systems

Review of major automated molecular diagnostic, multipurpose, specialized, microbial identification, antibiotic susceptibility, blood culture, urine screening, and immunodiagnostic analyzers.

The report features analyzers manufactured by Abbott, Alifax, Anagen, BD, Beckman Coulter/Danaher, Biochem, Biolog, bioMerieux, Bio-Rad, Biotrol, Cepheid, Curetis, GenMark, Hologic/Gen-Probe, HTG, Iris, J&J, Labsystems, Life Technologies, MiDI, Olympus, Qiagen, Roche, Siemens, Sy-Lab, Sysmex, Tecan, Thermo Fisher, Tosoh.

Infectious Diseases Analyzed in the Report

AIDS/HIV, Adenovirus, Aeromonads, Bartonella, Blastocystis Hominis, Campylobacter, Candida, Chancroid, Chlamydia, Clostridium, Coronavirus, Coxsackievirus, Cryptosporidium, Cyclospora, CMV, E. Coli, Echovirus, Encephalitis, Enterovirus, EBV, Giardia, Gonorrhea, Granuloma Inguinale, Hantavirus, H. Pylori, Hepatitis, Herpes, Influenza, Legionella, Lyme, Lymphogranuloma, Malaria, Measles, Meningitis, Microsporidium, Mononucleosis, Mumps, Mycoplasma, HPV, Parvovirus, Pneumonia, Polyomaviruses, Pseudomonas, Rabies, RSV, Rhinovirus, Rotavirus, Rubella, Salmonella, Septicemia, Shigella, Staphylococci, Streptococci, Syphilis, Toxoplasmosis, Trichomonas, TB, Vibrio, West Nile, Yersinia and others.

Technology Assessment

Assessment of molecular diagnostic, monoclonal antibody, immunoassay, and other technologies and their potential applications for the microbiology market.

Global listings of companies developing or marketing microbiology products by individual test.

Competitive Strategies

Strategic assessments of major suppliers and start-up firms developing innovative technologies and products, including their sales, product portfolios, marketing tactics, collaborative arrangements, and new products in R&D.

The companies analyzed in the report include:

Abbott

Affymetrix

Agilent Technologies

Applied Gene Technologies

Arca/Nuvelo

Beckman Coulter/Danaher

Becton Dickinson

Biokit

bioMerieux

Bio-Rad

Biotest

Caliper

Cepheid

Decode

Diadexus

Diamedix

DiaSorin

Eiken Chemical

Enzo Biochem

Exact Sciences

Fujirebio/Innogenetics

Hologic/Gen-Probe

Illumina

ID Biomedical/GSK

Kreatech

Li-Cor Biosciences

Lonza

Monogram Biosciences

Myriad Genetics

Nanogen/Elitech

Novartis Diagnostics/Grifols

Orchid CellMark

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Proteome Sciences

Qiagen

Roche

Scienion

Sequenom

SeraCare

Siemens

Sierra Molecular

Shimadzu

Takara Bio

Tecan

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Wallac/PE

Wako

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CAR

CAS

CPT

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LAT

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Affymetrix
Agilent Technologies
Applied Gene Technologies
Arca/Nuvelo
Beckman Coulter/Danaher
Becton Dickinson
Biokit
bioMerieux
Bio-Rad
Biotest
Caliper
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