

# **New Frontiers in the Spanish Clinical Chemistry and Immunodiagnostic Markets: Business Challenges, Emerging Technologies, Competitive Landscape**

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## **Abstracts**

Complete report \$6,100. DataPack (test volumes, sales forecasts, supplier shares) \$3,950.

New Frontiers in the Spanish Clinical Chemistry and Immunodiagnostic Markets: Business Challenges, Emerging Technologies, Competitive Landscape is Venture Planning Group's new study of the major business opportunities emerging in the Spanish clinical chemistry and immunodiagnostic markets during the next five years. The report explores future trends in the Spanish market; provides estimates of the specimen, test and sales volumes, as well as major suppliers' sales and market shares; compares features of leading analyzers; profiles key competitors; and identifies specific product and marketing opportunities emerging during the next five years.

The report provides five-year volume and sales forecasts for over 100 clinical chemistry, TDM, endocrine, cancer, immunoprotein and abused drug assays performed in hospitals, commercial laboratories, physician offices, and ambulatory care centers, including controls, calibrators and consumables.

## **Rationale**

The clinical chemistry and immunodiagnostic markets are undergoing significant transformation, caused by convergence of new and more stringent regulations; advances in diagnostic technologies, system engineering, automation, and IT; and intensifying competition. Some segments, like routine chemistry, are already resembling commodity markets, where product positioning and cost per test are more critical than underlying technology. This evolving marketplace creates exciting opportunities for a

variety of new instruments, reagent systems, and auxiliary products, such as specimen preparation devices, controls, and calibrators.

## **Spain Market Overview**

Estimates of facilities performing clinical chemistry and immunodiagnostic tests.

Test volume and sales projections.

## **Strategic Recommendations**

New product development opportunities with significant market appeal.

Alternative market penetration strategies.

Potential market entry barriers and risks.

## **Market Segmentation Analysis**

Comprehensive review of the market dynamics, trends, structure, size, growth, and key suppliers.

Test volume and sales forecasts for over 100 clinical chemistry, TDM, endocrine, cancer, immunoprotein and abused drug assays, by market segment:

Hospitals

Commercial/Private Laboratories

Ambulatory Care Centers

## **Tests Analyzed in the Report**

Routine Clinical Chemistry: Albumin, Alkaline Phosphatase, ALT/SGPT, Ammonia, Amylase, AST/SGOT, Bilirubin, Total, BUN (Blood Urea Nitrogen), Calcium, Cardio CRP, Carbon Dioxide/Bicarbonate, Chloride, Cholesterol,

Creatine Kinase (CK), CK-MB, Creatinine, CRP, Ferritin, GGT, Glucose, HDL Cholesterol, Homocysteine, Iron, LDH, LDL Cholesterol, Magnesium, Phosphorus, Potassium, Protein, Total, Sodium, Triglycerides, Troponin, Uric Acid.

Therapeutic Drug Monitoring (TDM): Amikacin, Carbamazepine, Cyclosporin, Digoxin, Everolimus, Gentamicin, Levetiracetam, Lithium, Methotrexate, NAPA/Procainamide, Phenobarbital, Phenytoin, Quinidine, Sirolimus, Tacrolimus, Theophylline, Tobramycin, Topiramate, Valproic Acid, Vancomycin.

Endocrine Function: Cortisol, Estradiol, FSH, HCG, Gastrin, LH, Progesterone, PTH/IO PTH, Prolactin, T3, T3 Uptake, Free T3, T4, Free T4, TBG, Testosterone, Thyroglobulin Ab, TPO Ab, TSH.

Tumor Markers and Special Chemistry: AFP, CA 15-3/27-29, CA 19-9, CEA, Ferritin, Folate (Folic Acid), Glycosylated Hemoglobin, HCG, 25-Hydroxy Vitamin D2 and D3, Occult Blood, PAP, PSA, Thyroglobulin, Vitamin B-12.

Immunoproteins: C3, C4, Free Light Chains, Haptoglobin, IgA, IgE Specific, IgE Total, IgG, IgM, Immunofixation, Prealbumin, Protein Electrophoresis.

Drugs of Abuse: Amphetamines, Barbiturates, Benzodiazepines, Cannabinoids/Marijuana, Cocaine, LSD, Methadone, Methaqualone, Opiates, Phencyclidine (PCP), Propoxyphene, Tricyclic Antidepressants.

## **Current and Emerging Products**

Analysis of current and emerging clinical chemistry and immunodiagnostic tests.

Review of current instrumentation technologies, and feature comparison of high-, medium-, and low-volume/POC analyzers. technology Review

Assessment of current and emerging technologies, and their potential market applications.

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

## **Competitive Assessments**

Strategic assessments of major suppliers and emerging market entrants, including their sales, product portfolios, marketing tactics, collaborative arrangements and new products in R&D.

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

Abbott Laboratories

AdnaGen

Agilent Technologies

Beckman Coulter/Danaher

Biomedical Diagnostics

BioMerieux

Bio-Rad

DiaSorin

Eiken

Fujirebio/Innogenetics

Instrumentation Laboratory

Kyowa Medex

Matritech/Alere

Ortho-Clinical Diagnostics

Quest Diagnostics

Roche

Siemens

Sysmex

Thermo Fisher

Tosoh

Wako

Wallac/PE

Contains 568 pages and 117 tables

## Contents

### INTRODUCTION

### 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, Total
8. Blood Gases
9. Blood Urea Nitrogen (BUN)
10. Calcium
11. Cardio CRP
12. Cholesterol
13. Cholinesterase
14. CRP
15. Creatinine
16. Electrolytes
  - a. Carbon Dioxide/Bicarbonate
  - b. Chloride
  - c. Potassium
  - d. Sodium
17. Ferritin
18. Fructosamine
19. Gamma-Glutamyl Transpeptidase (GGT)
20. Glucose
21. High Density Lipoprotein (HDL)
22. Homocysteine
23. Iron
24. Lactate Dehydrogenase (LDH)
25. Magnesium
26. Phosphorus
27. Protein
28. Triglycerides

29. Uric Acid

30. Troponin

## B. Therapeutic Drug Monitoring (TDM)

1. Overview

2. Carbamazepine

3. Cyclosporin

4. Digoxin

5. Everolimus

6. Gentamicin

7. Lamotrigine/Lamictal

8. Levetiracetam

9. Lidocaine

10. Lithium

11. NAPA/Procainamide

12. Phenytoin

13. Quinidine

14. Sirolimus

15. Tacrolimus

16. Theophylline

17. Topiramate

18. Valproic Acid

## C. Endocrine Function Tests

1. Cortisol

2. Estradiol

3. Follicle-Stimulating Hormone (FSH)

4. Gastrin

5. Growth Hormone/IGF-1

6. Human Chorionic Gonadotropin (HCG)

7. LH

8. Progesterone

9. PTH/IO PTH

10. Prolactin

11. T3

12. T3 Free

13. T3 Uptake

14. T4 (Thyroxine)

15. T4 Free

16. TBG

17. Testosterone

18. Thyroglobulin Ab
19. TPO Ab
20. TSH

#### D. Tumor Markers And Special Chemistry Tests

1. AFP
2. CA 15-3
3. CA 19-9
4. CA 27-29
5. Carcinoembryonic Antigen (CEA)
6. Folate/Folic Acid
7. HCG
8. 25-Hydroxy Vitamin D2 and D3
9. Occult Blood
10. Prostate-Specific Antigen (PSA)
11. Thyroglobulin
12. Vitamin B-12

#### E. Immunoprotein Tests

1. Complement
  - a. C3
  - b. C4
2. Free Light Chains
3. Immunofixation
4. Immunoglobulins (IgA, IgE, IgG, IgM)
5. Haptoglobin
6. Prealbumin
7. Protein Electrophoresis

#### F. Drugs of Abuse

1. Overview
2. Test Methodologies
3. Amphetamines
4. Barbiturates
5. Benzodiazepines
6. Cannabinoids/Marijuana
7. Cocaine
8. Lysergic Acid Diethylamide (LSD)
9. Methadone
10. Methaqualone
11. Opiates
12. Phencyclidine



### 13. Tricyclic Antidepressants

G. Instrumentation Review: Operating characteristics and features of high-, medium-, and low-volume/POC analyzers

H. Major In Vitro Diagnostic Technologies And Their Potential Applications

1. Monoclonal and Polyclonal Antibodies

2. Immunoassays

a. Technological Principle

b. Chemiluminescence

c. Enzyme Immunoassays (EIA)

Overview

ELISA

EMIT

Electrochemical

d. Radioimmunoassays (RIA)

e. Immunoprecipitation

f. Affinity Chromatography

3. Tandem Mass Spec

4. IT and Automation

5. Dry Chemistry

6. Biosensors

## **Spain**

A. Executive Summary

B. Business Environment

C. Market Structure

D. Market Size, Growth and Major Suppliers' Instrument and Reagent Sales and Market Shares

## **Major Product Development Opportunities**

### **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

## **COMPETITIVE ASSESSMENTS**

Abbott Laboratories  
AdnaGen  
Agilent Technologies  
Beckman Coulter/Danaher  
Biomedical Diagnostics  
BioMerieux  
Bio-Rad  
DiaSorin  
Eiken  
Fujirebio/Innogenetics  
Instrumentation Laboratory  
Kyowa Medex  
Matriech/Alere  
Ortho-Clinical Diagnostics  
Quest Diagnostics  
Roche  
Siemens  
Sysmex  
Thermo Fisher

Tosoh  
Wako  
Wallac/PE

## List Of Tables

### LIST OF TABLES

Major Companies Developing or Marketing Albumin Tests  
Major Companies Developing or Marketing Alkaline Phosphatase Tests  
Major Companies Developing or Marketing ALT/SGPT Tests  
Major Companies Developing or Marketing Amylase Tests  
Major Companies Developing or Marketing AST/SGOT Tests  
Major Companies Developing or Marketing Bilirubin Tests  
Major Companies Developing or Marketing Blood Gas Analyzers  
Major Companies Developing or Marketing BUN Tests  
Major Companies Developing or Marketing Calcium Tests  
Major Companies Developing or Marketing Cholesterol Tests  
Major Companies Developing or Marketing Creatinine Tests  
Major Companies Developing or Marketing Electrolyte Tests  
Major Companies Developing or Marketing GGT Tests  
Major Companies Developing or Marketing Glucose Tests  
Major Companies Developing or Marketing HDL Tests  
Major Companies Developing or Marketing Iron Tests  
Major Companies Developing or Marketing LDH Tests  
Major Companies Developing or Marketing Magnesium Tests  
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 TDM Tests  
Major Companies Developing or Marketing Digoxin Tests  
Major Companies Developing or Marketing Lithium Tests  
Major Companies Developing or Marketing Phenytoin/Dilantin Tests  
Major Companies Developing or Marketing Theophylline Tests  
Major Companies Developing or Marketing Valproic Acid Tests  
Major Companies Developing or Marketing FSH Tests  
Major Companies Developing or Marketing HCG Tests  
Major Companies Developing or Marketing LH Tests  
Major Companies Developing or Marketing Prolactin Tests  
Major Companies Developing or Marketing T3 Tests  
Major Companies Developing or Marketing T4 Tests  
Major Companies Developing or Marketing TSH Tests

Major Companies Developing or Marketing AFP Tests  
Major Companies Developing or Marketing CEA Tests  
Major Companies Developing or Marketing Ferritin Tests  
Major Companies Developing or Marketing Occult Blood Tests  
Major Companies Developing or Marketing Prostatic Acid Phosphatase Tests  
Major Companies Developing or Marketing PSA Tests  
Major Companies Developing or Marketing Vitamin B-12/Folate Tests  
Major Companies Developing or Marketing CRP Tests  
Major Companies Developing or Marketing Drugs of Abuse Tests  
Major Companies Developing or Marketing Biosensors for Immunological Testing  
Executive Summary Table: Spain, Clinical Chemistry and Immunoassay Test Volume and Diagnostics Sales Forecast By Test Category  
Spain, Laboratories Performing Chemistry and Immunoassay Testing By Market Segment  
Spain, Hospital Laboratories Performing Chemistry and Immunoassay Tests By Bed Size  
Spain, Commercial/Private Laboratories Performing Chemistry and Immunoassay Tests By Annual Test Volume  
Spain, Total Chemistry and Immunoassay Specimen Volume Forecast  
Spain, All Market Segments, Specimen Volume Forecast By Test Category  
Spain, Total Clinical Chemistry and Immunoassay Test Volume Forecast By Test Category  
Spain, Routine Chemistry Test Volume Forecast By Market Segment  
Spain, Endocrine Function Test Volume Forecast By Market Segment  
Spain, Tumor Markers and Special Chemistry Test Volume Forecast By Market Segment  
Spain, Immunoprotein Test Volume Forecast By Market Segment  
Spain, TDM Test Volume Forecast By Market Segment  
Spain, Drugs of Abuse Test Volume Forecast By Market Segment  
Spain, All Market Segments, Profiles, Panels and Individual Tests Forecast  
Spain, Hospital Laboratories, Profiles, Panels and Individual Tests Forecast  
Spain, Commercial/Private Laboratories, Profiles, Panels and Individual Tests Forecast  
Spain, Ambulatory Care Centers, Profiles, Panels and Individual Tests Forecast  
Spain, All Market Segments, Routine Chemistry Test Volume Forecast by Assay  
Spain, Hospital Laboratories, Routine Chemistry Test Volume Forecast by Assay  
Spain, Commercial/Private Laboratories, Routine Chemistry Test Volume Forecast by Assay  
Spain, Ambulatory Care Centers, Routine Chemistry Test Volume Forecast by Assay  
Spain, All Market Segments, Endocrine Function Test Volume Forecast by Assay

Spain, Hospital Laboratories, Endocrine Function Test Volume Forecast by Assay  
Spain, Commercial/Private Laboratories, Endocrine Function Test Volume Forecast by Assay  
Spain, Ambulatory Care Centers, Endocrine Function Test Volume Forecast by Assay  
Spain, All Market Segments, Tumor Markers and Special Chemistry Test Volume Forecast by Assay  
Spain, Hospital Laboratories, Tumor Markers and Special Chemistry Test Volume Forecast by Assay  
Spain, Commercial/Private Laboratories, Tumor Markers and Special Chemistry Test Volume Forecast by Assay  
Spain, Ambulatory Care Centers, Tumor Markers and Special Chemistry Test Volume Forecast by Assay  
Spain, All Market Segments, Immunoprotein Test Volume Forecast by Assay  
Spain, Hospital Laboratories, Immunoprotein Test Volume Forecast by Assay  
Spain, Commercial/Private Laboratories, Immunoprotein Test Volume Forecast by Assay  
Spain, Ambulatory Care Centers, Immunoprotein Test Volume Forecast by Assay  
Spain, All Market Segments, TDM Test Volume Forecast by Assay  
Spain, Hospital Laboratories, TDM Test Volume Forecast by Assay  
Spain, Commercial/Private Laboratories, TDM Test Volume Forecast by Assay  
Spain, Ambulatory Care Centers, TDM Test Volume Forecast by Assay  
Spain, All Market Segments, Drugs of Abuse Test Volume Forecast by Assay  
Spain, Hospital Laboratories, Drugs of Abuse Test Volume Forecast by Assay  
Spain, Commercial/Private Laboratories, Drugs of Abuse Test Volume Forecast by Assay  
Spain, Ambulatory Care Centers, Drugs of Abuse Test Volume Forecast by Assay  
Spain, Total Clinical Chemistry and Immunoassay Reagent Market Forecast By Test Category  
Spain, Clinical Chemistry and Immunoassay Calibrator and Control Market Forecast By Test Category  
Spain, Routine Chemistry Reagent Market Forecast By Market Segment  
Spain, Endocrine Function Reagent Market Forecast By Market Segment  
Spain, Tumor Markers and Special Chemistry Reagent Market Forecast By Market Segment  
Spain, Immunoprotein Reagent Market Forecast By Market Segment  
Spain, TDM Reagent Market Forecast By Market Segment  
Spain, Drugs of Abuse Reagent Market Forecast By Market Segment  
Spain, All Market Segments, Routine Chemistry Reagent Market Forecast by Assay  
Spain, Hospital Laboratories, Routine Chemistry Reagent Market Forecast by Assay

Spain, Commercial/Private Laboratories, Routine Chemistry Reagent Market Forecast by Assay

Spain, Ambulatory Care Centers, Routine Chemistry Reagent Market Forecast by Assay

Spain, All Market Segments, Endocrine Function Reagent Market Forecast by Assay

Spain, Hospital Laboratories, Endocrine Function Reagent Market Forecast by Assay

Spain, Commercial/Private Laboratories, Endocrine Function Reagent Market Forecast by Assay

Spain, Ambulatory Care Centers, Endocrine Function Reagent Market Forecast by Assay

Spain, All Market Segments, Tumor Markers and Special Chemistry Reagent Market Forecast by Assay

Spain, Hospital Laboratories, Tumor Markers and Special Chemistry Reagent Market Forecast by Assay

Spain, Commercial/Private Laboratories, Tumor Markers and Special Chemistry Reagent Market Forecast by Assay

Spain, Ambulatory Care Centers, Tumor Markers and Special Chemistry Reagent Market Forecast by Assay

Spain, All Market Segments, Immunoprotein Reagent Market Forecast by Assay

Spain, Hospital Laboratories, Immunoprotein Reagent Market Forecast by Assay

Spain, Commercial/Private Laboratories, Immunoprotein Reagent Market Forecast by Assay

Spain, Ambulatory Care Centers, Immunoprotein Reagent Market Forecast by Assay

Spain, All Market Segments, TDM Reagent Market Forecast by Assay

Spain, Hospital Laboratories, TDM Reagent Market Forecast by Assay

Spain, Commercial/Private Laboratories, TDM Reagent Market Forecast by Assay

Spain, Ambulatory Care Centers, TDM Reagent Market Forecast by Assay

Spain, All Market Segments, Drugs of Abuse Reagent Market Forecast by Assay

Spain, Hospital Laboratories, Drugs of Abuse Reagent Market Forecast by Assay

Spain, Commercial/Private Laboratories, Drugs of Abuse Reagent Market Forecast by Assay

Spain, Ambulatory Care Centers, Drugs of Abuse Reagent Market Forecast by Assay

Spain, Clinical Chemistry and Immunoassay Instrument Market Forecast By Analyzer Type

Spain, Major Suppliers of Clinical Chemistry Diagnostics Products, Estimated Sales and Market Shares

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