

2018 POC/Point-of-Care Testing Markets: Supplier Shares, Volume and Sales Segment Forecasts, Emerging Technologies, Instrumentation Review, Competitive Strategies--Cancer Clinics, Ambulatory Centers, Surgery Centers, Nursing Homes, Birth Centers

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Abstracts

This 1,007-page report provides a comprehensive analysis of the emerging POC market segments, including their dynamics, size, growth, regulatory requirements, technological trends, competitive landscape, and emerging opportunities for instrument and consumable suppliers. This report will help diagnostic instrument and reagent 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 and commercial laboratories closer to the patient.

Market Segmentation Analysis

Review of the emerging POC market segments, including their dynamics, trends, structure, size, growth and major suppliers.- Five-year test volume and reagent sales forecasts for chemistry, immunodiagnostic, microbiology, hematology and coagulation procedures by market segment:- Cancer Clinics- Ambulatory Care Centers- Surgery Centers- Nursing Homes- Birth Centers 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 of major reagent and instrument suppliers

Current and Emerging Products Analysis of over 130 diagnostic procedures.- Review of the 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 five 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 VPGMarketResearch's proprietary data files.

Contains 1,007 pages and 180 tables

Contents

INTRODUCTION

RATIONALE FOR TESTING DECENTRALIZATION

1. Overview
2. Regulatory Trends
3. Economic Trends
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

A. 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)
10. Calcium
11. Cholesterol
12. Cholinesterase
13. Creatinine
14. Electrolytes
 - a. Carbon Dioxide/Bicarbonate
 - b. Chloride
 - c. Potassium
 - d. Sodium
15. Ferritin
16. Folate/Folic Acid

17. Fructosamine
18. Gamma-Glutamyl Transpeptidase (GGT)
19. Glucose
20. High Density Lipoprotein (HDL)
21. Iron
22. Lactate Dehydrogenase (LDH)
23. Magnesium
24. Phosphorus
25. Protein
26. Triglycerides
27. Troponin
28. Uric Acid
29. Urinalysis
30. Vitamin B12

Infectious Disease Tests

1. AIDS
2. Adenovirus
3. Campylobacter
4. Candida
5. Chlamydia
6. Clostridium Difficile
7. Cytomegalovirus
8. Enteroviruses
9. Epstein-Barr Virus
10. Gonorrhoea
11. Helicobacter Pylori
12. Hepatitis
 - a. Hepatitis A
 - b. Hepatitis B
 - c. Hepatitis C
 - d. Hepatitis D
13. Herpes Simplex Virus
14. Human Herpes Virus-6 (HHV-6)
15. Influenza Viruses
16. Legionella
17. Lyme Disease
18. Measles (Rubeola)
19. Meningitis
20. Mononucleosis

21. Mumps
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. Carcinoembryonic Antigen (CEA)
3. Occult Blood
4. Prostatic Acid Phosphatase (PAP)
5. Prostate-Specific Antigen (PSA)

Major Routine and Special Hematology Tests

1. CBC Analysis
 - 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
7. T3
8. T3 Uptake
9. Free T3
10. Thyroxine (T4)
11. Free T4
12. TBG
13. TSH

Therapeutic Drug Monitoring (TDM)

1. Overview
2. Carbamazepine
3. Digoxin
4. Gentamicin
5. Lidocaine
6. Lithium
7. Phenytoin/Dilantin
8. Procainamide
9. Quinidine
10. Theophylline
11. Valproic Acid

Coagulation Tests

1. Introduction
2. Activated Partial Thromboplastin Time (APTT)
3. Alpha-2 Antiplasmin
4. Antithrombin III
5. Bleeding Time
6. D-Dimer
7. Factor VIII
8. Fibrin Degradation Products
9. Fibrinogen
10. Heparin
11. Proteins C and S
12. Prothrombin Time (PT)
13. Thrombin Time

Immunoprotein Tests

1. CRP
2. Immunoglobulins

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

Instrumentation

1. Chemistry Analyzers Manufactured by:

- Abaxis
- Abbott
- Alfa Wassermann
- Awareness Technologies
- Beckman Coulter/Danaher
- bioMeriux
- 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

WORLDWIDE BUSINESS ENVIRONMENT

U.S.A.**A. Market Overview**

1. Business Environment
 - a. Health Care Expenditures
 - b. Cost Consciousness
 - c. Reimbursement
 - d. Industry Consolidation
 - e. Managed Care
 - PPO
 - HMO
 - f. Hospitals
 - g. Admissions
 - h. Length of Stay
 - i. Industry Diversification
 - j. Physician Demographics
 - k. Aging Population
 - More Chronic Illness
 - Disease Incidence
 - Susceptibility to Iatrogenesis
 - Multiple Illnesses Cases
 - l. Laboratory Regulations
2. Market Structure
 - a. Hospitals
 - b. Commercial/Private Laboratories

B. Cancer Clinics

1. Introduction
2. Market Summary
3. Test Volume and Sales Forecasts

C. Ambulatory Care Centers

1. Introduction
2. Market Summary
3. Market Structure
4. Test Volume and Sales Forecasts

D. Surgery Centers

1. Introduction
2. Market Summary
3. Market Structure

- 4. Test Volume and Sales Forecasts
- E. Nursing Homes
 - 1. Introduction
 - 2. Market Summary
 - 3. Market Structure
 - 4. Test Volume and Sales Forecasts
- F. Birth Centers
 - 1. Introduction
 - 2. Market Summary
 - 3. Market Structure
 - 4. Test Volume and Sales Forecasts
- G. Major Suppliers' Instrument Placements, Installed Base, Consumables Sales and Market Shares

MAJOR PRODUCT DEVELOPMENT OPPORTUNITIES

- A. Routine and Special Chemistry
- B. Microbiology/Infectious Diseases
- C. Hematology and Flow Cytometry
- D. Coagulation

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

COMPANY PROFILE

Abbott
ADI/America Diagnostica
Agilent Technologies
Alere/Biosite/Inverness
Axis-Shield
Beckman Coulter/Danaher
Becton Dickinson
Bio/Data
Biomerieux
Bio-Rad
Cepheid
Chrono-Log
Corgenix
Decode Genetics
Diadexus
Diagnocure
Diagnostica Stago/Trinity Biotech
Diamedix/Erba
Diasorin
Eiken Chemical
EKF Diagnostics
Fujirebio
Grifols
Helena Laboratories
Hologic/Gen-Probe
Horiba
Instrumentation Laboratory
International Technidyne/Nexus DX
Kreatech/Leica

Kyowa Medex
Lonza
Mackay Life Sciences
Matritech/Alere
Nihon Kohden
Ortho-Clinical Diagnostics
Polartech
Polymedco
Qiagen
Roche
SDIX
Sequenom
Siemens
Sienco
Sysmex
Takara Bio
ThermoFisher
Tosoh
Wako
Zycare/Alere

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 Ferritin 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 Vitamin B-12/Folate Tests
Major Companies Developing or Marketing AIDS Tests
Major Companies Developing or Marketing Adenovirus Tests
Major Companies Developing or Marketing Campylobacter Tests
Major Companies Developing or Marketing Candida Tests
Major Companies Developing or Marketing CMV Tests
Major Companies Developing or Marketing EBV Tests
Major Companies Developing or Marketing Gonorrhoea Tests
Major Companies Developing or Marketing Helicobacter Pylori Tests
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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
Major Companies Developing or Marketing Streptococci Tests
Major Companies Developing or Marketing Syphilis Tests
Major Companies Developing or Marketing AFP Tests
Major Companies Developing or Marketing CEA 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 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 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 APTT Tests
Major Companies Developing or Marketing Alpha-2 Antiplasmin Tests
Major Companies Developing or Marketing Antithrombin III Tests
Major Companies Developing or Marketing Bleeding Time Tests
Major Companies Developing or Marketing D-Dimer Tests
Major Companies Developing or Marketing Factor Assays Tests

Major Companies Developing or Marketing Fibrin Degradation Product Tests
Major Companies Developing or Marketing Fibrinogen Tests
Major Companies Developing or Marketing Heparin Tests
Major Companies Developing or Marketing Protein C Tests
Major Companies Developing or Marketing Protein S Tests
Major Companies Developing or Marketing PT Tests
Major Companies Developing or Marketing Thrombin Time Tests
Major Companies Developing or Marketing CRP Tests
Major Companies Developing or Marketing Drugs of Abuse Tests
Cancer Clinics Total Diagnostics Sales Forecast by Market Segment
Cancer Clinics Reagent Sales Forecast by Market Segment
Cancer Clinics Instrument Sales Forecast by Market Segment
Cancer Clinics Major Tumor Markers Test Volume Forecast
Cancer Clinics Routine And Special Chemistry Test Volume Forecast
Cancer Clinics Routine Hematology/Flow Cytometry Test Volume Forecast
Cancer Clinics Endocrine Function Test Volume Forecast
Cancer Clinics Coagulation Test Volume Forecast
Cancer Clinics Major Tumor Marker Sales Forecast by Test
Cancer Clinics Routine and Special Chemistry Reagent Market Forecast by Test
Cancer Clinics Hematology And Flow Cytometry Reagent Market Forecast
Cancer Clinics Endocrine Function Reagent Market Forecast
Cancer Clinics Coagulation Reagent Market Forecast
Ambulatory Care Centers Total Diagnostics Sales Forecast by Market Segment
Ambulatory Care Centers Reagent Sales Forecast by Market Segment
Ambulatory Care Centers Instrument Sales Forecast by Market Segment
Ambulatory Care Centers Estimated Number of Facilities and Patient Visits
Ambulatory Care Centers Most Frequent Diagnoses
Ambulatory Care Centers Routine and Special Chemistry Test Volume Forecast
Ambulatory Care Centers Routine Hematology Test Volume Forecast
Ambulatory Care Centers Microbiology and Serology Test Volume Forecast
Ambulatory Care Centers Drugs of Abuse Test Volume Forecast
Ambulatory Care Centers Coagulation Test Volume Forecast
Ambulatory Care Centers Routine and Special Chemistry Reagent Market Forecast by Test
Ambulatory Care Centers Drugs of Abuse Reagent Market Forecast by Test
Ambulatory Care Centers Hematology Reagent Market Forecast
Ambulatory Care Centers Microbiology and Serology Reagent Market Forecast by Test
Ambulatory Care Centers Coagulation Reagent Market Forecast
Surgery Centers Total Diagnostics Sales Forecast by Market Segment

Surgery Centers Reagent Sales Forecast by Market Segment
Surgery Centers Instrument Sales Forecast by Market Segment
Surgery Centers Most Frequently Performed Procedures
Surgery Centers Routine And Special Chemistry Test Volume Forecast
Surgery Centers Routine Hematology Test Volume Forecast
Surgery Centers Coagulation Test Volume Forecast
Surgery Centers Microbiology and Serology Test Volume Forecast
Surgery Centers Routine and Special Chemistry Reagent Market Forecast by Test
Surgery Centers Hematology Consumable Market Forecast
Surgery Centers Coagulation Reagent Market Forecast
Nursing Homes Total Diagnostics Sales Forecast by Market Segment
Nursing Homes Reagent Sales Forecast by Market Segment
Nursing Homes Instrument Sales Forecast by Market Segment
Nursing Homes Estimated Number of Facilities, Beds and Occupancy Rate
Nursing Homes Routine and Special Chemistry Test Volume Forecast
Nursing Homes Coagulation Test Volume Forecast
Nursing Homes Routine Hematology Test Volume Forecast
Nursing Homes Routine And Special Chemistry Reagent Market Forecast by Test
Nursing Homes Coagulation Reagent Market Forecast
Nursing Homes Hematology Reagent Market Forecast
Birth Centers Total Diagnostics Sales Forecast by Market Segment
Birth Centers Reagent Sales Forecast by Market Segment
Birth Centers Instrument Sales Forecast by Market Segment
Birth Centers Facilities, Patient Visits, and Births
Birth Centers Routine And Special Chemistry Test Volume Forecast
Birth Centers Profiles, Panels and Individual Tests
Birth Centers Microbiology and Serology Test Volume Forecast
Birth Centers Coagulation Test Volume Forecast
Birth Centers Routine Hematology Test Volume Forecast
Birth Centers Routine and Special Chemistry Reagent Market Forecast by Test
Birth Centers Microbiology and Serology Testing Market Forecast
Birth Centers Hematology Reagent Market Forecast
Birth Centers Coagulation Reagent Market Forecast
Major Suppliers of Clinical Chemistry Diagnostics Products, Estimated Sales and Market Shares
Major Suppliers of Clinical Chemistry Reagents, Estimated Sales and Market Shares
Major Suppliers of Clinical Chemistry Analyzers, Estimated Sales and Market Shares
Major Suppliers of Immunodiagnostic Products, Estimated Sales and Market Shares
Major Suppliers of Immunoassay Reagents, Estimated Sales and Market Shares

Major Suppliers of Immunoassay Analyzers, Estimated Sales and Market Shares
AIDS Testing Market Estimated Market Shares of Major Suppliers
Chlamydia Testing Market Estimated Market Shares of Major Suppliers
CMV Testing Market Estimated Market Shares of Major Suppliers
Gonorrhoea Testing Market Estimated Market Shares of Major Suppliers
Helicobacter Pylori Testing Market Estimated Market Shares of Major Suppliers
Hepatitis Testing Market Estimated Market Shares of Major Suppliers
Herpes Testing Market Estimated Market Shares of Major Suppliers
Influenza Testing Market Estimated Market Shares of Major Suppliers
Lyme Disease Testing Market Estimated Market Shares of Major Suppliers
Mononucleosis Testing Market Estimated Market Shares of Major Suppliers
Rubella Testing Market Estimated Market Shares of Major Suppliers
Streptococci Testing Market Estimated Market Shares of Major Suppliers
Syphilis Testing Market Estimated Market Shares of Major Suppliers
AFP Testing Market By Major Suppliers
CA 15-3/27-29 Testing Market by Major Suppliers
CA 19-9 Testing Market by Major Suppliers
CEA Testing Market by Major Suppliers
PAP Testing Market by Major Suppliers
PSA Testing Market by Major Suppliers
Hematology Analyzers Estimated Placements and Installed Base
Flow Cytometers Estimated Placements and Installed Base
Hematology Diagnostics Market Estimated Market Shares of Major Suppliers
Hematology Instrument Market Estimated Market Shares of Major Suppliers
Hematology Consumable Market Estimated Market Shares of Major Suppliers
Flow Cytometry Diagnostics Market Estimated Market Shares of Major Suppliers
Flow Cytometry Consumable Market Estimated Market Shares of Major Suppliers
Flow Cytometry Instruments Market Estimated Market Shares of Major Suppliers
Major Suppliers of Coagulation Diagnostic Products, Estimated Market Shares of Major Suppliers

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