

# The 2012 Top Ten World's Leading Diagnostic Imaging Companies

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### Abstracts

A unique multi-client study designed to provide diagnostic imaging industry executives with strategically significant competitor information, analysis and insight crucial to the development and implementation of effective business, marketing and R&D programs. The study's major objectives include:

To establish a comprehensive, factual, annually updated and cost-effective information base on performance, capabilities, goals and strategies of the world's leading diagnostic imaging companies.

To help current suppliers realistically assess their financial, technological and marketing capabilities vis-à-vis the leading competitors.

To assist potential market entrants in evaluating prospective acquisition and joint venture candidates.

To complement the organizations' internal competitor information gathering efforts with strategic analysis, data interpretation and insight.

Contains 850 pages and 85 tables



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#### SECTION I: EXECUTIVE SUMMARY

A 3-15 page synopsis of key sections

#### SECTION II: BUSINESS ORGANIZATION

History of the imaging business evolution, which is important to understanding the company's corporate culture and strategies Recent acquisitions, divestitures, and significant organizational changes Current organizational structure

#### SECTION III: SENIOR MANAGEMENT

Management philosophy and attitudes toward the diagnostic imaging market Background of key executives

#### SECTION IV: FACILITIES AND EMPLOYEES

Location and size of administrative, manufacturing, and R&D facilities in the U.S. and abroad New plants under construction U.S. and international work force size and distribution

#### SECTION V: TECHNOLOGICAL KNOW-HOW

Internally developed and acquired diagnostic imaging and related technologies, including X-ray, ultrasound, MRI, CT, nuclear medicine, PET, PACS, and others

#### SECTION VI: PRODUCT PORTFOLIO ANALYSIS

Placements and installed base of major systems in the U.S. and abroad, by modality Review of major product lines

Specifications, features, advantages, weaknesses, introduction dates and prices of current systems

#### SECTION VII: MARKETING TACTICS



The U.S. and international sales force size in major geographic regions Selling options, including rental plans, leasing and others Promotional tactics, e.g., pricing, discounts, advertising, trade shows, seminars, product literature, newsletters, etc.

System service and support

#### SECTION VIII: SALES AND PROFIT GROWTH

Sales estimates by division, geographic region, and modality Sales and operating profit performance

#### SECTION IX: R&D EXPENDITURES AND MAJOR PROGRAMS

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