

# Tumor Marker Testing: New Product Development Opportunities, Market Penetration Strategies, Entry Barriers and Risks

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Date: February 2012

Pages: 15

Price: US\$ 680.00 (Single User License)

ID: T2999E4CCACEN

## **Abstracts**

# **Highlights**

Identifies major opportunities emerging in the tumor marker diagnostics market during the next ten years.

Proposes "ideal" product models with tentative prices and operating characteristics.

Suggests alternative business expansion strategies for suppliers.

Contains 15 pages



# **Contents**

#### MAJOR PRODUCT DEVELOPMENT OPPORTUNITIES

- A. Reagent Kits and Test Systems/Panels
- B. Instrumentation
- C. Computers, Software and Automation
- D. Auxiliary Products

#### **DESIGN CRITERIA FOR DECENTRALIZED TESTING PRODUCTS**

#### **ALTERNATIVE MARKET PENETRATION STRATEGIES**

- A. Internal Development
- B. Collaborative Arrangements
- C. University Contracts
- D. Distribution Strategies
  - 1. Marketing Approaches
  - 2. Product Complexity
  - 3. Customer Preference
  - 4. Established Suppliers
  - 5. Emerging Suppliers
  - 6. Major Types of Distributors
  - 7. Market Segmentation Factor

#### 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



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