









MEDICAL DEVICES

PHARMACEUTICALS

CHEMICALS

FOOD & BEVERAGE

ELECTRONICS

Table of Contents and List of Tables

Copyright VENTURE PLANNING GROUP This material is confidential for use by our clients only and may not be reprinted or reproduced.

VPG Publications, Consulting, Clients www.VPGcorp.com

VPG Market Research Reports www.VPGMarketResearch.com

Partner Reports www.LeadingMarketResearch.com

VENTURE PLANNING GROUP 1271 Avenue of the Americas, Suite 4300 New York, NY 10020 Phone + 1 212 564 2838 Fax + 1 212 564 8133 *reports@vpgcorp.com*

Table of Contents

I. Introduction

II. Major Product Development Opportunities

- A. Blood Typing and Grouping
- B. Infectious Disease Screening
- C. Auxiliary

III. Alternative Market Penetration Strategies

- A. Internal Development
- B. Collaborative Arrangements
- C. University Contracts

IV. Potential Market Entry Barriers and Risks

- A. Market Maturity
- B. Cost Containment
- C. Competition
- D. Technological Edge and Limitations
- E. Patent Protection

V. Worldwide Technology and Market Overview

- A. Major Blood Typing, Grouping and Infectious Disease Screening Tests
 - 1. Blood Typing and Grouping Tests
 - a. ABO
 - b. Antibody Panels
 - c. Antibody Screening
 - d. Antigen Typing
 - e. Antiglobulin Test

Table of Contents (continues)

- f. Crossmatch
- g. HLA Typing
- h. Rh
- i. Other Blood Groups
- 2. Infectious Disease Screening Tests
 - a. AIDS/HIV
 - Background
 - Diagnostic Tests
 - ° Enzyme Immunoassay
 - ° Viral Load/Drug Resistance Testing
 - [°] Genotype and Phenotype Testing
 - Blood Banking Considerations
 - b. Hepatitis Markers
 - Hepatitis A
 - Hepatitis B
 - Hepatitis C
 - Hepatitis D (Delta Hepatitis)
 - Hepatitis E
 - Hepatitis G
 - Vaccines and Drugs
 - c. Cytomegalovirus
 - Background
 - Diagnostic Tests
 - Vaccines and Drugs
 - d. Syphilis
 - Background
 - Diagnostic Tests
 - Vaccines and Drugs
 - e. West Nile Virus
 - Background
 - Clinical Syndromes
 - Diagnostic Tests
 - Vaccines and Drugs
 - f. Parvovirus B19
 - Microbiology
 - Epidemiology
 - Clinical Syndromes
 - Diagnostic Test
 - Vaccines and Drugs

Table of Contents (continues)

- g. Creutzfeldt-Jakob's Disease
 - Background
 - Transmission
 - Diagnostic Tests
 - Vaccines and Drugs
- h. Malaria
- i. Chagas Disease
- j. Babesiosis
- 3. Pathogen Reduction
- 4. Leukocyte Reduction
 - Background
 - Methods
- B. Instrumentation Review: Operating Characteristics, Features and Selling Prices of Leading Blood Typing, Grouping and Infectious Disease Screening Automated and Semiautomated Analyzers
- C. Major Blood Banking Technologies and Their Potential Applications
 - 1. Molecular Diagnostics
 - 2. Monoclonal and Polyclonal Antibodies
 - 3. Immunoassays
 - 4. Microtitration Plates
 - 5. IT and Automation
 - 6. Lasers
 - 7. Robotics
 - 8. Synthetic Red Cell Substitutes
 - 9. Genetically Engineered Blood Components
 - 10. Blood Preservation
 - 11. Autologous Blood Transfusion/Freezing

VI. Italy Blood Banking Market

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Test Volume and Sales Forecasts, by Market Segment, Major Supplier Sales and Market Shares

Table of Contents (continues)

VII. Competitive Assessments

- Abbott
- Beckman Coulter/Danaher
- Becton Dickinson
- Biokit
- BioMerieux
- Bio-Rad
- CellMark Forensics/LabCorp
- Diagast
- DiaSorin
- Fujirebio
- Hologic/Gen-Probe
- Grifols
- Immucor
- Ortho-Clinical Diagnostics
- Proteome Sciences
- Quest Diagnostics
- Quidel
- Roche
- Siemens
- Tecan

List of Tables

Major Companies Developing or Marketing Blood Typing and Grouping Tests

Major Companies Developing or Marketing HLA Typing Tests

Major Companies Developing or Marketing AIDS Tests

Major Companies Developing or Marketing Hepatitis Tests

Major Companies Developing or Marketing CMV Tests

Major Companies Developing or Marketing Syphilis Tests

Major Companies Developing or Marketing Blood Bank Analyzers

Executive Summary Table: Italy, Total Blood Bank Test Volume and Reagent Sales Forecast by Test Category

Italy, Facilities Performing Blood Bank Tests by Market Segment

Italy, Hospital Laboratories Performing Blood Bank Tests by Bed Size

Italy, Commercial/Private Laboratories Performing Blood Bank Tests by Annual Test Volume

Italy, All Market Segments Blood Typing And Grouping Test Volume by Market Segment

Italy, All Market Segments Blood Typing And Grouping Test Volume Forecast

Italy, Hospital Laboratories Blood Typing and Grouping Test Volume Forecast

List of Tables (continues)

Italy, Blood Banks Blood Typing And Grouping Test Volume Forecast

Italy, Commercial/Private Laboratories Blood Typing and Grouping Test Volume Forecast

Italy, All Market Segments Infectious Disease Screening Test Volume Forecast by Market Segment

Italy, All Market Segments Infectious Disease Screening Test Volume Forecast

Italy, Blood Banks Infectious Disease Screening Test Volume Forecast

Italy, Commercial/Private Laboratories Infectious Disease Screening Test Volume Forecast

Italy, Hospital Laboratories Infectious Disease Screening Test Volume Forecast

Italy, All Market Segments Blood Typing and Grouping Reagent Market Forecast by Market Segment

Italy, All Market Segments Blood Typing And Grouping Reagent Market Forecast by Major Test

Italy, Hospital Laboratories Blood Typing and Grouping Reagent Market Forecast By Major Test

Italy, Blood Banks Blood Typing and Grouping Reagent Market Forecast by Major Test

Italy, Commercial/Private Laboratories Blood Typing and Grouping Reagent Market Forecast By Major Test

Italy, All Market Segments Infectious Disease Screening Reagent Market Forecast by Market Segment

List of Tables (continues)

Italy, All Market Segments Infectious Disease Screening Reagent Market Forecast by Test

Italy, Blood Banks Infectious Disease Screening Reagent Market Forecast by Test

Italy, Commercial/Private Laboratories Infectious Disease Screening Reagent Market Forecast by Test

Italy, Hospital Laboratories Infectious Disease Screening Reagent Market Forecast By Test

Italy, Major Suppliers of Blood Typing And Grouping Reagents Estimated Sales And Market Shares

Italy, AIDS/Hepatitis Blood Screening Market, Reagent Sales by Major Supplier

Italy, HIV/Hepatitis NAT Market, Reagent Sales by Major Supplier

Italy, CMV Blood Screening Market, Reagent Sales By Major Supplier