

## ***Table of Contents***

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

**VENTURE PLANNING GROUP**  
reports@vpgcorp.com  
+ 1 212 564 2838

**Drugs of Abuse Testing :  
Hospitals and Commercial Labs**

**Table of Contents**

**Introduction**

**Worldwide Market and Technology Overview**

**A. Major Drugs of Abuse**

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

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

**C. Major In Vitro Diagnostic Technologies  
And Their Potential Applications**

1. Monoclonal and Polyclonal Antibodies
2. Immunoassays
  - a. Technological Principle
  - d. 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

## **D. Market Size, Growth and Major Supplier Shares**

### **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
- Agilent Technologies
- Beckman Coulter/Danaher
- bioMerieux
- Bio-Rad
- DiaSorin
- Eiken Chemical
- Fujirebio
- Grifols
- Instrumentation Laboratory/Werfen
- Kyowa Medex
- Ortho-Clinical Diagnostics
- PerkinElmer
- Quest Diagnostics
- Roche
- Siemens Healthineers
- Sysmex
- Thermo Fisher
- Tosoh
- Wako