

**Competing in the Global Drugs of Abuse Testing Market
Emerging Tests, Technology Assessments, Instrumentation Review,
Market Shares, Sales Forecasts, and Strategic Profiles of Key Players**

Table of Contents

Introduction

Worldwide Market and Technology Overview

A. Major 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
13. Tricyclic Antidepressants

- B. Instrumentation Review:** Operating characteristics and features of high-, medium-, and low-volume/POC analyzers manufactured by Abaxis, Abbott, Alere/Inverness, Alfa Wassermann, AMS, Awareness Technologies, Beckman Coulter/Olympus, Binding Site, bioMerieux, Carolina Chemistries, DiaSorin, Grifols, Horiba, Medica, Nova Biomedical, Ortho-Clinical Diagnostics, Polymedco, Randox, Roche, Siemens, Tosoh, Vital Diagnostics and other suppliers

**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

Table of Contents (Continued)

- d. Radioimmunoassays (RIA)
- e. Immunoprecipitation
- f. Affinity Chromatography
- 3. Tandem Mass Spec
- 4. IT and Automation
- 5. Dry Chemistry
- 6. Biosensors

France: Test Volume and Sales Forecasts by Assay and Market Segment,
And Major Supplier Market Shares

Germany: Test Volume and Sales Forecasts by Assay and Market Segment,
And Major Supplier Market Shares

Italy: Test Volume and Sales Forecasts by Assay and Market Segment,
And Major Supplier Market Shares

Japan: Test Volume and Sales Forecasts by Assay and Market Segment,
And Major Supplier Market Shares

Spain: Test Volume and Sales Forecasts by Assay and Market Segment,
And Major Supplier Market Shares

UK: Test Volume and Sales Forecasts by Assay and Market Segment,
And Major Supplier Market Shares

USA: Test Volume and Sales Forecasts by Assay and Market Segment,
And Major Supplier Market 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

Table of Contents (Continued)

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 Laboratories
- AdnaGen
- Beckman Coulter/Danaher
- Biomedical Diagnostics
- BioMerieux
- Bio-Rad
- Dako
- DiaSorin
- Eiken
- Fujirebio
- Instrumentation Laboratory
- Kyowa Medex
- Matritech/Alere
- Ortho-Clinical Diagnostics
- Roche
- Siemens
- Sysmex
- Thermo Fisher
- Tosoh
- Wako
- Wallac/PE

List of Tables

Major Companies Developing or Marketing
Drugs of Abuse Tests

France, Drugs of Abuse Test Volume Forecast
By Market Segment

France, All Market Segments, Drugs Of Abuse
Test Volume Forecast by Assay

France, Hospital Laboratories, Drugs Of Abuse
Test Volume Forecast by Assay

France, Commercial/Private Laboratories,
Drugs of Abuse Test Volume Forecast by Assay

France, Drugs of Abuse Reagent Market
Forecast By Market Segment

France, All Market Segments, Drugs of Abuse
Reagent Market Forecast by Assay

France, Hospital Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

France, Commercial/Private Laboratories,
Drugs of Abuse Reagent Market Forecast by Assay

France, Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

Germany, Drugs of Abuse Test Volume
Forecast By Market Segment

Germany, All Market Segments, Drugs of Abuse
Test Volume Forecast by Assay

Germany, Hospital Laboratories, Drugs of Abuse
Test Volume Forecast by Assay

List of Tables (continued)

Germany, Commercial/Private Laboratories,
Drugs of Abuse Test Volume Forecast by Assay

Germany, Physician Offices/Group Practices,
Drugs of Abuse Test Volume Forecast by Assay

Germany, Drugs of Abuse Reagent Market
Forecast By Market Segment

Germany, All Market Segments, Drugs of Abuse
Reagent Market Forecast by Assay

Germany, Hospital Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

Germany, Commercial/Private Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

Germany, Physician Offices/Group Practices,
Drugs of Abuse Reagent Market Forecast by Assay

Germany, Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

Italy, Drugs of Abuse Test Volume Forecast
By Market Segment

Italy, Commercial/Private Laboratories, Drugs of Abuse
Test Volume Forecast by Assay

Italy, Drugs of Abuse Reagent Market
Forecast By Market Segment

Italy, All Market Segments, Drugs of
Abuse Reagent Market Forecast by Assay

Italy, Hospital Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

Italy, Commercial/Private Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

List of Tables (continued)

Italy, All Market Segments, Drugs
of Abuse Test Volume Forecast by Assay

Italy, Hospital Laboratories, Drugs of Abuse
Test Volume Forecast by Assay

Italy, Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

Japan, Drugs of Abuse Test Volume
Forecast By Market Segment

Japan, All Market Segments, Drugs of Abuse
Test Volume Forecast by Assay

Japan, Hospital Laboratories, Drugs of Abuse
Test Volume Forecast by Assay

Japan, Commercial/Private Laboratories,
Drugs of Abuse Test Volume Forecast by Assay

Japan, Drugs of Abuse Reagent Market
Forecast By Market Segment

Japan, All Market Segments, Drugs of Abuse
Reagent Market Forecast by Assay

Japan, Hospital Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

Japan, Commercial/Private Laboratories,
Drugs of Abuse Reagent Market Forecast by Assay

Japan, Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

Spain, Drugs of Abuse Test Volume
Forecast By Market Segment

List of Tables (continued)

Spain, All Market Segments, Drugs of Abuse
Test Volume Forecast by Assay

Spain, Hospital Laboratories, Drugs of Abuse
Test Volume Forecast by Assay

Spain, Commercial/Private Laboratories,
Drugs of Abuse Test Volume Forecast by Assay

Spain, Ambulatory Care Centers, Drugs of Abuse
Test Volume Forecast by Assay

Spain, Drugs of Abuse Reagent Market
Forecast By Market Segment

Spain, Commercial/Private Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

Spain, Ambulatory Care Centers, Drugs of Abuse
Reagent Market Forecast by Assay

Spain, Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

U.K., Drugs of Abuse Test Volume
Forecast By Market Segment

U.K., All Market Segments, Drugs of Abuse
Test Volume Forecast by Assay

U.K., Hospital Laboratories, Drugs of Abuse
Test Volume Forecast by Assay

U.K., Commercial/Private Laboratories, Drugs of Abuse
Test Volume Forecast by Assay

U.K., Drugs of Abuse Reagent Market
Forecast By Market Segment

U.K., All Market Segments, Drugs of Abuse
Reagent Market Forecast by Assay

List of Tables (continued)

U.K., Hospital Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

U.K., Commercial/Private Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

U.K., Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

U.S.A., Drugs of Abuse Test Volume
Forecast By Market Segment

U.S.A., All Market Segments, Drugs of Abuse
Test Volume Forecast by Assay

U.S.A., Hospital Laboratories, Drugs of Abuse
Test Volume Forecast by Assay

U.S.A., Commercial/Private Laboratories,
Drugs of Abuse Test Volume Forecast
by Assay

U.S.A., Physician Offices/Group Practices,
Drugs of Abuse Test Volume Forecast
by Assay

U.S.A., Drugs of Abuse Reagent Market
Forecast By Market Segment by Assay

U.S.A., All Market Segments, Drugs of Abuse
Reagent Market Forecast by Assay

U.S.A., Hospital Laboratories, Drugs of Abuse
Reagent Market Forecast by Assay

U.S.A., Commercial/Private Laboratories,
Drugs of Abuse Reagent Market Forecast
by Assay

List of Tables (continued)

U.S.A., Physician Offices/Group Practices,
Drugs of Abuse Reagent Market Forecast
by Assay

U.S.A., Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares