

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

Table of Contents

Introduction

Worldwide Market and Technology Overview

A. Major Immunoprotein Tests

1. C3
2. C4
3. Ceruloplasmin
4. Free Light Chains
5. Haptoglobin
6. Immunofixation
7. Immunoglobulins (IgA, IgE, IgG, IgM)
8. Prealbumin
9. Protein Electrophoresis

B. Instrumentation Review: Operating characteristics and features of high-, medium-, and low-volume/POC analyzers manufactured by Abaxis, Abbott, Alfa Wassermann, AMS, Awareness Technologies, Beckman Coulter, Binding Site, bioMérieux, 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
 - d. Radioimmunoassays (RIA)
 - e. Immunoprecipitation
 - f. Affinity Chromatography
3. Tandem Mass Spec
4. IT and Automation
5. Dry Chemistry
6. Biosensors

Table of Contents (Continued)

- 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
 - 5. Emerging Suppliers
 - 6. Major Types of Distributors
 - 7. Market Segmentation

Table of Contents (Continued)

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
IL/Werfen
Kyowa Medex
Ortho-Clinical Diagnostics
PerkinElmer
Quest Diagnostics
Roche
Siemens Healthineers
Sysmex
Thermo Fisher
Tosoh
Wako

List of Tables

France, Immunoprotein Test Volume Forecast
By Market Segment

France, All Market Segments,
Immunoprotein Test Volume Forecast by Assay

France, Hospital Laboratories,
Immunoprotein Test Volume Forecast by Assay

France, Commercial/Private Laboratories,
Immunoprotein Test Volume Forecast by Assay

France, Immunoprotein Reagent Market
Forecast By Market Segment

France, All Market Segments,
Immunoprotein Reagent Market Forecast by Assay

France, Hospital Laboratories,
Immunoprotein Reagent Market Forecast by Assay

France, Commercial/Private Laboratories,
Immunoprotein Reagent Market Forecast by Assay

France, Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

Germany, Immunoprotein Test Volume
Forecast By Market Segment

Germany, All Market Segments,
Immunoprotein Test Volume Forecast by Assay

List of Tables (continued)

Germany, Hospital Laboratories,
Immunoprotein Test Volume Forecast by Assay

Germany, Commercial/Private Laboratories,
Immunoprotein Test Volume Forecast by Assay

Germany, Physician Offices/Group Practices,
Immunoprotein Test Volume Forecast by Assay

Germany, Immunoprotein Reagent Market
Forecast By Market Segment

Germany, All Market Segments,
Immunoprotein Reagent Market Forecast by Assay

Germany, Hospital Laboratories,
Immunoprotein Reagent Market Forecast by Assay

Germany, Commercial/Private Laboratories,
Immunoprotein Reagent Market Forecast by Assay

Germany, Physician Offices/Group Practices,
Immunoprotein Reagent Market Forecast by Assay

Germany, Major Suppliers of Immunodiagnostic
Products, Estimated Market Shares

Italy, Immunoprotein Test Volume
Forecast By Market Segment

Italy, All Market Segments,
Immunoprotein Test Volume Forecast by Assay

Italy, Hospital Laboratories,
Immunoprotein Test Volume Forecast by Assay

Italy, Commercial/Private Laboratories,
Immunoprotein Test Volume Forecast by Assay

Italy, All Market Segments,
Immunoprotein Reagent Market Forecast by Assay

List of Tables (continued)

Italy, Hospital Laboratories,
Immunoprotein Reagent Market Forecast by Assay

Italy, Commercial/Private Laboratories,
Immunoprotein Reagent Market Forecast by Assay

Italy, Major Suppliers of Immunodiagnostic
Products, Estimated Market Shares

Japan, Immunoprotein Test Volume
Forecast By Market Segment

Japan, All Market Segments,
Immunoprotein Test Volume Forecast by Assay

Japan, Hospital Laboratories,
Immunoprotein Test Volume Forecast by Assay

Japan, Commercial/Private Laboratories,
Immunoprotein Test Volume Forecast by Assay

Japan, Immunoprotein Reagent Market
Forecast By Market Segment

Japan, All Market Segments,
Immunoprotein Reagent Market Forecast by Assay

Japan, Hospital Laboratories,
Immunoprotein Reagent Market Forecast by Assay

Japan, Commercial/Private Laboratories,
Immunoprotein Reagent Market Forecast by Assay

Japan, Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

Spain, Immunoprotein Test Volume
Forecast By Market Segment

List of Tables (continued)

Spain, All Market Segments,
Immunoprotein Test Volume Forecast by Assay

Spain, Hospital Laboratories,
Immunoprotein Test Volume Forecast by Assay

Spain, Commercial/Private Laboratories,
Immunoprotein Test Volume Forecast by Assay

Spain, Ambulatory Care Centers,
Immunoprotein Test Volume Forecast by Assay

Spain, Immunoprotein Reagent Market
Forecast By Market Segment

Spain, All Market Segments,
Immunoprotein Reagent Market Forecast by Assay

Spain, Hospital Laboratories,
Immunoprotein Reagent Market Forecast by Assay

Spain, Commercial/Private Laboratories,
Immunoprotein Reagent Market Forecast by Assay

Spain, Ambulatory Care Centers,
Immunoprotein Reagent Market Forecast by Assay

Spain, Major Suppliers of Immunodiagnostic Products,
Estimated Market Shares

U.K., Immunoprotein Test Volume
Forecast By Market Segment

U.K., All Market Segments,
Immunoprotein Test Volume Forecast by Assay

U.K., Hospital Laboratories,
Immunoprotein Test Volume Forecast by Assay

List of Tables (continued)

U.K., Commercial/Private Laboratories,
Immunoprotein Test Volume Forecast by Assay

U.K., Immunoprotein Reagent Market
Forecast By Market Segment

U.K., All Market Segments,
Immunoprotein Reagent Market Forecast by Assay

U.K., Hospital Laboratories,
Immunoprotein Reagent Market Forecast by Assay

U.K., Commercial/Private Laboratories,
Immunoprotein Reagent Market Forecast by Assay

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

U.S.A., Immunoprotein Test Volume
Forecast By Market Segment

U.S.A., All Market Segments,
Immunoprotein Test Volume Forecast by Assay

U.S.A., Hospital Laboratories,
Immunoprotein Test Volume Forecast by Assay

U.S.A., Commercial/Private Laboratories,
Immunoprotein Test Volume Forecast by Assay

U.S.A., Physician Offices/Group Practices,
Immunoprotein Test Volume Forecast by Assay

U.S.A., Immunoprotein Reagent Market
Forecast By Market Segment

U.S.A., All Market Segments,
Immunoprotein Reagent Market Forecast by Assay

List of Tables (continued)

U.S.A., Hospital Laboratories,
Immunoprotein Reagent Market Forecast
by Assay

U.S.A., Commercial/Private Laboratories,
Immunoprotein Reagent Market Forecast
by Assay

U.S.A., Physician Offices/Group Practices,
Immunoprotein Reagent Market Forecast
by Assay

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