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Diagnostic Testing in Ancillary Hospital Locations (ER, OR, ICU) Supplier Shares and Sales Forecasts for 300 Tests

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Worldwide Market and Technology Overview

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- 1. Albumin
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- 3. ALT/SGPT
- 4. Ammonia
- 5. Amylase
- 6. AST/SGOT
- 7. Bilirubin
- 8. Blood Gases
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 - d. Sodium
- 15. Ferratin
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- 17. Fructosamine
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- 19. Glucose
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- 24. Phosphorus
- 25. Protein
- 26. Triglycerides
- 27. Troponin
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- 29. Urinalysis
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Infectious Disease Tests

- 1. AIDS
- 2. Adenovirus
- 3. Campylobacter
- 4. Candida
- 5. Chlamydia
- 6. Clostridium Difficile
- 7. Cytomegalovirus
- 8. Enteroviruses
- 9. Epstein-Barr Virus
- 10. Gonorrhea
- 11. Helicobacter Pylori
- 12. Hepatitis
 - a. Hepatitis A
 - b. Hepatitis B
 - c. Hepatitis C
 - d. Hepatitis D
- 13. Herpes Simplex Virus
- 14. Human Herpes Virus-6 (HHV-6)
- 15. Influenza Viruses
- 16. Legionella
- 17. Lyme Disease
- 18. Measles (Rubeola)
- 19. Meningitis

- 20. Mononucleosis
- 21. Mumps
- 22. Mycoplasma
- 23. Papillomaviruses
- 24. Pneumonia
- 25. Respiratory Syncytial Virus (RSV)
- 26. Rheumatoid Arthritis
- 27. Rotavirus (Reovirus)
- 28. Rubella (German Measles)
- 29. Salmonellosis
- 30. Shigellosis
- 31. Staphylococcus Aureus
- 32. Streptococci
- 33. Syphilis

Tumor Markers

- 1. Alpha-Fetoprotein (AFP)
- 2. Carcinoembrionic Antigen (CEA)
- 3. Occult Blood
- 4. Prostatic Acid Phosphatase (PAP)
- 5. Prostate-Specific Antigen (PSA)

Major Routine and Special Hematology Tests

- 1. CBC Analysis
 - a. Hemoglobin Concentration
 - b. Hematocrit Determination
 - c. Red Blood Cell Count
 - d. Platelets

Endocrine Function Tests

- 1. Cortisol
- 2. Follicle-Stimulating Hormone (FSH)
- 3. Gastrin
- 4. Human Chorionic Gonadotropin (HCG)
- 5. LH
- 6. Prolactin
- 7. T3
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- 3. Digoxin
- 4. Gentamicin
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- 6. Lithium
- 7. Phenytoin/Dilantin
- 8. Procainamide
- 9. Quinidine
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- 2. Activated Partial Thromboplastin Time (APTT)
- 3. Alpha-2 Antiplasmin
- 4. Antithrombin III
- 5. Bleeding Time
- 6. D-Dimer
- 7. Factor VIII
- 8. Fibrin Degradation Products
- 9. Fibrinogen
- 10. Heparin
- 11. Proteins C and S
- 12. Prothrombin Time (PT)
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- 2. Immunoglobulins

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- 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

Instrumentation

1. Chemistry Analyzers Manufactured by:

- Abaxis
- Abbott
- Alfa Wassermann
- Awareness Technologies
- Beckman Coulter/Danaher
- bioMeriuex
- Carolina Chemistries
- Horiba
- Inverness
- Medica
- Nova Biomedical
- Ortho-Clinical Diagnostics
- Polimedco
- Randox
- Roche

2. Hematology Analyzers Manufactured by:

- Abbott
- Becton Dickinson
- Beckman Coulter/Danaher
- Biocode
- Drew-Scientific
- Diesse Ves Matic
- Horiba
- Menarini
- Nihon Kohden
- Polymedco
- Sysmex

3. Coagulation Analyzers Manufactured by:

- Behnk Elektronik
- Bio/Data
- Cardiovascular Diagnostics

- Diagnostica Stago
- Helena Laboratories
- Instrumentation Laboratory
- ITC Hemochron
- Roche
- Siemens
- Sysmex
- Teco Medical Instruments
- Trinity Biotech

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- 1. Monoclonal Antibodies
- 2. Immunoassays
 - a. Technological Principle
 - b. Enzyme Immunoassays (EIA)
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 - ° ELISA
 - ° Dot Immunobinding Assays
 - ° Capillary Immunoassays
 - ° Particle-Membrane Capture Immunoassay
 - ° Enzyme Amplification
 - c. Fluorescent Immunoassays
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 - ° Time-Resolved Pulse Fluorescence
 - d. Luminescence
 - ° Chemiluminescence
 - ° Bioluminescence
 - e. Latex Agglutination
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- 3. Dry Chemistry
- 4. Biosensors
- 5. IT and Automation
- 6. Molecular Diagnostics
 - a. Technology Overview
 - b. Amplification Methods
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 - ° Ligase Chain Reaction
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U.S.A.

Market Overview

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 - b. Cost Consciousness
 - c. Reimbursement
 - d. Industry Consolidation
 - e. Managed Care
 - ° PPO
 - ° HMO
 - f. Hospitals
 - g. Admissions
 - h. Length of Stay
 - i. Industry Diversification
 - j. Physician Demographics
 - k. Aging Population
 - ° More Chronic Illness
 - ° Disease Incidence
 - ° Susceptibility to latrogenesis
 - ° Multiple Illnesses Cases
 - I. Laboratory Regulations
- 2. Market Structure
 - a. Hospitals
 - b. Commercial/Private Laboratories

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- 1. Introduction
 - a. Emergency Departments
 - b. Operating Suites
 - c. Intensive Care Units
- 2. Emergency Departments
 - a. Market Summary
 - b. Test volume and Sales Forecasts
- 3. Operating and Recovery Suites
 - a. Market Summary
 - b. Test Volume and Sales Forecasts
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- A. Routine and Special Chemistry
- B. Microbiology/Infectious Diseases
- C. Hematology and Flow Cytometry
- D. Coagulation

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- A. Internal Development
- B. Collaborative Arrangements
- C. University Contracts
- D. Distribution Strategies for Decentralized Testing Markets
 - 1. Marketing Approaches
 - 2. Product complexity
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 - 7. Market Segmentation

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- B. Cost Containment
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- D. Technological Edge and Limitations
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- Beckman Coulter/Cepheid/Danaher
- Becton Dickinson
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- bioMerieux
- Bio-Rad
- Chrono-Log
- Corgenix
- Decode Genetics
- Diagnostica Stago
- Diamedix
- Diasorin
- Eiken Chemical
- EKF Diagnostics
- Fujifilm Wako
- Fujirebio
- Grifols
- Helena Laboratories
- Hologic/Gen-Probe
- Horiba
- Kyowa Medex
- Labcorp
- Leica Biosystems
- Lonza
- Nihon Kohden
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- Qiagen
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Estimated Placements and Installed Base

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