



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. Worldwide Market and Technology Overview

#### A. Major Flow Cytometry Applications

##### 1. Cell Surface Markers

###### a. Lymphocyte Subclassification CD4/CD8

###### ◦ Instrumentation and Reagent Test Kits

\* BD FACS Count

\* Beckman Coulter VCS

\* T Cells Diagnostics TRAx

###### b. Other Cell Markers

##### 2. DNA Content Analysis

##### 3. RNA Content Analysis

##### 4. Chemotherapy Monitoring

##### 5. Cell Cycle Analysis

##### 6. Reticulocytes

##### 7. Chromosome Analysis

##### 8. Fetal Cell Analysis

##### 9. HLA Typing

##### 10. Microbiology

##### 11. Protein Content Analysis

##### 12. Multiparameter Analysis

##### 13. Other Applications

#### B. Instrumentation Review

##### a. Introduction

##### b. System Overview

◦ BD FACSadvantage

◦ BD FACSaria III

◦ BD FACSCalibur

◦ BD FACScan

◦ BD FACSCanto II

◦ BD FACSCount

◦ BD FACSort

◦ BD FACStar Series

◦ BD FACStrak

Table of Contents (continued)

- *BD FACS Vantage*
  - *BD Influx*
  - *Beckman Coulter Epics C*
  - *Beckman Coulter Epics Elite Analyzer*
  - *Beckman Coulter Epics Elite ESP*
  - *Beckman Coulter Epics Profile*
  - *Beckman Coulter Epics XL*
  - *Beckman Coulter FC 500 Series*
  - *Beckman Coulter Vi-CELL XR*
  - C. Current Market Needs and Future Demand for Hematology Analyzers*
  - D. Reagents and Controls*
  - E. Current and Emerging Technologies*
    - 1. Information Technologies*
    - 2. Automation and Robotics*
    - 3. Lasers*
    - 4. Artificial Intelligence*
    - 5. Monoclonal Antibodies*
    - 6. Molecular Diagnostics*
    - 7. Microdrop Technology*
- III. Germany*
- A. Executive Summary*
  - B. Business Environment*
  - C. Market Structure*
  - D. Market Size, Growth and Major Suppliers' Instrument Placements, Installed Base, Sales and Market Share*
- IV. Major Product Development Opportunities*
- A. Instrumentation*
  - B. Reagent Kits and Test Systems/Panels*
  - C. Information Technology*
  - D. Auxiliary Products*
- V. Design Criteria for Decentralized Testing Products*

Table of Contents (continued)

VI. *Alternative Market Penetration Strategies*

- A. *Internal Development*
- B. *Collaborative Arrangements*
- C. *University Contracts*
- D. *Distribution Strategies for the Decentralized Testing Markets*
  - 1. *Four Marketing Approaches*
  - 2. *Product Complexity Factor*
  - 3. *Customer Preference Factor*
  - 4. *Established Suppliers*
  - 5. *Emerging Suppliers*
  - 6. *Major Types of Distributors*
  - 7. *Market Segmentation Factor*

VII. *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*

VIII. *Competitive Assessments*

- *Abbott*
- *Agilent Technologies*
- *Beckman Coulter/Danaher*
- *Becton Dickinson*
- *Bio-Rad*
- *Horiba*
- *Iris Diagnostics/Danaher*
- *Nihon Kohden*
- *Ortho-Clinical Diagnostics*
- *Roche*
- *Siemens*
- *Sysmex*

IX. *Appendix: Major Universities and Research Centers Developing Hematology/Flow Cytometry Technologies and Applications*

List of Tables

*Germany, Laboratories Performing Hematology and Flow Cytometry Testing By Market Segment*

*Germany, Hospital Laboratories Performing Hematology and Flow Cytometry Tests By Bed Size*

*Germany, Commercial/Private Laboratories Performing Hematology and Flow Cytometry Tests By Annual Test Volume*

*Germany, Total Flow Cytometry and Special Hematology Test Volume Forecast By Market Segment*

*Germany, Total Flow Cytometry and Special Hematology Test Volume By Market Segment*

*Germany, Hospital Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast*

*Germany, Major Flow Cytometers, Estimated Placements and Installed Base*

*Germany, Total Flow Cytometry Diagnostics Market Forecast By Market Segment*

*Germany, Flow Cytometry Instrument Market Forecast By Market Segment*

*Germany, Flow Cytometry Consumable Market Forecast By Market Segment*

*Germany, Total Flow Cytometry Market By Major Supplier*

*Germany, Flow Cytometry Instrument Market By Major Supplier*

*Germany, Flow Cytometry Consumables Market By Major Supplier*