









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

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. <u>U.K.</u>

- 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

- U.K., Laboratories Performing Hematology and Flow Cytometry Tests By Market Segment
- U.K., Hospital Laboratories, Performing Hematology/ Flow Cytometry Tests By Bed Size
- U.K., Commercial/Private Laboratories,
 Performing Hematology/Flow Cytometry Tests
 By Annual Test Volume
- U.K., Total Flow Cytometry and Special Hematology Specimen Volume, By Market Segment
- U.K., Total Flow Cytometry and Special Hematology Specimen Volume, By Volume Forecast
- U.K., Hospital Laboratories, Flow Cytometry And Special Hematology Test Volume Forecast
- U.K., Major Flow Cytometers, Estimated Placements and Installed Base
- U.K., Total Flow Cytometry Diagnostics Market Forecast By Market Segment
- U.K., Total Flow Cytometry Instrument Market Forecast By Market Segment
- U.K., Total Flow Cytometry Consumable Market Forecast By Market Segment
- U.K., Total Flow Cytometry Market By Major Supplier
- U.K., Total Flow Cytometry Instrument Market By Major Supplier
- U.K., Total Flow Cytometry Consumables Market By Major Supplier