



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. Lymphocyte Subclassification CD4/CD8
 - Instrumentation and Reagent Test Kits
 - * BD
 - * Beckman Coulter/Danaher
 - * T Cells Diagnostics
- B. CD34
- C. Other Cell Markers
- D. Instrumentation Review
 - 1. Hematology Analyzers
 - a. Overview
 - Electrical Aperture-Impedance Analyzers
 - Light Scatter Analyzers
 - b. System Review
 - Abbott
 - Beckman Coulter/Danaher
 - Biocode Hycel
 - Drew-Scientific
 - Horiba
 - Menarini
 - Nihon Kohden
 - Siemens
 - Sysmex
 - 2. Flow Cytometers
 - a. Introduction
 - b. System Overview
 - Becton Dickinson
 - Beckman Coulter/Danaher
- E. Current Market Needs and Future Demand For Hematology Analyzers
- F. Reagents and Controls

Table of Contents (continued)

G. 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. **France** : Forecasts by Test and Market Segment

IV. **Germany** : Forecasts by Test and Market Segment

V. **Italy** : Forecasts by Test and Market Segment

VI. **Japan** : Forecasts by Test and Market Segment

VII. **Spain** : Forecasts by Test and Market Segment

VIII. **U.K.** : Forecasts by Test and Market Segment

IX. **U.S.** : Forecasts by Test and Market Segment

X. **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

Table of Contents (continued)

XI. 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

XII. Competitive Assessments

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

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

List of Tables

France, Hospital Laboratories Estimated
Cell Surface Marker Test Volume

France, Commercial/Private Laboratories Estimated
Cell Surface Marker Test Volume

Germany, Hospital Laboratories Estimated
Cell Surface Marker Test Volume

Italy, Hospital Laboratories Estimated
Cell Surface Marker Test Volume

Italy, Commercial/Private Laboratories Estimated
Cell Surface Marker Test Volume

Japan, Hospital Laboratories Estimated
Cell Surface Marker Test Volume

Japan, Commercial/Private Laboratories Estimated
Cell Surface Marker Test Volume

Spain, Hospital Laboratories Estimated
Cell Surface Marker Test Volume

Spain, Commercial/Private Laboratories Estimated
Cell Surface Marker Test Volume

Spain, Ambulatory Care Center Estimated
Cell Surface Marker Test Volume

U.K., Hospital Laboratories Estimated
Cell Surface Marker Test Volume

U.K., Commercial/Private Laboratories Estimated
Cell Surface Marker Test Volume

List of Tables (continued)

U.S., Hospital Laboratories Estimated
Cell Surface Marker Test Volume

U.S., Commercial/Private Laboratories Estimated
Cell Surface Marker Test Volume

U.S., Physician Office Laboratories Estimated
Cell Surface Marker Test Volume