



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 Routine and Special Hematology Tests

1. Introduction
2. CBC Analysis
 - a. Hemoglobin Concentration
 - b. Hematocrit Determination
 - c. Red Blood Cell Count
 - d. Red Cell Indices
 - ° MCV
 - ° RDW
 - ° MCHC
 - ° CHCM
 - ° HDW
 - ° MCH
 - e. Red Cell Size Histograms
 - f. Platelets
 - ° Platelet Count
 - ° Platelet Size/MPV
 - ° PDW
 - ° Automated Systems
 - g. Reticulocytes
3. White Blood Cell Analysis
 - a. WBC Count
 - b. Five-Partial Differential Major Suppliers
 - ° Abbott
 - ° Beckman Coulter/Danaher
 - ° Siemens
 - ° Sysmex
 - c. Pattern Recognition Systems
 - ° IRIS
 - d. Comparison of Major Differential Analyzers

Table of Contents (continued)

- 4. Reticulocytes
- 5. Platelet Function Tests
- 6. Erythrocyte Sedimentation Rate/CRP
- 7. Red Cell Analysis
 - 8. 2, 3 DPG
- 9. Red Cell Deformability
- 10. Neutrophil Function Tests
- 11. Semen Analysis
- 12. Bone Marrow Analysis
- 13. Urinalysis

B. Major Flow Cytometry Applications

- 1. Cell Surface Markers
 - a. Lymphocyte Subclassification CD4/CD8
 - ° Instrumentation and Reagent Test Kits
 - * BD
 - * Beckman Coulter/Danaher
 - * T Cells Diagnostics
 - b. Other Cell Markers
- 2. DNA Content Analysis
 - 3. RNA Content Analysis
 - 4. Chemotherapy Monitoring
 - 5. Cell Cycle Analysis
 - 6. Chromosome Analysis
 - 7. Fetal Cell Analysis
 - 8. HLA Typing
 - 9. Microbiology
- 10. Protein Content Analysis
- 11. Multiparameter Analysis
- 12. Other Applications

C. Instrumentation Review

- 1. Hematology Analyzers
 - a. Overview
 - ° Electrical Aperture-Impedance Analyzers
 - ° Light Scatter Analyzers
 - b. System Review
 - ° Abbott
 - ° Beckman Coulter/Danaher
 - ° Biocode Hycel

Table of Contents (continued)

- CellaVision
- Drew-Scientific
- Horiba
- Medica
- Menarini
- Nihon Kohden
- Siemens
- Sysmex

2. Flow Cytometers

a. Introduction

b. System Overview

- Becton Dickinson
- Beckman Coulter/Danaher

3. Platelet Aggregometers

4. Sedimentation Rate Analyzers

- Diesse Ves Matic
- Polymedco

D. Current Market Needs and Future Demand For Hematology Analyzers

E. Reagents and Controls

F. 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. Spain

- A. Executive Summary
- B. Business Environment
- C. Market Structure
- D. Market Size, Growth and Major Suppliers'
Instrument Placements, Installed Base,
Sales and Market Shares

Table of Contents (continued)

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

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
- ° Beckman Coulter/Danaher
- ° Becton Dickinson
- ° Bio-Rad

Table of Contents (continued)

- CellaVision
- 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

Summary Table I: Spain, Total Hematology
and Flow Cytometry Specimen Volume Forecast

Summary Table II: Spain, Total Hematology
And Flow Cytometry Test Volume Forecast

Summary Table III: Spain, Total Hematology
And Flow Cytometry Market Forecast

Spain, Hospital Laboratories Performing
Hematology/Flow Cytometry Tests By Bed Size

Spain, Hospital Laboratories, Hematology
And Flow Cytometry Specimen Volume Forecast

Spain, Hospital Laboratories, Routine
Hematology Test Volume Forecast

Spain, Hospital Laboratories, Flow
Cytometry and Special Hematology Test Volume Forecast

Spain, Major Hematology Analyzers, Estimated Placements
And Installed Base

Spain, Major Flow Cytometers, Estimated Placements
And Installed Base

Spain, Total Hematology Diagnostics Market
By Major Supplier

Spain, Hematology Instrument Market
By Major Supplier

Spain, Hematology Consumable Market
By Major Supplier

Spain, Total Flow Cytometry Market
By Major Supplier

Spain, Total Flow Cytometry Consumables Market
By Major Supplier

Spain, Total Flow Cytometry Instrument Market
By Major Supplier