

THE CLINICAL CHEMISTRY MARKET MONITOR™



The Clinical Chemistry MARKET MONITOR™ is a tracking study designed to support the marketing decision maker focused upon the clinical chemistry testing market. This report concentrates on both automated and non-automated systems used in the performance of general chemistry and immunoassay testing. **Primary issues addressed in this report include:**

1. The size of the market
2. The performance of manufacturers providing the products used to conduct general chemistry and immunoassay tests.

Published annually, the Clinical Chemistry MARKET MONITOR™ addresses testing for selected analytes in two **primary market segments:**

1. Hospitals
2. Commercial Laboratories

Data Collection

One of every five clinical laboratories in the domestic market currently participate in this tracking study. Approximately 1,300 laboratories return completed questionnaires via mail each year. A mail survey technique is employed as this approach facilitates the need to look up test volume data or consult with colleagues regarding systems in use. The mail survey method also permits the study respondent to complete the questionnaire at a convenient time thus ensuring as thoughtful a response as possible.

A stabilized sample, with 90 percent of the same facilities reporting from cycle to cycle, provides a highly sensitive measure of change from year to year. It is possible to accurately estimate changes in demand for each test from year to year or shifts in market share between periods for manufacturers serving this market sector.

**Contact Information Dynamics for
specific price quotes
for the 30th Anniversary Edition
2018 Clinical Chemistry
MARKET MONITOR™.**

Contents

Market Segmentation

Large Database:	Statistically Sensitive Reporting
Hospital:	Reported by five bed size categories
Commercial Lab:	Reported by three volume categories

Competitive Performance

Installed Base:	Projected total instruments by manufacturer brand and model in use
Client Base:	Projected number of accounts using each firm's analyzers
Volume Share:	Projected number of test results reported using each firm's testing products
Share Change:	Volume share position compared with previous year

Market Size

Account Potential:	Projected number of accounts performing tests within each discipline
In-House Menu:	Projected number of accounts performing each analyte in-house
Demand:	Year to year comparison of result volume (previous cycle)
Growth Rates:	Projected number of results reported per year by analyte

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Analytes Included In The Study

Clinical Chemistry	The General Chemistry Section is instrument oriented and focuses on instrument issues only. For specific general chemistry constituents, see the General Chemistry Constituent Follow-Up Section below for a detailed list of analytes included.
Immunochemistry	CEA, AFP, CA125, CA19-9, CA15-3, PSA, Free PSA, • FT3, FT4, T4, TSH, T3, TU, Thyroglobulin, Intact pTH, Anti TPO, Anti TG • DHEA-S, FSH, Prolactin, LH, Progesterone, Testosterone, Estradiol, hCG/BhCG Quantitative, hCG Qualitative • B12, Folate, Ferritin, RBC Folate, UIBC • BNP • NT-pro BNP, CKMB, Myoglobin, Troponin T, Troponin I • ANA, 25 Hydroxy Vitamin D, C-Peptide, Cortisol, Hemoglobin A1c, Homocysteine, High Sensitivity CRP, Procalcitonin (PCT)
General Chemistry Constituent Follow-Up	Albumin; Serum • GGT • Potassium; Serum • Bilirubin; Direct • Glucose; Quantitative • Protein; Total • Bilirubin; Total • HDL Cholesterol • Sodium; Serum • Calcium; Total • LDH • Transferase; Alanine Amino (ALT) (SGPT) • Carbon Dioxide (Bicarbonate) • LDL Cholesterol • Transferase; Aspartate Amino (AST) (SGOT) • Chloride; Blood • Magnesium • Triglycerides • Cholesterol; Serum, Total • Alkaline Phosphatase • Urea Nitrogen; Quantitative • Creatinine; Blood • Phosphorus • Uric Acid • Iron, Serum • Total Iron-Binding Capacity • Calcium, Ionized • Insulin, Total
TDM Follow-Up	Amikacin • Carbamazepine • Cyclosporine • Digoxin • Gentamicin • Lidocaine • Lithium • Methotrexate • NAPA • Phenobarbital • Phenytoin • Primidone • Procainamide • Quinidine • Sirolimus • Tacrolimus • Theophylline • Tobramycin • Valproic Acid • Vancomycin
Drugs Of Abuse Toxicology Follow-Up	Amphetamine/Methamphetamine • Barbiturates • Benzodiazepines • Cannabinoids Cocaine Metabolites • LSD • MDMA • Methadone • Methaqualone • Opiates • Oxycodone • PCP • Propoxyphene • Acetaminophen • Salicylates • Serum Alcohol • Serum Barbiturates • Serum Benzodiazepines • Serum Tricyclic Antidepressants • Urine Alcohol • Urine Tricyclic Antidepressants
Specific Proteins Follow-Up	Alpha 1 Acid Glycoprotein • Alpha 1 Antitrypsin • Alpha 2 Macroglobulin • AntiDNase B • Antistreptolysin-O • Apolipoprotein A1 • Apolipoprotein B • C. Reactive Protein • Ceruloplasmin • Complement C3 • Complement C4 • Fibronectin (Fetal Only) • Haptoglobin • Immunoglobulin A (Serum) • Immunoglobulin E (Serum) • Immunoglobulin G (Serum) • Immunoglobulin G (Subclasses) • Immunoglobulin M (Serum) • Free Light Chain Kappa • Free Light Chain Lambda • LP(a) • Microalbumin • Prealbumin • Rheumatoid Factor • Transferrin (Serum)
Mid Year Instrument Placement And Acquisition Intention	Projects the number of general chemistry or immunochemistry analyzers placed in first half of year • Details the intention to acquire a general chemistry or immunochemistry analyzer in the next 12 months • Includes details of brands under consideration for acquisition

The Clinical Chemistry MARKET MONITOR™ is presented as a subscription service. Sections of the report are delivered as follow-ups are available, beginning at the beginning of May of each year.