

Mechanical Ventilators Worldwide

A Market Strategy Report

Report Highlights

January 2007

Report Benefits

This report can help in:

- Assessing the market for Mechanical Ventilators, growth segments, and growth regions.
- Understanding market drivers and restraints.
- Business planning, strategic decision making and competitive strategy.
- Identifying opportunities for partnerships and alliances.

Key Takeaways

- Growth drivers include: expansion of markets in Developing countries; trend toward alternate site care delivery; and increase in the numbers of people requiring respiratory assistance.
- Another driver: Increased focus among hospitals on lung protective strategies and advanced treatment modalities for advancing the care of ICU patients.
- Devices which can help reduce ventilator/critical care days through automated weaning support likely to generate most interest.
- Traditional methods of weaning are inconsistent and labor-intensive for hospital staff. Concepts such as “knowledge-based weaning” and “intelligent ventilation” have now entered the ventilation lexicon.

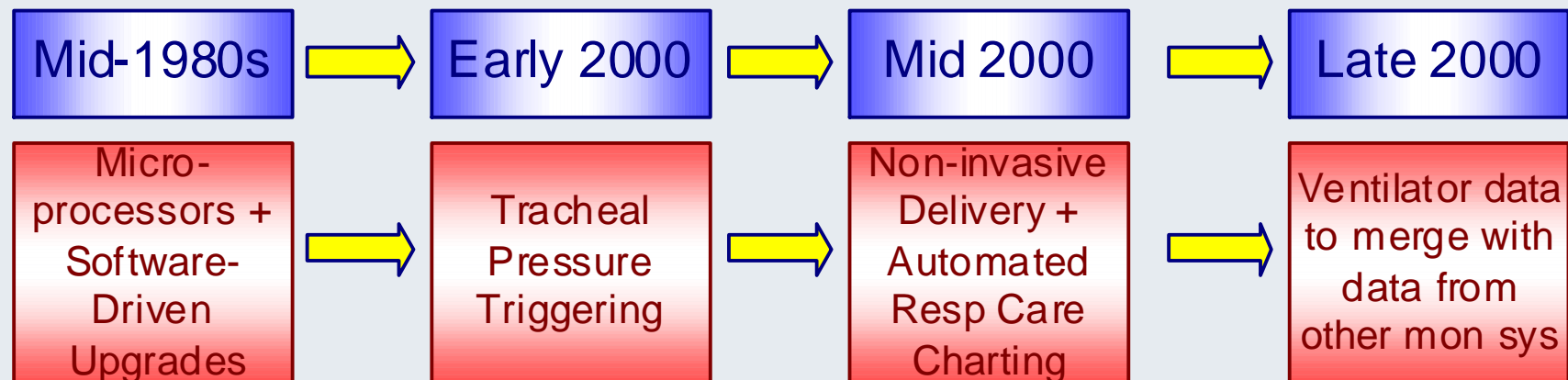
Key Takeaways...cont'd.

- Leading ventilator companies include Draeger, Tyco Puritan-Bennett, Maquet, VIASYS Healthcare (Pulmonetics), Newport Medical, VersaMed, and Hamilton Medical.
- Over sixty companies are operating in this space worldwide, including those offering disposables and accessories. Companies in Tier One have secured their position and it would be difficult to displace them. Tier Two companies have sizeable shares in specific segments and have been competing with the leaders on their terms.

Competitive Product Features

- Devices that can help reduce ventilator/critical care days through automated weaning support.
- Ventilators which can help reduce the cost of care, improve resource utilization, and decrease incidence of ventilator morbidity.
- Information sharing and remote access: communication interfaces with other patient monitoring systems.
- Ventilators which can protect patients' delicate lungs when on this life support device while improving the clinical staff's effectiveness throughout the ICU.

Acute/Sub-Acute Segment Evolution



Sample Data Table

Total Market for Mechanical Ventilators - Japan (2005 - 2013)

Segment	2005	2006	2007	2008	2009	2010	2011	2012	2013	CAGR
Acute/Sub-Acute Ventilators										
Unit Sales										
Unit Sales Growth (%)										
Revenues (\$ Million)										
Revenue Growth (%)										
Neonatal Ventilators										
Unit Sales										
Unit Sales Growth (%)										
Revenues (\$ Million)										
Revenue Growth (%)										
Noninvasive Ventilators										
Unit Sales										
Unit Sales Growth (%)										
Revenues (\$ Million)										
Revenue Growth (%)										
Portable Ventilators										
Unit Sales										
Unit Sales Growth (%)										
Revenues (\$ Million)										
Revenue Growth (%)										
Transport Ventilators										
Unit Sales										
Unit Sales Growth (%)										
Revenues (\$ Million)										
Revenue Growth (%)										
Disposables & Svcs										
Revenues (\$ Million)										
Revenue Growth (%)										
Total Market										
Revenues (\$ Million)										
Units										
Revenue Growth (%)										

Source: Marketstrat®

Report Stats

Regions Covered	USA, Canada, Latin America, France, Germany, Italy, UK, Rest of Europe (ROEU), China, India, Japan, Rest of Asia-Pacific (ROAPAC), Rest of the World (ROW)
Product/Market Segments	<ul style="list-style-type: none"> • Acute/Sub-Acute: Acute Ventilators, Sub-Acute Ventilators, Disposables and Service Contracts • Portable/Homecare: Portable Ventilators, Disposables and Service Contracts • Transport: Transport Ventilators, Disposables and Service Contracts • Neonatal: Conventional Neonatal Ventilators, High-Frequency Neonatal Ventilators, Disposables and Service Contracts • Noninvasive: Noninvasive Ventilators, Disposables and Service Contracts
Companies Profiled	110+ worldwide
Market Estimates/ Forecasts	Estimates/Forecasts for 2005-2013 in Units & US dollars, separately for each region by Product Type, Care Setting, Revenue Category, and Transaction Type
MARKETSTRAT Analytical Framework	Drivers and Restraints; Competitive Framework; SRCE Framework; Key Market Parameters (KeyMAP Grid), Market Share Rankings, Competitive Position Maps
Report Code	MSR-289
Price	\$1995
Pages	657 Pages
Publication Date	January 2007

Marketstrat assists companies with market, technology, and best practice strategies & intelligence, through a unique combination of published reports, solutions, and services.

Our goal is to be your source for consistent, easy to understand, and actionable research.

- Phone: 510-996-7373
- Fax: 510-996-7374
- Email: info@marketstrat.com
- Web: <http://www.marketstrat.com>