Report Prospectus

Infusion Medication Management Systems
Markets, Players and Forecasts
Risk-Managed Infusion

Infusion is one of the most common therapeutic procedures that patients in a hospital setting are likely to receive. Yet the lack of standardization among the various components, elements and steps that a caregiver must navigate to successfully execute a drug infusion have – according to several recent studies – contributed to medication errors and risks to patient safety. The current generation of what can be referred to as infusion medication management systems are attempting to address the risks associated with infusion by incorporating electronic and programmable features that either simplify the medication process or alert the caregiver to potential dangers or inconsistencies. New capabilities such as onboard drug libraries, dose error reduction software and wireless connectivity that allow the pump to interface with patient EMRs and patient monitors are pushing infusion toward a new era where the complexities inherent in the drug infusion process can be automated and the associated risks reduced.

Market-driven Product Strategies

A longer life span is expected to translate to a growing number of patients diagnosed with chronic conditions. To counteract the financial and medical infrastructure implications of this trend, pressure from the public sector and managed care organizations will place a premium on therapeutic self-administration, an expectation that is creating an increased interest in routes of administration that are patient-friendly and cost-effective. Pharma company decision makers have come to the realization that for many products, success no longer only depends on the medication itself but also on achieving a consumer-compatible form of packaging and application.
‘The complexity of IV and infusion relative to other drug delivery methods has resulted in numerous reported errors. Eliminating errors is a major initiative. Drugs that are commonly used in the ICU—sedatives, antimicrobial agents, vasopressors, and anticoagulants—contribute to a higher proportion of errors than other medications and simultaneously these errors are associated with greater patient harm, including death, if not managed with care. The narrow therapeutic range of many agents in these categories and the volume of routine use are the most likely contributors to the high-risk potential.’
Our reports are carefully researched and written to provide timely and insightful analysis of key factors and developments shaping the commercial marketplace. The focused nature of our publications is designed to allow readers to identify emerging demand and growth opportunities in selected markets. Numerous charts, tables and graphs complement the text, with evaluations and assessments of current and probable future market developments, technology issues and business factors - information necessary to compete effectively in the global marketplace.

What You Will Learn

- What infusion medication management systems are currently marketed or in development, who are the suppliers, and what are the specifics?
- What are the markets being targeted by infusion medication management systems?
- What are the essential features and capabilities of successful infusion medication management systems?
- What are the major factors that will drive infusion medication management system demand?
- What is the addressable market for infusion systems?
- What is the expected impact of infusion medication management systems on infusion safety?
- Who are the significant players in this segment? What are their strategies? Who are their alliance partners?

Report Value Chain – Who Should Read this Report

**Development**
- Drug Developers
- Device Suppliers
- CMOs
- Components/APIs
- Testing/Validation
- Clinical Trial Mgmt

**Industry**
- Pharma Managers
- Biotech Managers
- Drug Marketers
- Industry Strategists
- Financial Analysts
- Management Consultants

**Market**
- Clinical Managers
- Drug Distributors
- Pharma Regulators
- FDA Consultants
- Managed Care Managers
Greystone Research Associates

Report Format and Availability

This report is available electronic format. A single user license as well as licenses for multiple users are available. Custom licensing options to address specific company user requirements are available by calling client services at 603-595-4340, or by emailing clientservices@greystoneassociates.org.

Methodology

Research methodology is based on primary research in the form of in-depth interviews with key market participants, technology developers, distributors, industry experts, and market influencers, a list that includes regulatory officials, industry trade groups, and materials standards organizations.

Primary data is evaluated and normalized against secondary sources including trade journal articles, technical literature, industry publications, company data sheets and published information, and statistical data from government agencies and trade associations. Forecasts and projections of market

Greystone Research Associates

Greystone Research Associates is a medical technology consulting firm focused on the areas of medical market strategy, product commercialization, venture development, and market research. We assist medical and healthcare market participants in achieving their business objectives through the creation of detailed development strategies, product commercialization programs, and comprehensive market and technology research and analysis. Our market research publications are designed, researched and written to provide timely and insightful information and data on focused market segments, with the aim of providing market participants with the essential knowledge to refine and execute their marketing plans and financial targets.
Orders may be placed via postal mail, e-mail or fax. Orders not accompanied by a purchase order must contain a telephone number for verification, and clearly indicate the physical shipping address. Orders which are not pre-paid must indicate the billing address. There is no charge for handling and shipping for destination addresses within the continental US.

**Payment**

We accept the following forms of payment:

- **Company Check**: Please make checks payable to ‘Greystone Associates’
- **Credit Cards**: We accept MasterCard, Visa and American Express
- **Wire Transfers**: See ‘Wire Transfers’ below for more information

**Orders Outside the U.S.**

Orders must be prepaid via credit card, company check in US funds and drawn on a US bank, or wire transfer.

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**Infusion Medication Management Systems**

*Markets, Players and Forecasts*

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