Report Brochure

Tracheal Cuff Pressure Monitors
Products, Markets, Players, and Outlook
**Evolution in Engineering**

Endotracheal tubes have become indispensable for securing the airway during surgical procedures and in critically ill patients treated with mechanical ventilation. An essential part of tracheal intubation is the tracheal cuff, a device that – when properly inflated – seals the airway to insure that patient aspiration occurs only from the ventilator. Because adequate pressure is essential to effective cuff operation and excessive pressure has been implicated in airway trauma and injury, monitoring inflated cuff pressure has been gaining much attention. Recent studies have shown that cuff pressure can vary for a number of reasons, including patient movement and position, and that the frequency at which medical staff monitor cuff pressure can vary from set intervals to infrequently. These findings have increased interest in devices that monitor cuff pressure continuously, as well as models that automatically adjust cuff pressure.

**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 products that minimize therapy and procedure-associated trauma. Emphasis on medical devices that exhibit enhanced dynamic control and that support minimally invasive or noninvasive operation will be viewed by regulators and clinicians with renewed interest and should enjoy a defacto market advantage relative to competing products that require longer recovery times and associated procedural risk factors.
The competitive landscape for tracheal cuff pressure monitors includes some well-known airway device suppliers as well as a few small pure play device companies. Because of the evolving dynamics in the healthcare procurement sector, these focused players must compete on product differentiation and price in order to win orders. While discrete, stand-alone pressure monitors are actively sold, interest in improving patient outcomes will drive an increase in tracheal cuffs with integrated pressure monitoring capability.”
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 does the current generation of tracheal cuff pressure monitors look like? What are their differentiators? Who are the suppliers, and what are the device specifics?
- What are the markets being targeted by current-generation pressure monitor suppliers?
- What are the essential design factors, technologies and market development issues for critical care airway management devices?
- What are the major factors that will drive tracheal cuff device demand over the next five years?
- How are cuff pressure monitor device classes currently aligned with major airway management markets?
- What is the addressable market for tracheal cuff pressure monitors?
- 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
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 prepaid 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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**Tracheal Cuff Pressure Monitors**

*Products, Markets, Players and Outlook*

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