Closed System Drug Transfer Devices

Products, Players and Prospects

A Comprehensive Market Analysis

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Improving Cytotoxic Drug Safety

The administration of drugs deemed hazardous to humans has been receiving increasing amounts of scrutiny in recent years as the dangers of these substances become more clearly understood. For caregivers and their patients, the therapeutic area that is at the forefront of attempts to mitigate exposure to cytotoxic drugs is clinical oncology, a field that – in spite of promising new drugs based on therapeutic antibodies – continues to rely heavily on antineoplastics, a class that includes alkylating agents and antimetabolites, to treat a wide range of cancers. Regulatory and industry efforts to create standards and procedures designed to protect workers and patients from accidental and incidental exposure to cytotoxics are being driven by data that suggests a causal link between exposure and health issues.

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 address caregiver and patient concerns, 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 point-of-care-compatible form of packaging and application.
‘Studies of nurses who work with cytotoxic drugs on a regular basis have found a statistically higher rate of spontaneous abortion. Several companies are responding to this unmet need by commercializing devices for closed transfer of these drugs. As the market evolves and user acceptance increases, so too will the impact of these products on oncology therapy protocols and drug delivery.’
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 are the key segments and addressable markets that comprise the market for cytotoxic drug delivery?
- What are the major therapeutic demand drivers for cytotoxic drug therapeutics?
- What are the design factors and technologies that are being used in commercial and development-stage closed drug transfer systems?
- What is the market share and product position in the market and what will it look like in 2022?
- Who are the companies behind the current generation of cytotoxic transfer devices and what are their business models?
- What is the role of pharma-device alliances and design partnerships in the commercialization and market access of new and emerging closed system drug transfer devices?
- What is the impact of economic, technology, and regulatory factors on CSDT device demand?

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 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.

Report Format and Availability

This report is available in electronic format as a single user license. Site licenses and corporate licenses are also 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 demand and future market activity are derived using standard statistical techniques.

Greystone Research Associates

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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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**Mailing Address:**

Greystone Research Associates
Client Services
P.O. Box 1362
Amherst, NH 03031

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### Closed System Drug Transfer Devices

*Products, Players and Prospects*

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Expiration Date: _______________ Card CVV_____________ Signature__________________________________________

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### Billing Information

- Name:
- Title:
- Company:
- Street Address:
- City, State/Province:
- Country/Postal Code:
- Phone:
- Fax:
- Email:

### Shipping Information

- Name:
- Title:
- Company:
- Street Address:
- City, State/Province:
- Country/Postal Code:
- Phone:
- Fax:
- Email:

Fax to: 603-218-7020
or email to clientservices@greystoneassociates.org