

Healthcare & Life Sciences

2011

A Guide to Sources Available in the Business Information Centre



Market Research



Country Intelligence



Company Leads



Tender Opportunities



Useful Contacts

INTRODUCTION

It is important to keep up to date with what is happening in any industry in order to plan your company strategy effectively. The Business Information Centre can provide a wealth of information on all aspects of the healthcare and life sciences industry from the global industry as a whole to the more specific sub-sectors.

In addition, Enterprise Europe NI is hosted by Invest Northern Ireland. The network can provide direct contact with market research centres throughout Europe and is a first point of contact for researching European healthcare and life sciences markets.

*This guide has been designed to assist with desk research and shows **examples** of reports and websites that might be useful. It is only possible to give an idea of the content of databases and websites. Invest NI does not endorse any of the websites or information providers mentioned.*

MARKET REPORTS

BUSINESS INSIGHTS (www.globalbusinessinsights.com)

Business Insights publish a range of strategic management, market analysis reports focusing on consumer goods, energy, finance, healthcare and technology. The following is a sample of the reports available through the Business Insights database for the life sciences and healthcare industry.

- The Immunomodulators Market Outlook to 2016
- The Pain Market Outlook to 2016
- The CNS Market Outlook to 2016
- The Dermatology Market Outlook to 2016
- The Changing Role of Natural Products in Drug Discovery
- Maximizing Pharmaceutical Licensing Opportunities
- The Cardiovascular Market Outlook to 2016
- The Stem Cell Market Outlook
- Optimizing Clinical Trials through IT
- Advances in Alzheimer's Disease Drug Discovery
- The Asthma, COPD & Allergic Rhinitis Market Outlook to 2016
- The Diabetes Market Outlook to 2016

- The Antibacterials Market Outlook to 2016
- The Private Health Insurance Market in India
- Successful Strategies for Drug Repositioning
- Trends in mHealth and Telemedicine
- The Drug Discovery Outsourcing Market

BUSINESS MONITOR (www.businessmonitor.com)

Business Monitor provides Industry trend analysis and forecasts, and competitive intelligence on leading companies, covering 16 industries in Asia, Europe, the Middle East, Africa, and parts of Latin America.

The following lists show **samples** of the reports available within the pharmaceuticals and healthcare sector:

- OTC Industry Forecasts for 70+ countries
- Generic Drugs Industry Forecasts for 70+ countries
- Healthcare Industry Briefs
- Biotechnology Company Briefs and Industry Trend Analyses
- Medical Devices Industry Forecasts and Industry Trend Analyses
- R&D Industry and Company Briefs
- Epidemiology Industry and Company Briefs
- Prescription Drugs Industry Forecasts for 70+ countries

DATAMONITOR (www.datamonitor.com)

Datamonitor reports provide comprehensive market intelligence, analysis and forecasting based on primary quantitative and qualitative research. The following is a sample of the reports available:

Market Reports, Interactive Models & Databooks

- Cardiovascular & Metabolic Market Forecast 2011
- Pharmaceutical Key Trends Overview 2011
- Antibacterials Market Forecast 2011
- Epidemiology of COPD
- Parkinson's Disease Market Forecast 2011
- R & D Trends: Influenza Vaccines 2011
- Depression Market Forecast 2011
- E-Prescribing Strategies 2011
- Oncology Market Access in China 2011
- Neuropathic Pain Market Forecast 2011
- Mexico: Healthcare Systems, Drug Regulatory and Pharmaceutical Industry Infrastructure Overview
- R & D Trends: Breast Cancer

Industry profiles

- Pharmaceuticals in:

Asia Pacific Australia Belgium Brazil Canada China	Denmark Europe France Italy Japan Netherlands	New Zealand Norway Poland Singapore Sweden UK
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- OTC Pharmaceuticals in:

Austria Belgium Europe Germany Global	Italy Japan Mexico Netherlands Japan	S Africa Singapore Sweden Switzerland Taiwan
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- Biotechnology in:

Asia Pacific Belgium Canada China	Europe France Germany Global	Italy Japan Spain UK
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- Generics in:

Asia Pacific Belgium China Europe	Germany Global Germany Italy	Netherlands Spain UK US
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- Drug Delivery in:

Asia Pacific	Europe	France
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Detailed company analyses

Top 5 are:

Johnson & Johnson	United States	114,000	61,587.00
Pfizer Inc.	United States	110,600	67,809.00
Sanofi SA	France	101,575	42,500.80
Novartis AG	Switzerland	99,834	45,103.00
GlaxoSmithKline Plc	United Kingdom	98,485	43,874.20

Frost & Sullivan (www.frost.com)

Frost & Sullivan provides access to over 4,000 market reports for a wide range of sectors globally. These reports provide valuable analysis of market size, shares, distribution and forecasts. The following is a sample of the reports available:

- **Western European Hearing Aids Market**
This research service looks at the hearing aids market in western Europe, covering the United Kingdom, Germany, France, Italy, Spain, Benelux and Scandinavia. Total market analyses include industry challenges, market drivers and restraints, market share analysis, competitive structure, revenue forecasts, end-user analysis, demand analysis, company profile, new products, product profile, distributor profile and technology trends. Revenue forecasts and market share analysis have been provided for individual countries in the region in addition to reimbursement trends and demographic information.
- **Western and Eastern European Multiparameter Patient Monitors Market**
- **Strategic Analysis of the U.S. Prenatal Testing Market**
- **North American Market for Computer-aided Detection and Diagnosis**
- **Strategic Analysis of the European Telemedicine Market**
- **World Insulin Management Systems Market**
- **European PCR Reagent Market for Research Applications and Clinical Diagnostics**
- **Clinical Information Systems in Europe – Cardiology**
- **Strategic Analysis of CEE IVD Market**
- **U.S. Personal Health Records Market 2010 to 2015**
- **European Cancer Market Outlook**
- **U.S. Retinal Therapeutics Market**

GARTNER (www.gartner.com)

Provides market research and analysis on the IT industry, worldwide.

- **Key Issues for Healthcare Delivery Organisations – 2011**
- **Hype Cycle for Telemedicine – 2011**
- **Roundup of Healthcare Provider Research – 2011**
- **Cool Vendors in Healthcare Providers – 2011**
- **Electronic Health Records Key Initiative Overview – 2011**
- **Hype Cycle for Healthcare Provider Applications and Systems - 2011**
- **Hype Cycle for Healthcare Provider Technologies and Standards - 2011**

KEYNOTE (www.keynote.co.uk)

Keynote is an online database providing information on 27 industry sectors in the UK. Reports cover industrial and consumer sectors and information includes market size and trends, key players and company profiles. **There is always a chapter on the global market.** The following is a sample of the reports available:

- Private Healthcare - UK – 2011
- Alternative Healthcare – UK – 2010
- OTC Pharmaceuticals – UK – 2011
- Retail Pharmacies – UK – 2011
- Cosmetic Surgery Update – UK – 2011
- Laboratory Equipment – UK – 2011

MINTEL (<http://oxygen.mintel.com>)

Mintel market reports analyse market sizes and trends, market segmentation and consumer attitudes and purchasing habits, as well as assessing the future market. The following is a sample of the reports available through Mintel Oxygen for life sciences and healthcare.

- OTC Painkillers and Cold & Flu Remedies – UK – 2011
- Sexual Health – UK – 2011
- Allergies and Allergy Remedies – UK – 2010
- Oral Healthcare – UK – 2011
- Children’s OTC and Healthcare Products – UK – 2011
- Dieting and Weight Control Foods - UK – 2010
- Vitamins and Supplements – UK – 2011
- Analgesics – UK – 2010
- Medical Equipment – UK - 2010

MINTEL (<http://gmni.mintel.com>)

Sector profiles which include info on market size and segmentation, market shares and socio economic data.

- Vitamins & Minerals in:

Australia	Germany	Russia
Brazil	India	S. Africa
Canada	Italy	Spain
China	Japan	UK
France	Mexico	US

- Pharmaceuticals in:

Argentina	Greece	Romania
Australia	Hungary	Russia
Austria	India	Saudi Arabia
Belgium	Indonesia	Singapore
Brazil	Ireland	Slovak Republic
Bulgaria	Israel	S. Africa
Canada	Italy	S. Korea
Chile	Japan	Spain
China	Malaysia	Sweden
Columbia	Mexico	Switzerland
Czech Republic	Netherlands	Thailand
Denmark	Norway	Turkey
Egypt	Peru	Ukraine
Finland	Philippines	UK
France	Poland	US
Germany	Portugal	

- OTC Pharmaceuticals in:

Australia	Greece	Portugal
Austria	India	Russia
Belgium	Ireland	S. Africa
Brazil	Italy	Spain
China	Malaysia	Sweden
Denmark	Mexico	Switzerland
Finland	Netherlands	UK
France	Norway	US
Germany	Poland	

PLIMSOLL (www.plimsoll.co.uk)

Plimsoll specialises in providing up to date, authoritative financial analysis. They publish in-depth industry reports and market analysis on over 1500 UK industries. The following is a sample of the reports:

- Ambulance Services
- Bioscience
- Care Homes
- Cosmetic Surgery
- Dental Laboratories
- Disability Care Services
- Drug & Alcohol Screening
- Healthcare Services
- Hearing Aids
- Medical Diagnostics
- Orthopaedic Equipment
- Pharmaceutical Manufacturing

- Physiotherapy Equipment
- Private Hospitals & Clinics
- Scientific & Pharmaceutical Recruitment

UK TRADE & INVESTMENT (UKTI) (<https://www.ukti.gov.uk>)

UKTI has extensive research contacts in every sector, in every country. They also publish research on their website. The following reports are a sample of what is available:

- Healthcare Opportunities in Indonesia
- Life Sciences Opportunities in Qatar
- Healthcare Sector in Vietnam
- Life Sciences Sector in Taiwan
- Healthcare Sector in Singapore
- Biotech and Pharmaceutical Opportunities in France
- Life Sciences Opportunities in S Korea
- Healthcare Opportunities in Malaysia
- Biotech Opportunities in Mexico
- Pharmaceutical Opportunities in Ireland
- Healthcare, Pharmaceutical and Medical Device Opportunities in Turkey
- Healthcare Sector in Australia
- Medical Devices Sector in Netherlands

HARDCOPY REPORTS

- Medistat Medical Market Intelligence - 5 geographically divided volumes (Asia Pacific, Central & Eastern Europe, Latin Americas, Middle East & Africa, North America, Western Europe) covering the global medical market.

Some Management Consultants specialise in different sectors and make detailed research available on their websites. Those with research available on the healthcare sector include:

- KPMG GLOBAL –
<http://www.kpmg.com/Global/en/WhatWeDo/Industries/Pages/default.aspx>
- ACCENTURE –
<http://www.accenture.com/us-en/industry/Pages/index.aspx>
- PWC GLOBAL –
<http://www.pwc.com/gx/en/industry-sectors/index.jhtml>
- ERNST & YOUNG –
<http://www.ey.com/GL/en/Industries>

COMPANY INFORMATION

Identifying companies and finding the right information about their activities and performance is essential to making good business decisions. The Information Centre has a wide range of company databases that can provide financials, product information, company details or trade names. Company information on agents or distributors, competitors or even potential customers, can be searched for on an international, regional, national or local level through a variety of databases including Kompass and Amadeus.

Some of these databases have free, limited searching available on the internet. This can help to identify potential companies which can be researched further. The following links are useful:

- Bureau Van Dijk – Free Directory - www.bvdep.com
- Kelly's Directory – www.kellysearch.com
- Kompass – www.kompass.com

Datamonitor supplies company profiles on the larger global corporates including, Bayer AG, F. Hoffmann-La Roche Ltd and Pfizer. These profiles provide an invaluable analysis into the competitive and strategic performance of the company.

STATISTICS

The National Statistics website, www.statistics.gov.uk, holds information on import and export trade statistics for many products:
<http://www.statistics.gov.uk/OnlineProducts/>

Datamonitor also provides very comprehensive statistics and forecasts.

ASSOCIATIONS

Associations are an extremely useful way to find information on either markets or companies within the sector. Many associations hold detailed membership directories and many also include detailed market reports, statistics, events, industry news and useful links. Relevant associations include:

UK

- Association of the British Pharmaceutical Industry: www.abpi.org.uk
- LifeSciencesUK: www.lifesciences.org.uk
- Association of British Healthcare Industries: www.abhi.org.uk
- British In Vitro Diagnostic Association: www.bivda.co.uk

- British Healthcare Association: www.bhca.org.uk
- British Medical Association: www.bma.org.uk
- National Association of Primary Care: www.napc.co.uk/
- Royal Pharmaceutical Society of Great Britain - www.rpsgb.org.uk
- BioIndustry Association - www.bioindustry.org/

EUROPE

- European Health Management Association: www.ehma.org
- European Medical Association: <http://www.emanet.org/>
- European Biotechnology Network: www.european-biotechnology.org
- European Public Health Association: www.eupha.org
- European Medicines Agency: www.emea.europa.eu/
- European Diagnostic Manufacturers Association: www.edma-ivd.be
- Medical Technology Forum: www.eucomed.be
- European Federation of Biotechnology - www.efb-central.org/

USA

- American Health Care Association: www.ahca.org
- American Public Health Association: <http://www.apha.org/>
- American Life Sciences Innovation Council:
<http://americanlifesciences.com/>
- Biotechnology Industry Organisation – www.bio.org

INTERNATIONAL

- World Health Organisation: www.who.int
- World Medical Association: www.wma.net
- International Life Sciences Institute: www.ilsa.org

Invest NI is not responsible for the content of external websites and inclusion in, or exclusion from, the above list does not imply recommendation, endorsement or otherwise of any company, product or service.

NEWS

Business Information Centre subscribes to a number of news databases which provide access to articles news and trade sources.

A vast amount of current and retrospective news articles on the industry can also be obtained from Datamonitor, Business Monitor and Mintel.

The Lexis Nexis database has access to trade and news sources from around the world.

JOURNALS

- New Scientist

FINDING LOCAL AND EUROPEAN GOVERNMENT CONTACTS

The Tenders Alert Service is hosted by Enterprise Europe NI for Invest NI. It enables you to identify local and international contract opportunities from a wide range of public sector organisations via a daily alerting service. In 2010, 58 companies on the service won 114 contracts potentially worth £239 million.

The team can also offer guidance on:

- tendering procedures
- UK and EU Public Procurement Regulations
- supplying to local government, education boards, the health sector and utility companies
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The charge for the service is £100 plus VAT per annum. For more information, contact:

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Or email tenders@investni.com

EXHIBITIONS/TRADESHOWS

Exhibitions/Tradeshows are a good way to market your product, finding out who your competitors are, networking and finding new customers. To find out about exhibitions and tradeshows in this sector, worldwide or locally, just click on the links below:

<http://www.exhibitions.co.uk/>

<http://www.expodatabase.com/messedb/>

RELATED LINKS

This sector guides along with others can be found on the Invest NI website:

<http://www.investni.com/index/publications.htm?filter=S>

These are only examples of information available for the industry. If you require anything specific or have any questions, please do not hesitate to contact Kathy McConville, 028 9069 8127 or any member of the Business Information Centre by e-mail: bic@investni.com.

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