

IDENTIFYING GROWTH OPPORTUNITIES IN THE LC-MS FOR CLINICAL DIAGNOSTICS SPACE



A Biometrics Technology Company

The Client engaged PreScouter in this Research Support Service Project for help understanding Liquid Chromatography–Mass Spectrometry (LC-MS) in the clinical diagnostics space in terms of trends and potential opportunities for sample preparation.



CHALLENGE

The goal of this engagement was to develop an understanding of what it would take to grow the LC-MS side of the business as an OEM player.



APPROACH

The PreScouter team conducted secondary research to perform a technology landscape analysis in Phase 1. This was supplemented with Subject Matter Expert interviews to understand key metrics that could be used to determine the value of these technologies in Phase 2 of the project. Ultimately, the PreScouter team used the results of both research phases to inform potential strategies for the Client to begin developing LC-MS for clinical diagnostics technologies.



OUTCOME

The PreScouter team mapped 39 stakeholders in the LC-MS space as well as 21 LC-MS assay development stakeholders. In total, 10 experts were consulted to provide insights into the LC-MS landscape in terms of trends, challenges, and opportunities from a clinical, academic, and commercial perspective.



Impact of PreScouter's Work: The PreScouter team generated 2 mathematical models that allowed the Client to map the impact of improvements in LC-MS sample preparation and potential ROI from lab manager and user perspectives.