

Needle-free Injection

Challenges and Opportunities

June 2008



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Company Profiles

Greystone Associates is pleased to announce the publication of a new market study. **Needle-free Injection: Challenges and Opportunities** is a comprehensive analysis of the technology, therapeutics and participants behind this growing segment of the healthcare sector.

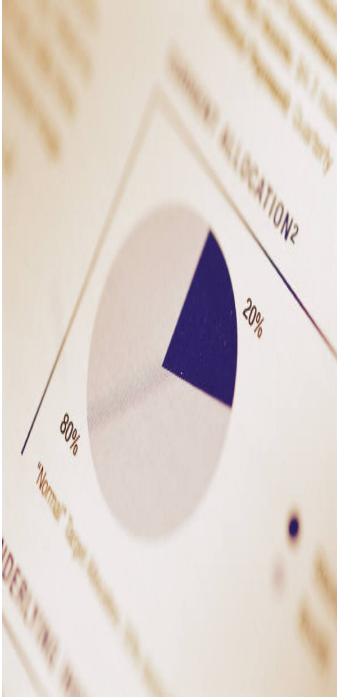
Published in June (2008), the report has been designed and developed to provide pharmaceutical company decision makers, drug developers and formulators, needle-free device designers, and industry strategists with a detailed understanding of the commercial potential for noninvasive injectable drug delivery on pharmaceutical strategies and healthcare treatment protocols. Provider organization business managers, healthcare administrators and investors will also benefit from this publication.

User-Friendly Administration for a Growing List of Indications

Advances in drug formulation and needle-free injector (NFI) device design are creating new opportunities for injectable drug delivery. User-friendly injectors that can be prefilled or accept drug cartridges are attempting to address one of the major drawbacks of earlier NFI devices. Much of the interest in NFIs is focused on chronic diseases and refractory conditions – ailments that require frequent drug administration for a protracted period of time.

The role of device design and development in defining and driving emerging opportunities in this sector cannot be overstated. Strategic alliances with drug companies will be the key enabler for NFI participants. The majority of NFI suppliers are now engaged in one or more partnerships with pharmaceutical companies. Partnerships between NFI suppliers and pharmaceutical companies will foster market acceptance of NFI for a host of new therapies such as therapeutic vaccines, DNA-based drugs, and protein-derived biologics.

For injectable drug developers and their NFI device supplier partners, understanding the concerns, preferences, and limitations of consumers to self-medicate via injection will be the driving force for future-generation injector designs and spell the difference between successful ventures in this market and entities that will fail to prosper in spite of highly favorable market dynamics.



Methodology

Research methodology is based on primary research in the form of in-depth interviews with key market participants, technology developers, supply chain participants, industry experts, and market influencers, a list that includes regulatory officials, industry trade groups, and 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 modeling and statistical techniques.

Report Format and Availability

This report is available as an electronic format. A site license for a single physical location and a global license are also available. Publication is scheduled for June (2008), with availability on or before June 10th.

About Greystone Associates

Greystone 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.

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Needle-free Injection Challenges and Opportunities

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