

---

## Infusion Services

---

Trilogy Associates was engaged by a medical-products supplier exploring the possibility of participating in the infusion services business. This is a large business in the US, one which provides patient infusion services at many sites of care:

- Hospital inpatient facilities
- Hospital outpatient facilities and affiliated ambulatory infusion centers
- Skilled nursing facilities
- Physician offices
- Freestanding ambulatory infusion centers
- Patient homes

Our objective was to explore the US business landscape within the infusion services market, including its key market segments, prevalent business/service models, business economics, and market sizes and dynamics. We accomplished this objective by means of:

- Secondary research of the open literature
- Identification, purchase and review of relevant syndicated market research reports
- In-depth interviews of persons participating in infusion services business, including 3 of the top 4 US players and several small, regional providers

Our landscape assessment included the following components:

- The US industry's size and recent growth
- Ambulatory infusion centers
- Referral dynamics
- Reimbursement
- Competitive landscape and leading suppliers

This landscape assessment provided important baseline data to drive future explorations and decisions by the client firm.