

*High Throughput Screening 2010: Effective Strategies,  
Innovative Technologies, and Use of Better Assays*

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Presented by

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# High Throughput Screening 2010: Effective Strategies, Innovative Technologies, and Use of Better Assays

## FORWARD AND ACKNOWLEDGMENTS

HighTech Business Decisions conducted the market research and wrote the report, *High Throughput Screening 2010: Effective Strategies Innovative Technologies, and Use of Better Assays*, to provide a comprehensive market analysis of the high throughput screening (HTS) market worldwide. The research was specifically designed to understand HTS users' perceptions, motivations, current practices, and future plans in regards to targets, target types, assays, assay development, cell-based assays, HCS, detection modes, microplate formats, outsourcing, budgets, and other issues impacting current HTS operations. The complete analysis, based on both user and supplier primary research, includes market size and growth, major players, user strategies and requirements, trends and technologies, and users' future plans. In-depth data collected from both users and suppliers allow for an objective and thorough analysis.

We thank the 85 respondents from pharmaceutical, biotechnology, academic, and institute HTS laboratories, and HTS supplier companies, who took the time to share their insights, opinions, and future plans with us. We thank our sponsoring companies, who supported this project with their ideas, suggestions, and funding for the first few months of this five-month project. The sponsoring companies are, in alphabetical order, as follows:

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| BioFocus DPI              | Invitrogen                |
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| Corning Life Sciences     | Promega Corporation       |
| GE Healthcare Biosciences | Sigma-Aldrich Corporation |
| Greiner Bio-One GmbH      | Thermo Fisher Scientific  |

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We hope that our clients obtain significant value from this report to help ensure the success of their future business.

William P. Downey, MBA  
President

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HighTech Business Decisions has exercised due care in compiling this report, which is based on information submitted by individual companies. The company interview write-ups and information contained in this report are not intended to be a complete description of any one company, but a paraphrased synopsis of interviews conducted with these companies in October, November and December of 2009, combined with submitted material. The publishers have taken due care to ensure the accuracy of this information, but shall not be held liable for any consequential damages arising from the material in this report.

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Appendix B: Descriptions of New HTS Products and Services

Appendix C: Interview Guide for Pharmaceutical and Biotechnology Company  
and Non-Commercial Laboratory Respondents

Appendix D: Interview Guide for HTS Supplier Company Respondents

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