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Fremont, CA

Sample Case Study : Market Intelligence

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Problem Statement

- Our client, one of the leading players in the neurovascular space, wanted a comprehensive analysis on Ischemic Stroke which included disease, clinical and market analysis

Orbees Approach

- Orbees conducted an in-depth literature/ clinical database search to understand the patient pool, the current treatment paradigm of ischemic stroke, the existing devices, and the future growth prospects of the market

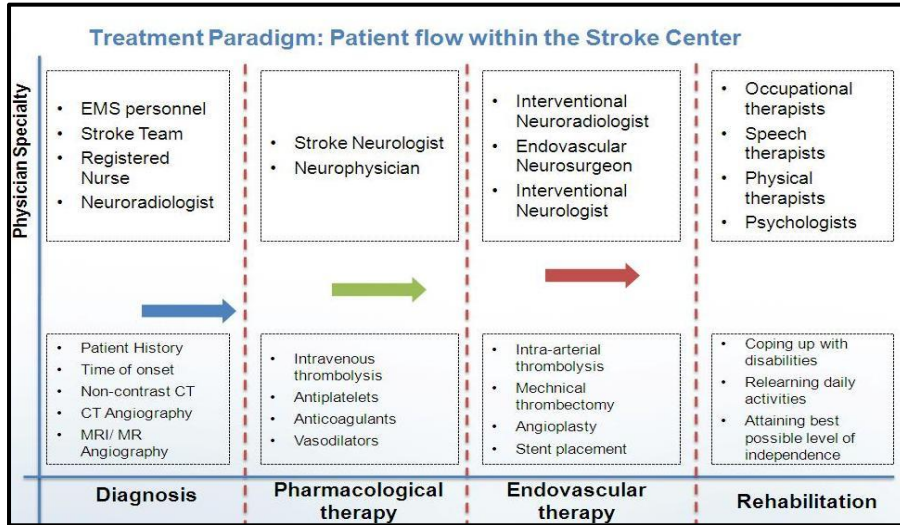
- The inputs from the previous phase were incorporated into the US Market Model to forecast the Ischemic Stroke and Intracranial Atherosclerosis market through 2017
- The model captured the existing and future market shares of various treatment modalities

Outcomes

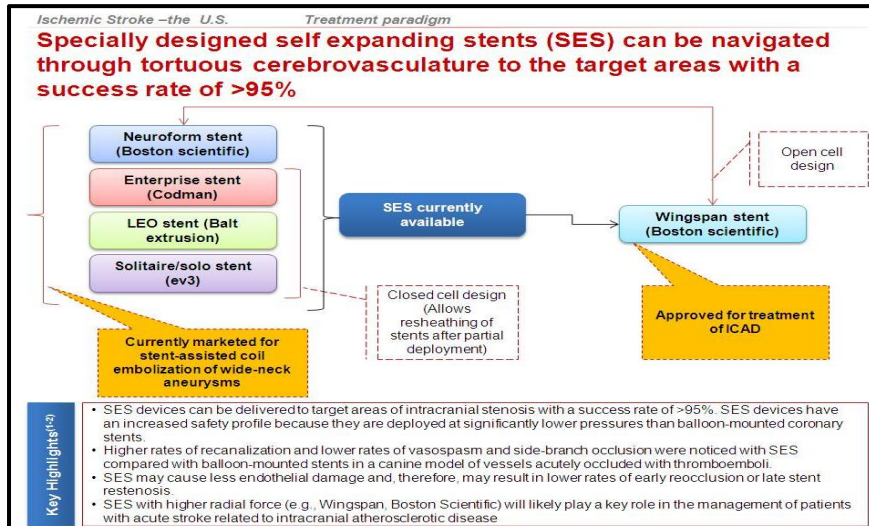
- Apart from providing a comprehensive disease and clinical overview, the project mainly brought out a vivid picture of :
 - Number of patients reaching the hospital in various time intervals and thus the potential eligible patient pool for various treatment modalities such as intravenous and intra-arterial thrombolytics, endovascular devices such as Merci and Penumbra etc.
 - Advantage of stents and stent based devices over the existing endovascular devices and their growing importance in shaping up the AIS device arena
- The project report was very well appreciated for its comprehensiveness and is widely used in the client organization even by personnel at VP level

Orbees Deliverables

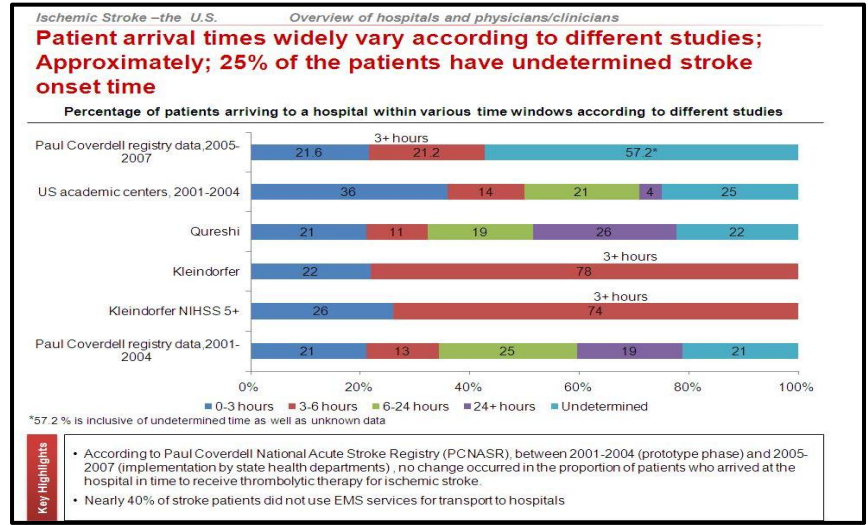
A comprehensive patient care pathway – enables to identify and target decision makers



Overview of various available stents and their applicability in AIS treatment



Analysis of patient arrival times as per various studies



Performance analysis of various existing flow restoration devices in the market

