

## IMV 2022 Fixed C-arm Market Outlook Report

*Featuring survey results from 200+ U.S. hospitals with fixed C-arms in cardiology, radiology, & surgery-related departments*

### Overview

Over the past decade, the continuing development of fixed C-arm technology and clinical innovations have been shaping how fixed C-arms are used, and the distinction between the traditional cardiac cath lab vs. interventional radiology (IR) lab has become blurred. Such equipment could be installed, not only in cardiology-related departments (e.g., cath labs, cardiology, cardiovascular, vascular, endovascular, electrophysiology labs), and radiology-related departments (e.g., radiology, imaging, interventional radiology, special procedures, angiography labs), but also in surgery-related departments (e.g., hybrid OR, surgery departments), with multiple physician specialties having access to the labs. Depending on the hospital, the purchase decisions may be managed by cardiology, radiology, and/or surgery departments. IMV's *2022 Fixed C-Arm Market Outlook Report* explores trends in case volume and mix, installed base, and purchase plans for fixed C-arms. In addition, the report contrasts the usage of fixed C-arms with portable C-arms in the responding hospitals. Respondent opinions on how key issues are affecting their department outlook are featured.

### What you'll learn in this report

#### Department priorities and future outlook

- What are the key priorities for departments using fixed C-arms?
- What factors will impact the outlook for fixed C-arms the most?
- How many hospital departments with fixed C-arms are cardiology-related, radiology/IR-related, vs. surgery-related?
- What physician specialties are the departments seeking?
- What percent of the hospitals currently support or plan to support a dedicated structural heart disease program?

#### Procedure volume in labs using fixed C-arms

- How many and what type of patient cases were conducted in 2021 using fixed C-arms, by department type and by bed size?

#### Fixed & portable C-arm installed base & purchase plans

- How many fixed C-arms are installed in U.S. hospitals, in cardiology-, radiology-, and surgery-related departments?
- What is the installed base share of fixed C-arms nationwide? Is there a difference by hospital bed size & department type?
- What percent of the fixed C-arm units use the OEM vs. third-party service organizations vs. in-house for first-call service?
- What percent of the installed and planned fixed C-arms are:
  - Single- vs. bi-plane?
  - Floor vs. ceiling-mounted?
  - Using an OR table vs. an interventional table?
  - Used for minimally invasive hybrid OR procedures?
  - Utilized by which physician specialties?
- What percent of the hospitals are planning to purchase fixed and portable C-arms over the next three years? What are the plans for replacement, additional vs. first-buyer units?
- What fixed & portable C-arm OEMs are being considered?
- What is the brand loyalty of current fixed C-arm users?

#### Site operations characteristics of hospitals with fixed C-arms

- How many technologists, nurses, administrators, imaging aides, and secretaries are employed in these departments?
- What are the typical operating hours for scheduled procedures?

### Market Research Methodology

This report will utilize the results from an IMV-hosted online survey conducted with radiology, cath lab, and surgery/OR managers and technicians from 203 hospitals across the United States who have or are planning to buy fixed C-arms.

### IMV Market Research Report Advantages

Since 1977, IMV has been a leading supplier of market information to the medical imaging industry, providing site-specific databases and comprehensive market reports that address the radiology, cardiology, & radiation therapy markets.

- **Actionable information:** Key results from the surveyed hospitals are projected to IMV's identified universe of hospitals having fixed C-arms installed in at least one department, for a comprehensive view of the fixed C-arm market.
- **Data accessibility:** Includes over 130 pages with 190 graphs and exhibits in PowerPoint slide presentation format to help decision-makers develop informed market strategies.
- **In-depth analysis:** Drill down from top-level summaries to views by hospital bed size and department type for key metrics such as procedures, fixed C-arm installed base features, market share, purchase plans, technology adoption rates, and more.
- **Market outlook:** Respondent opinions about department priorities and key factors influencing the future outlook for hospital departments using fixed C-arms, plus purchase plans through 2022, depict market dynamics going forward.

### Call IMV to order your report today!



Price: \$14,750 for digital file of the *2022 Fixed C-arm Market Outlook Report* in slide presentation format

Contact IMV at 703-778-3080, ext. 33, or [sales@imvinfo.com](mailto:sales@imvinfo.com).

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