

Portable Oxygen Concentrators: -- Markets Reach \$2.2 Billion By 2021

LEXINGTON, Massachusetts (March 23, 2015) – WinterGreen Research announces that it has published a new study *Portable Oxygen Concentrators: Market Shares, Strategy, and Forecasts, Worldwide, 2015 to 2021*. The 2015 study has 458 pages, 150 tables and figures. Worldwide markets are poised to achieve continuing growth. Portable oxygen concentrators support lifestyle for oxygen users.

Portable oxygen concentrators are approved by the FAA for use on airlines. People on oxygen wish to continue usual activities. Distributors are concentrated on determining which portable oxygen concentrator allows the freedom to continue a meaningful lifestyle. There are two types of oxygen delivery systems providing supplemental oxygen therapy; continuous flow (Respironics SimplyGo, SeQual Eclipses,) and pulse dose (Inogen One G3, AirSep Freestyle, Invacare XPO2,).

A pulse dose system is the most commonly used portable oxygen concentrator. because of its light weight and long battery life, some lasting up to 8 hours on a single battery charge. Some oxygen users require continuous flow oxygen due to their diagnosis or illness progress. Continuous flow is required by any oxygen user who is titrating oxygen into their CPAP or BiPAP therapy.

Major factors driving the market for portable oxygen concentrators include its ability to provide oxygen under all circumstances. The worldwide aging population. An increase in the number of people with COPD and other respiratory diseases. Advantages of portable oxygen concentrator devices are that they weigh less, are easy to use. They are affordable.



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The complexion of the home oxygen market is changing. Home oxygen markets have been predicated on a dealer infrastructure. These dealers get reimbursed for regular deliveries of liquid oxygen used for supplemental oxygen so the patient can go out, buy groceries, go to the movies, and visit family for a short time. The advent of reliable, inexpensive portable home oxygen concentrators has changed the market dynamic significantly.

No longer do patients need regular deliveries of liquid oxygen for supplemental purposes so the patient can go out. Now, the patient just uses one device at home and while out of the home. The economics of the medical oxygen market have been changing for a long time. CMS Medicare and the private insurers that follow their lead have been resisting paying for supplemental liquid oxygen because the price of truck rolls is too high. With lowered reimbursement, the dealer distribution network that has been in place for many years is no longer tenable.

According to Susan Eustis, principal author of the team that developed the market research study, "Technology has achieved major breakthroughs for portable oxygen concentrator units. Smaller and lighter units are of benefit to patients, supporting the ability to carry the devices easily."

A few companies dominate the portable oxygen concentrator market sector. Inogen has taken over the market leadership position with improved technology and innovative marketing. Invacare had carefully nurtured its distribution network and continues to do so, but the markets are changing with deliveries from dealers a problem in the industry and for reimbursement, giving Inogen market advantage.

Portable oxygen concentrator market size at \$744 million in 2014 is expected grow to \$2.2 billion by 2021. Market growth is a result of the aging of the population and the increased need for oxygen.

WinterGreen Research is an independent research organization funded by the sale of market research studies all over the world and by the implementation of ROI models that are used to calculate the total cost of ownership of equipment, services, and software. The company has 35 distributors worldwide, including Global Information Info Shop, Market Research.com, Research and Markets, Electronics.CA, Bloomberg, and Thompson Financial.



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WinterGreen Research supports various market segment programs; provides trusted technical services to the marketing departments. It carries out accurate market share and forecast analysis services for a range of commercial and government customers globally. These are all vital market research support solutions requiring trust and integrity.

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