

Stationary Oxygen Concentrators: -- Markets Reach \$1.2 Billion By 2023

LEXINGTON, Massachusetts (August 25, 2017) – WinterGreen Research announces that it has published a new study *Stationary Oxygen Concentrators: Market Shares, Strategy, and Forecasts, Worldwide, 2017 to 2023*. The 2017 study has 452 pages, 158 tables and figures. Worldwide markets are poised to achieve continuing growth as the aging population worldwide needs homecare oxygen treatment. Older people develop COPD and other respiratory conditions where oxygen is able to improve the quality of the life in a dramatic manner. Stationary oxygen devices provide continuous flow, often at 5LPM liters per minute to serve patients that need to be on oxygen. The need for these continuous flow rates night and day continue to drive sales of stationary oxygen concentrator units.

Stationary oxygen concentrators are needed for night use by patients on portable oxygen concentrators during the day. People on oxygen wish to continue usual activities, the portable devices are useful for that during the day. Distributors are concentrated on determining which stationary oxygen concentrator supports patient lifestyle.

Major factors driving the market for stationary 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 newer stationary oxygen concentrator devices are that they weigh less

Advantages of newer stationary oxygen concentrator devices are that are somewhat quieter than the older units, and are easy to use.

They are generally affordable but reimbursement drives markets.

There has been a quantum improvement in the home based stationary oxygen concentrator technology. Less weight, more power are the characteristics of the new stationary units. The huge jump in technology is illustrated by the effectiveness of the devices in providing improved patient lifestyle.



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Stationary concentrator systems are always used by a patient to supplement portable oxygen concentrators. Portable oxygen must be supplemented with standard large, bulky, and inefficient, heavy, and impractical stationary devices because the stationary devices provide a more stable source of oxygen during sleep.

According to Susan Eustis, lead author of the team that wrote the study, “The transformation of oxygen markets relates to going from purely stationary units to going to a combination of portable devices presents an opportunity for people who make oxygen equipment. Economies of scale and a new used along with stationary devices. This has changed the distribution modality leveraging a direct to consumer sales model, rendering obsolete homecare services. This shift in sales model is set to change the medical oxygen industry. Home delivery markets tend to be shrinking. Users of stationary oxygen systems generally still need a stationary unit for night, but service needed is limited.”

Home oxygen therapy (HOT), is administration at home of highly concentrated oxygen produced using a therapeutic oxygen concentrator as an ongoing therapy for patients with chronic respiratory ailments.

Home oxygen therapy has spread rapidly since health insurance began covering these treatments in 1985. Stationary oxygen concentrator markets at \$669.5 million market in 2016 are set to become a \$2.0 billion market in 2023. Steady growth is anticipated because the portable units will still need a stationary unit for sleeping throughout the forecast period.

The move from a primary delivery distribution sales model with a cost structure that accounts for truck rolls to a portable device market has brought havoc to the industry, permitting the evolution of a direct sales system. This has brought dramatic changes to the industry. For vendors that have relied on the distribution network and financing the distribution network, their hold on the market has shifted.



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Stationary oxygen concentrator markets at \$725.5 million market in 2016 are set to become a \$1.2 billion market in 2023. Steady growth is anticipated because the portable units will still need a stationary unit to deliver continuous flow for sleepin. Stationary market will be in existence throughout the forecast period. Growth is a result of new competitors in the market, demand for the smaller lighter technology by patients, and the market need by for stationary devices at home even as portable devices provide greater mobility support for older people.

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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