

# **U.S. Diagnostic Imaging Centers: An Industry Analysis**

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Definition and number of diagnostic imaging centers in the U.S. worldwide	
Main types of imaging equipment and services: X-rays, CT scans, ultrasound, PET Scans, MRIs	
Discussion of Diagnostic Imaging Modalities (MRI, CT, PET, nuclear medicine, X-ray, ultrasound, mammography, fluoroscopy)	
Industry structure: key metrics: no. of facilities, receipts, annual payroll, no. of employees, avg. receipts per facility – 2002, 2007, 2012, 2016. Freestanding outpatient facilities, those based in hospitals, mobile imaging.	
Discussion of industry consolidation’s effects, discussion of CMS reimbursement cuts	
Factors affecting demand for diagnostic imaging services (aging population, technology, early disease diagnosis, the economy)	
Major industry trends and issues: aging of U.S. population, new applications for imaging technology, broader physician and payor acceptance of the use of imaging, increased consumer awareness of and demand for preventive diagnostic screening, Hybrid Imaging Technology, Contrast Agents in Diagnostic Imaging, Automated CT Scanners	
Diagnostic Imaging Centers Operating Models & Strategy	
Major Competitors list: imaging companies and equipment manufacturers, major product segments	
Discussion of consumer concerns about over-use of imaging procedures	
Staffing: job outlook and annual salary for Radiologic and MRI Technologists, Nuclear Medicine Technologists.	
<b><u>Tables:</u></b>	
- Diagnostic Imaging Centers Industry Snapshot: 2016, 2012, 2007, 2002	

## **Industry Size, Growth, Forecasts**

28-49

Size / Annual Receipts of the diagnostic imaging centers industry from 2002-2016, official government Census 5-year survey data and annual County Business Patterns data

Marketdata estimates & forecasts of receipts for 2017-2019, 2023 Forecast

Industry Mix – Share of Revenues by Type Diagnostic Imaging Service Rendered: 2012, 2018 (X-ray, MRI, CT scan, ultrasound, nuclear medicine, endoscopy, EEG, MEG, other)

Discussion & analysis of historical growth trends, during last recession, recovery since then, current situation, rationale for forecasts

Estimates of industry size and growth published by other research firms and Marketdata

Discussion of major factors affecting industry growth: CMS reimbursement cuts, demand, aging of population, early disease diagnosis, equipment technology, etc.

### Tables:

- Size of the U.S. the diagnostic imaging centers industry: 2002-2016
- Annual growth rate of the industry: 2007-2016
- Revenues and growth of the leader, RadNet, for 2008-2018
- Forecast Size of the U.S. diagnostic imaging centers industry: 2017, 2018, 2019, 2023

### Imaging Procedures Volume Trends

Discussion and statistics related to annual number of imaging procedures performed:

X-rays, MRIs, CT scans, PET scans, mammography, ultrasound, etc.

## **Industry Economic Operating Ratios**

50-68

Summary of key industry metrics, NAICS code for the industry, what it includes

- Industry snapshot: 2002, 2007, 2012, 2016: key ratios (payroll, no. estab., receipts, avg. annual receipts per estab., receipts & payroll per employee)
- Annual % change in receipts: 2007-2016

Industry ratios (no. of firms, establishments, receipts, payroll as % receipts for 2012) by:

- legal form of organization -corporations, sole proprietorships, partnerships: no. of employees).
- Single vs. multi-unit operations, by size (statistics as above)
- Concentration Ratios: ratios for top 4, 8, 20, 50 largest firms
- Receipts size of establishments (under \$10,000 to \$10+ mill.)
- Receipts size of firms (under \$100,000 to \$100+ mill.)

- No. of establishments, receipts & avg. receipts per establishment, by state: 2012
- No. of establishments, receipts & avg. receipts per establishment, by state – 2016  
2012-2016 receipts growth (County Business Patterns, Marketdata estimates)

### **Competitor Profiles**

69-80

(description and history of company, no. of centers operated, headquarters address, specialties, acquisitions, services, financial data when available, 2018 results)

Summary of top 50 firms market share, estimated/actual 2018 receipts of top six chains

- RadNet
- Center for Diagnostic Imaging (CDI)
- MedQuest Associates
- SimonMed/Dignity Health
- Touchstone Imaging
- Outpatient Imaging Affiliates (OIA)

### **Reference Directory**

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List of diagnostic imaging/radiology national/regional trade associations, journals, consulting firms, reports, articles, other key contacts – address & phones, description of activities.