



2nd Edition

Pain Management Devices: U.S. Market Analysis and Opportunities

Published January 2018

Base Year: 2017

Forecasts to 2022

Regional Coverage: United States

In the second edition of this study, we take a closer look at the largest market for pain management devices in the world, focusing our research efforts solely on the most dynamic and innovative segment of powered devices. This report includes key trends, market size and growth, and challenges and business opportunities.

This Report Helps to Answer the Following Questions:

- What opportunities exist in the burgeoning pain management devices market?
- How big is the segment of multifunctional devices, and what functions are commonly combined?
- Which technologies and trends are fueling growth?
- What are the key channels of distribution?
- How will pain devices affect the OTC analgesics market?

Report Contents

This presentation-style report contains the following:

- Total industry size and growth
- Market drivers
- Overview and sales for 2016 and 2017 for powered devices (see Table 1)
- Channel highlights and sales breakdowns
- Competitive landscape with brand snapshots of leading and/or notable marketers
- Innovation and technological advancements
- Market outlook through 2022

Table 1: Powered Device Types Covered

Heat

Light

Microcurrent

TENS

Vibration/massage





Scope

Pain Management Devices: U.S. Market Analysis and Opportunities provides a detailed independent appraisal of this fast-moving market and explores market opportunities and challenges. This study focuses on powered devices that are used for pain management.

- Devices have a primary purpose of pain prevention/alleviation for at-home use
- Focuses on body pain including muscle and joint pain and excludes devices for headache, menstrual, or rheumatoid arthritis/autoimmune pain
- Powered devices using such technologies as TENS, light, micro-current, laser, heat, and vibration
- Excludes prescription (Rx) and over-the-counter (OTC) medications, as well as non-powered devices such as wraps, braces and heat/ice packs
- Covers all consumer purchase channels, including mass outlets, specialty outlets, direct sales outlets (including the Internet), and professional channels (e.g., doctor offices, pain clinics)
- Market analysis excludes devices that are used only a professional setting; these are covered as part of the professional survey only

Key Benefits

This report enables subscribers to identify business opportunities in the emerging and dynamic pain management devices market.

- Develop business strategies by understanding the trends and developments that are driving the pain management market
- Develop market-entry and market expansion strategies
- Identify the trends and technologies that will impact the market
- Identify and assess key players and who is poised to win
- Stimulate ideas for potential partnerships, acquisitions, and product ideation



Methodology

Kline’s approach places principal emphasis on primary research techniques to ensure that the foundation of business intelligence and insight is accurate, current, and reliable. Building on our 50-plus years in the business and leveraging our worldwide network of offices, our teams of seasoned professionals draw upon pragmatic industrial and commercial experience to understand and interpret global impacts and local perspectives.

Primary Research

We Know Who to Talk to. We Know How to Listen.



A high number of in-depth discussions are conducted by each analyst. All interviews are done with true industry insiders.

Kline’s analysts draw upon pragmatic experience to understand global impacts and local perspectives. Our interviews engage experts across all pertinent fields and sectors.

- Marketers/manufacturers
- Distributors
- Government agencies
- Retailers
- Suppliers
- Trade organizations

Secondary Research

We Know Where to Look – Mining the Details.



Analysis is further supplemented by secondary research, consisting of constant tracking of annual company reports, national statistics bureaus, trade/ industrial/professional associations, and the like.

Relevant developments are diligently followed and their impact closely monitored. Reports also draw upon non-confidential data from Kline’s internal database, consisting of over half a century’s syndicated research.

Comprehensive Market Intelligence

We Know How to Verify.



Data are rigorously analyzed, cross-checked, distilled, and validated. Kline’s proven methodology allows exceptionally effective, precise, and reliable market

intelligence, giving subscribers a solid foundation on which to grow, refine, and expand their business with confidence.

Kline Credentials

Kline is a leading global management consulting and market research firm offering the complete spectrum of services. The firm has served the management consulting and market research needs of organizations in the chemicals, materials, energy, life sciences, and consumer products industries for over 50 years.

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