

THE STATE OF HEALTHCARE IN THE U.S. MIDDLE MARKET

Healthcare Topped The List of Business Challenges

79%

OF MIDDLE MARKET FIRMS HAVE EXPERIENCED HEALTHCARE COST INCREASES



4% ANNUAL INCREASE

OVER PAST 5 YEARS

FIRMS EXPECT THOSE LEVELS OF INCREASES TO CONTINUE

Middle Market Companies Are Committed To Health Benefits

LESS THAN 25%

OF MIDDLE MARKET COMPANIES WOULD DROP COVERAGE ALTOGETHER TO DEAL WITH INCREASED COSTS

MORE THAN 90%

OF MIDDLE MARKET COMPANIES SAY HEALTHCARE HELPS ATTRACT AND RETAIN TOP TALENT

Many middle market companies do not have the purchasing power and administrative resources of larger companies and find the matter of employee healthcare complicated.

Middle market firms see healthcare as a key driver of talent, productivity and growth.

On average, middle market companies pay 2/3 of the employee healthcare premiums.

90%

OF MIDDLE MARKET EXECUTIVES SEE HEALTHCARE COSTS AS THEIR TOP CHALLENGE

80%

OF MIDDLE MARKET EXECUTIVES SEE HEALTHCARE AS A COMPANY'S RESPONSIBILITY TO THEIR EMPLOYEES

Taking Action With New Healthcare Strategies

Middle market firms provide unique insight into the relative effectiveness of new healthcare programs.

TOP IMPLEMENTED PROGRAMS

62% WELLNESS PROGRAMS

50% HEALTH CLINICS

49% SOURCING LOWER COST HEALTHCARE

49% ANALYSIS OF HEALTHCARE DATA

EXPECTED OUTCOMES*

+25% GROWTH

+25% PRODUCTIVITY

-22% ABSENTEEISM

-17% HEALTH COSTS

*Minimum expected for implemented solutions.



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