

## HEALTHCARE'S GROWTH



### Revenue Growth vs. National

**8.1%**

HEALTHCARE'S  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

7.4%

Past 12 Months  
National

**4.4%**

HEALTHCARE'S  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

5.3%

Next 12 Months  
National

### Employment Growth

**5.3%**

HEALTHCARE'S  
MIDDLE MARKET  
GROWTH OVER THE  
PAST 12 MONTHS

4.3%

Past 12 Months  
National

**2.7%**

HEALTHCARE'S  
MIDDLE MARKET  
GROWTH OVER THE  
NEXT 12 MONTHS

3.2%

Next 12 Months  
National

### Top 3 Internal Challenges (Next 3 Mo.):

66%

Business Growth

55%

Staff/ Employees

33%

Finances

### Top 3 Internal Challenges (Next 12 Mo.):

44%

Staff/ Employees

41%

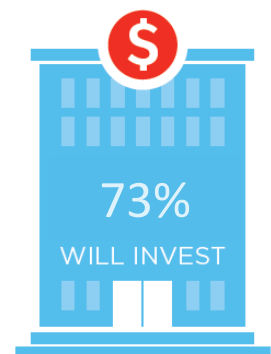
Business Growth

17%

Costs

### Preparing for growth through capital investment

Middle market  
companies in  
Healthcare are  
sending a strong  
message that they  
are poised to  
invest.



FOR MORE INFORMATION VISIT  
[MIDDLEMARKETCENTER.ORG](http://MIDDLEMARKETCENTER.ORG)



# MEET HEALTHCARE'S MIGHTY MIDDLE MARKET

## Healthcare's Middle Market Defined

ANNUAL REVENUE

**\$10MM—\$1B**



GENERATING

**\$765B**

IN ANNUAL REVENUE



MORE THAN

**12,700**

BUSINESSES



REPRESENTS

**0.9%**

OF ALL HEALTHCARE  
COMPANIES



GENERATES

**44.1%**

OF ALL HEALTHCARE  
BUSINESS REVENUE



EMPLOYS

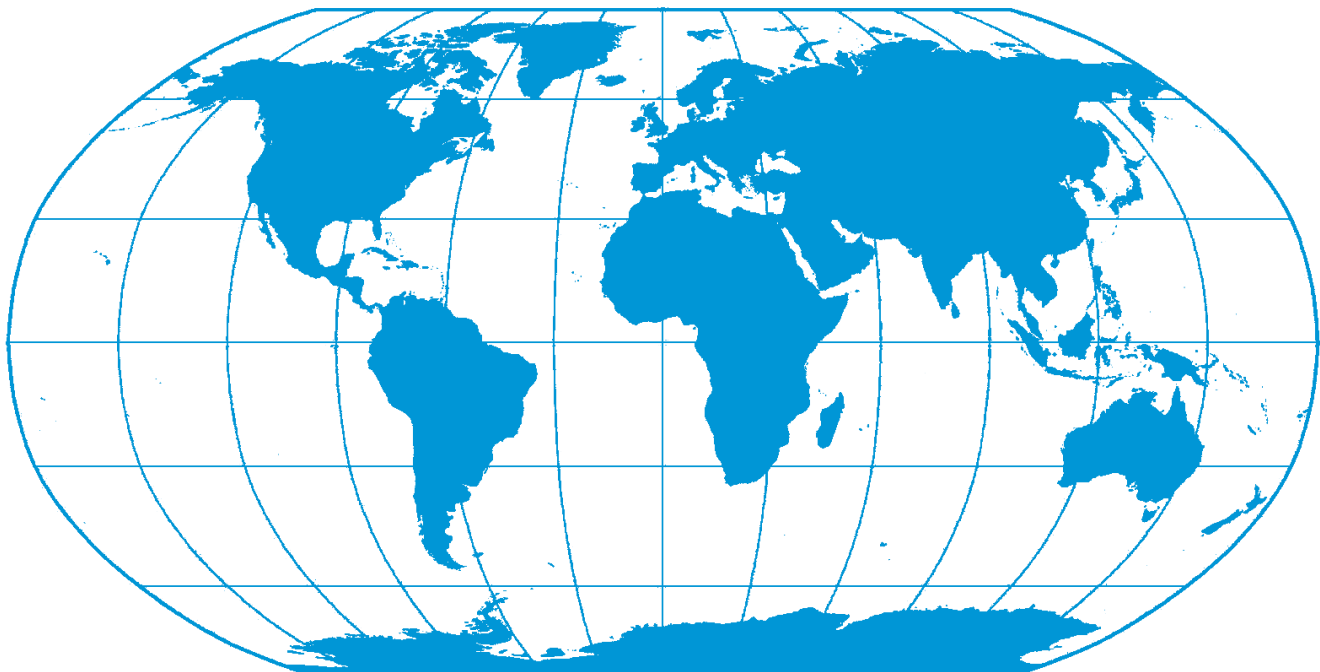
**36.8%**

OF THE HEALTHCARE  
WORKFORCE



Source: D&B 2014 Data

## Percentage of Revenues around the World



90.8% United States 2.3% Canada/Mexico 3.9% Europe 0.5% Asia  
1.2% Africa 0.5% Asia 0.5% Middle East 0.1% Other