



Perceptions of the Impact of Middlemen in Health Care

 McLaughlin & Associates

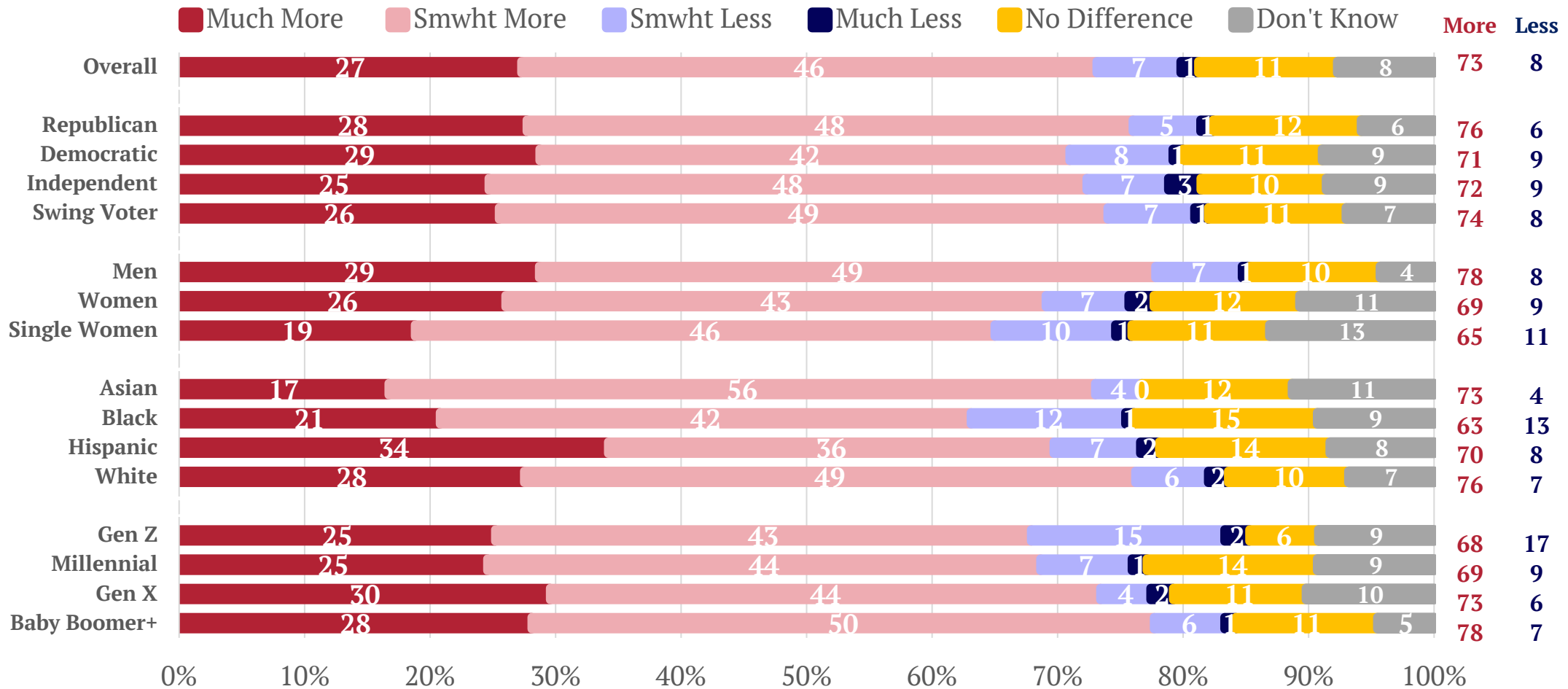


KEY TAKEAWAYS

- Most Americans recognize that middlemen make goods and services more expensive and recognize that middlemen in health care drive up prices.
- More than 7-in-10 Americans believe a health reform strategy of “eliminating the middleman” would lower costs and improve access to care.
- A large majority of Americans agree that health insurance companies are middlemen between patients and doctors and most believe they make health care more expensive.
- Most Americans believe pharmacy benefit managers (PBMs) and the government are middlemen between patients and doctors and a plurality believe they make health care more expensive.

Nearly 3-in-4 Say Middlemen Make Things More Expensive

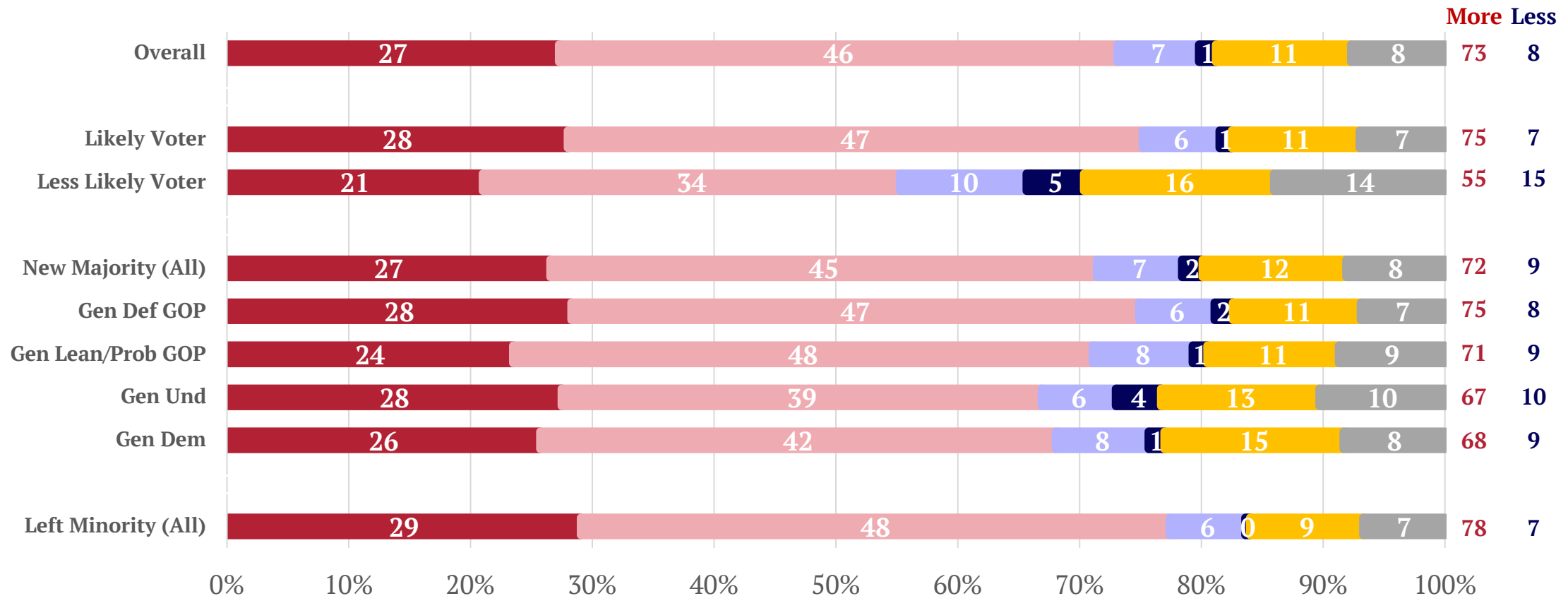
Based on what you know, would you say middlemen make goods and services more expensive, less expensive, or do they make no difference?"



Little Ideological Divide in Views of Middlemen Making Things More Expensive

Based on what you know, would you say middlemen make goods and services more expensive, less expensive, or do they make no difference?"

■ Much More
 ■ Smwht More
 ■ Smwht Less
 ■ Much Less
 ■ No Difference
 ■ Don't Know



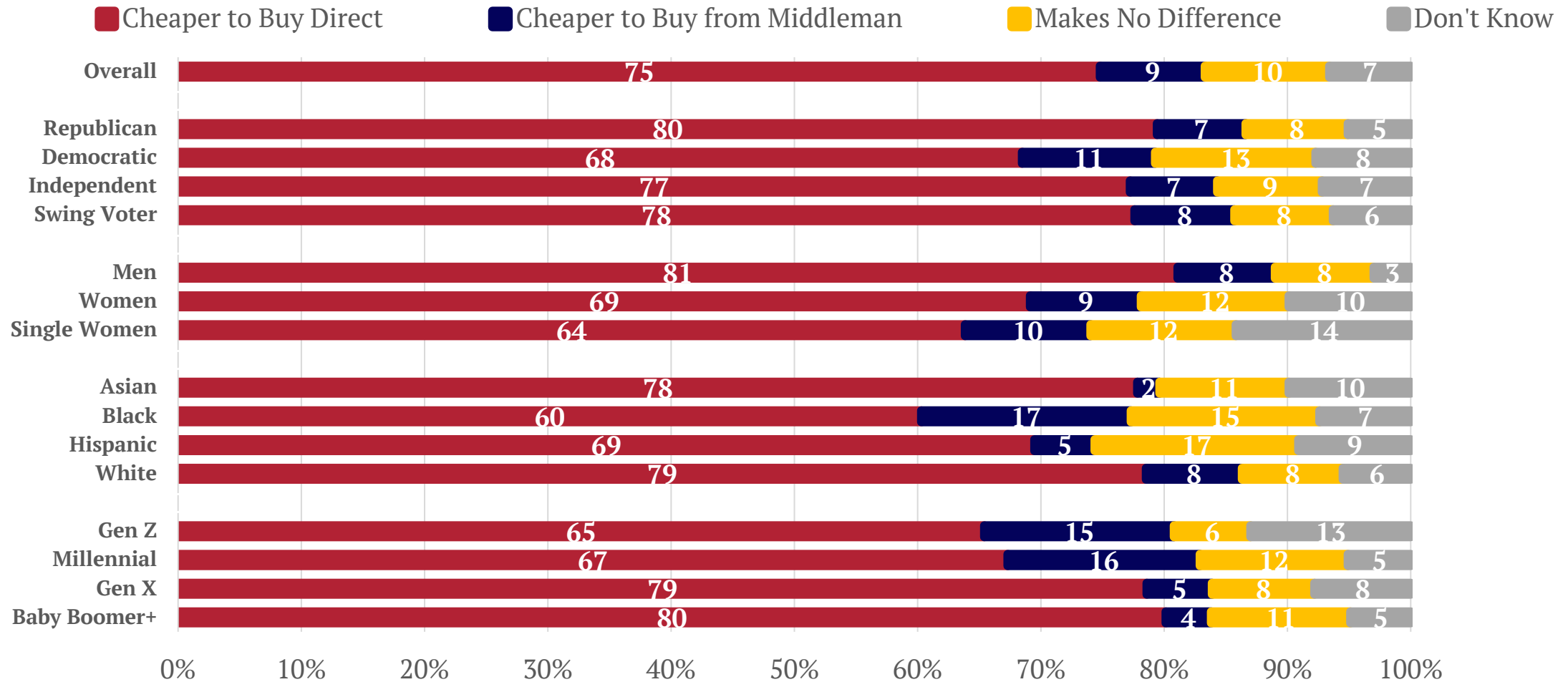
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3-in-4 Say Its Cheaper to Buy Direct from the Manufacturer

“Based on what you know, which do you think is the cheaper option when buying things?”

1. It's cheaper to buy direct from manufacturer
2. It's cheaper to buy from a middleman

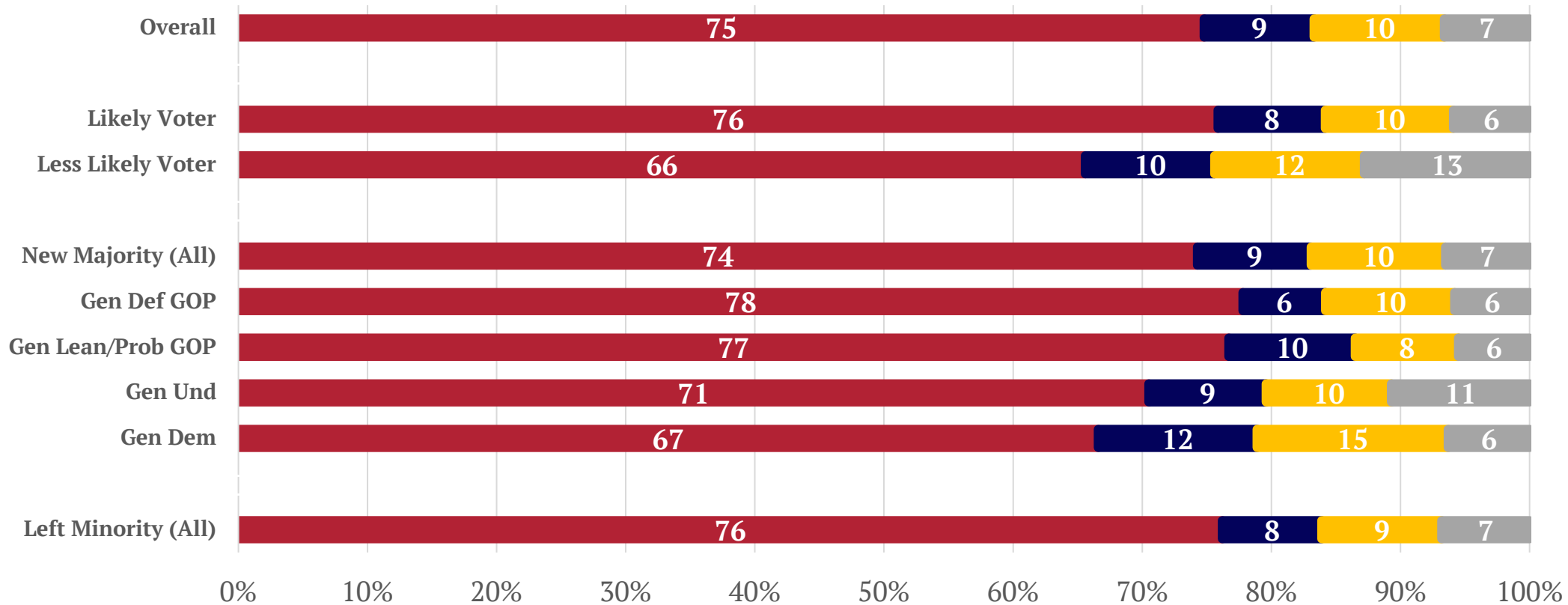


New Majority and Left Minority Agree Its Cheaper to Buy Direct from the Manufacturer

“Based on what you know, which do you think is the cheaper option when buying things?”

1. It's cheaper to buy direct from manufacturer
2. It's cheaper to buy from a middleman

■ Cheaper to Buy Direct
 ■ Cheaper to Buy from Middleman
 ■ Makes No Difference
 ■ Don't Know

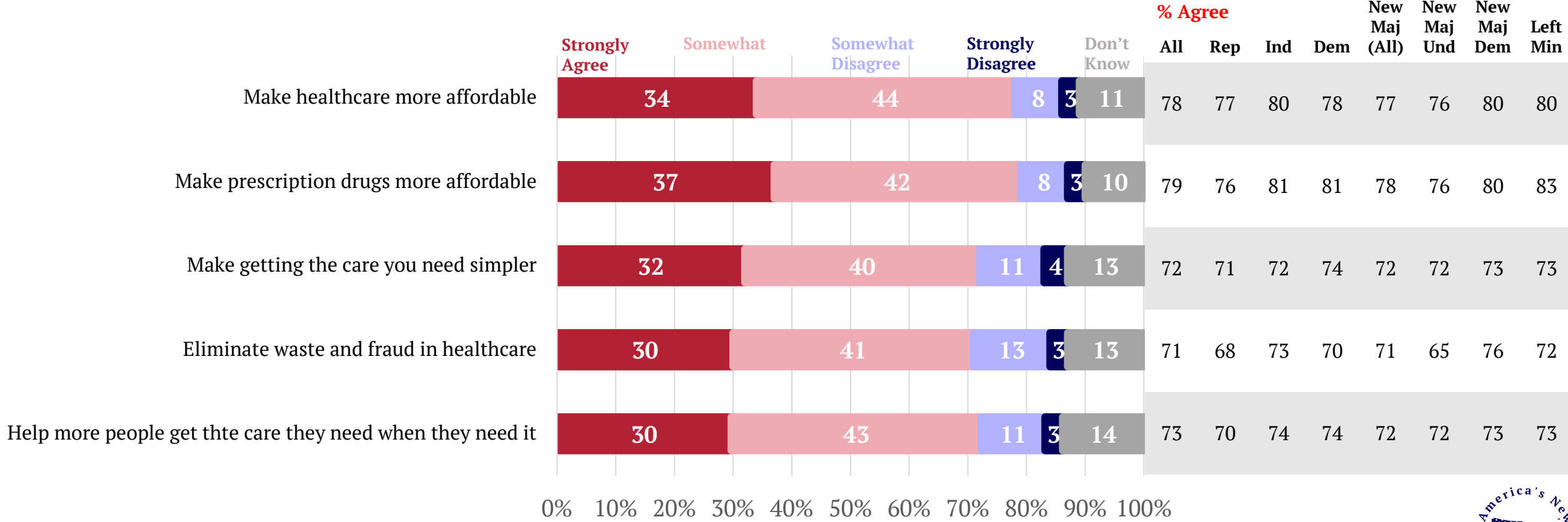


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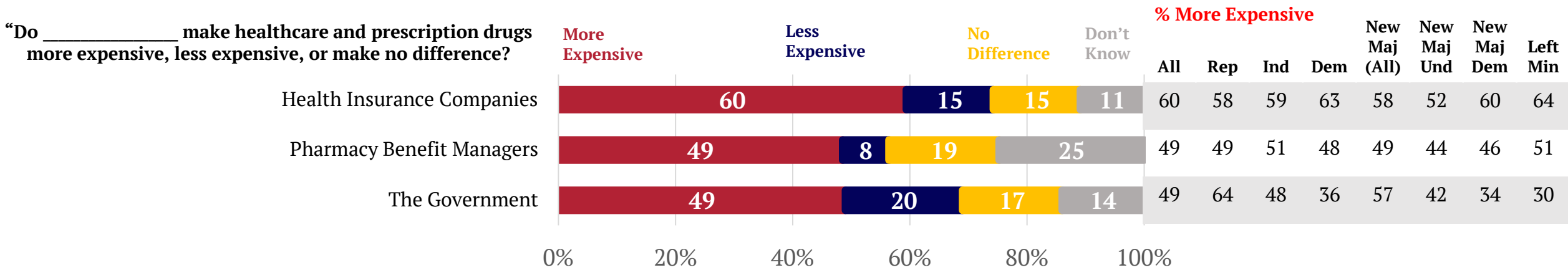
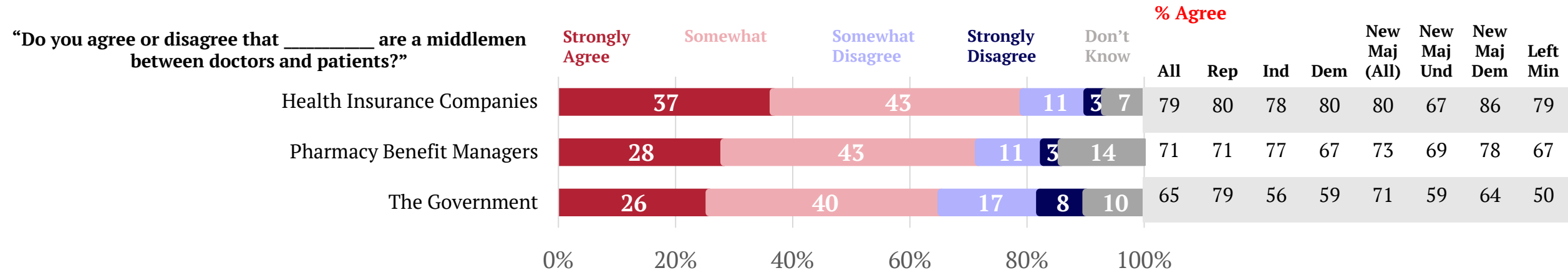
Large Majorities Believe “Eliminating the Middleman” Would Lower Health Care Costs and Improve Access

“Do you agree or disagree that a healthcare reform strategy of “eliminating the middleman” would do the following?”



Most Americans Recognize Middlemen in Health Care

MOST AGREE HEALTH INSURANCE ADDS COST, PLURALITY AGREE PBMS AND THE GOVERNMENT DO THE SAME



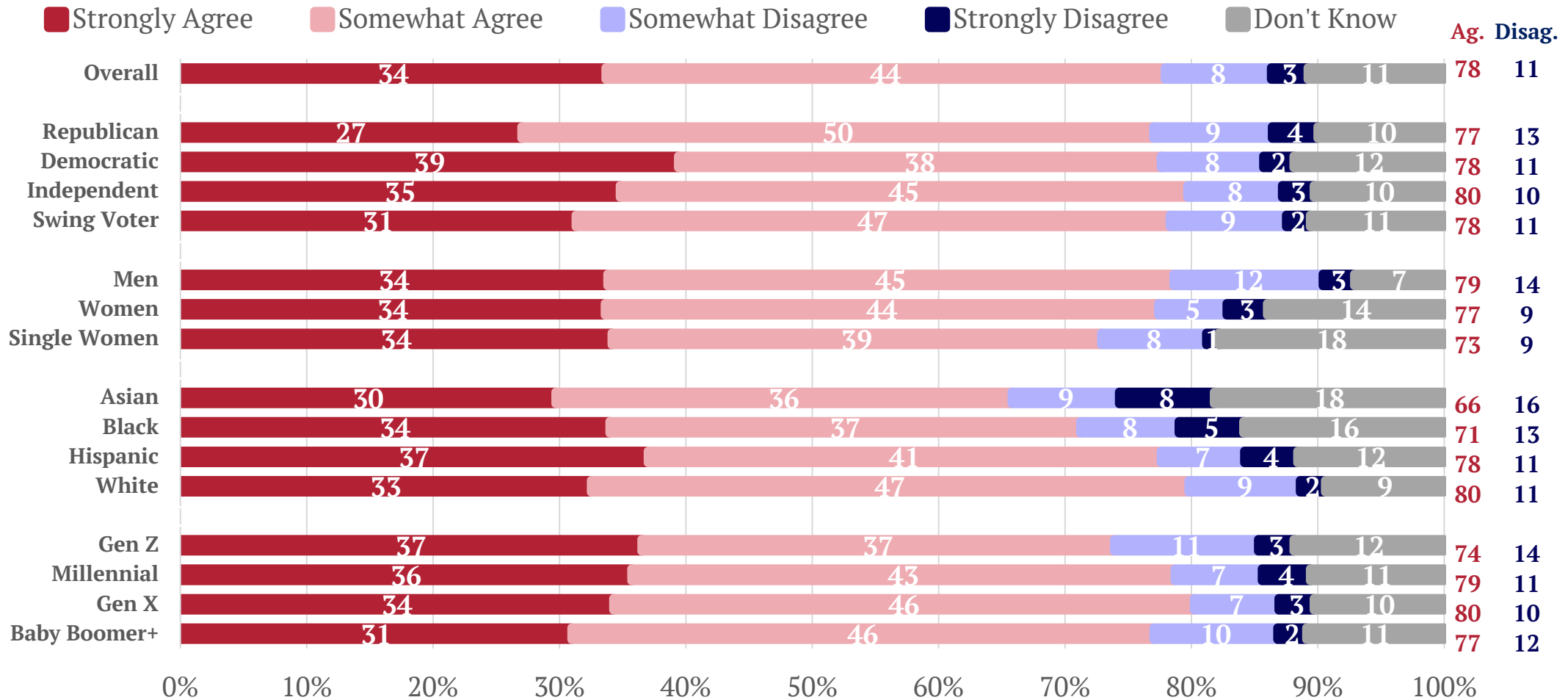
Appendix



Eliminating Middleman – More Affordable

STANDARD CROSSTABS

“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?”
Make health care more affordable

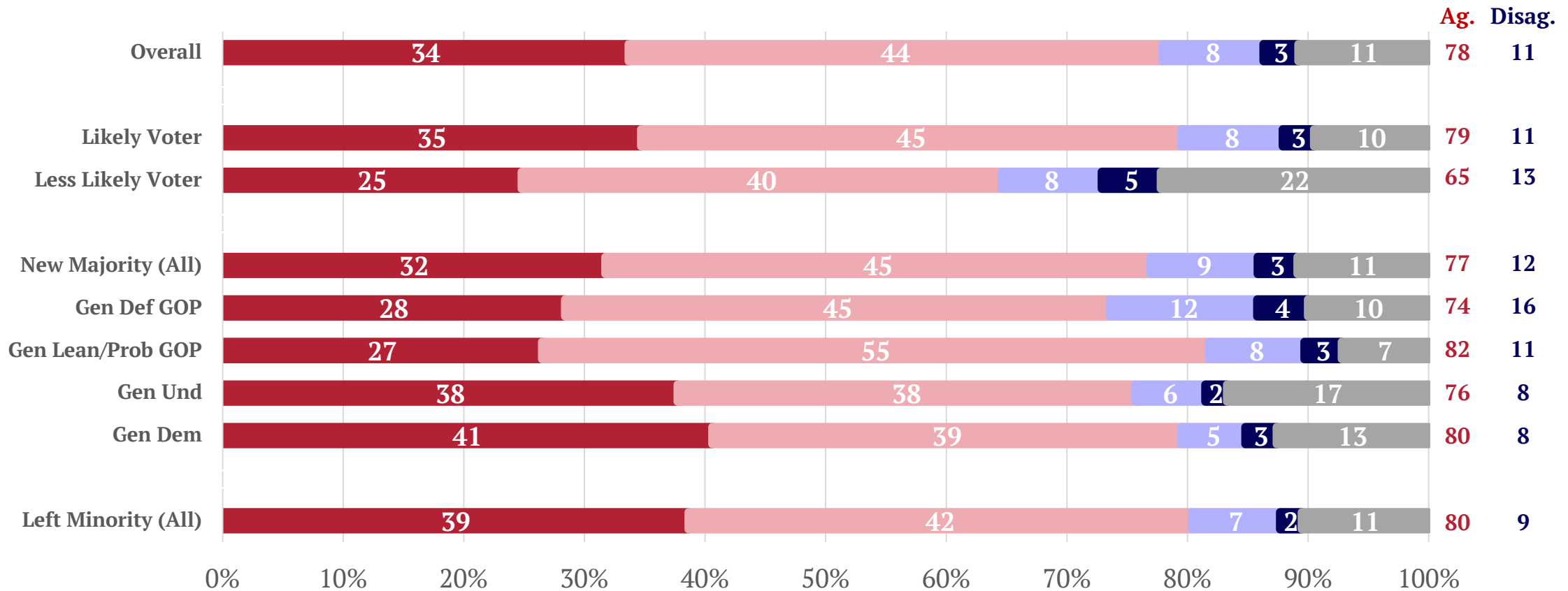


Eliminating Middleman – More Affordable

NEW MAJORITY CROSSTABS

“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?”
Make health care more affordable

Strongly Agree Somewhat Agree Somewhat Disagree Strongly Disagree Don't Know



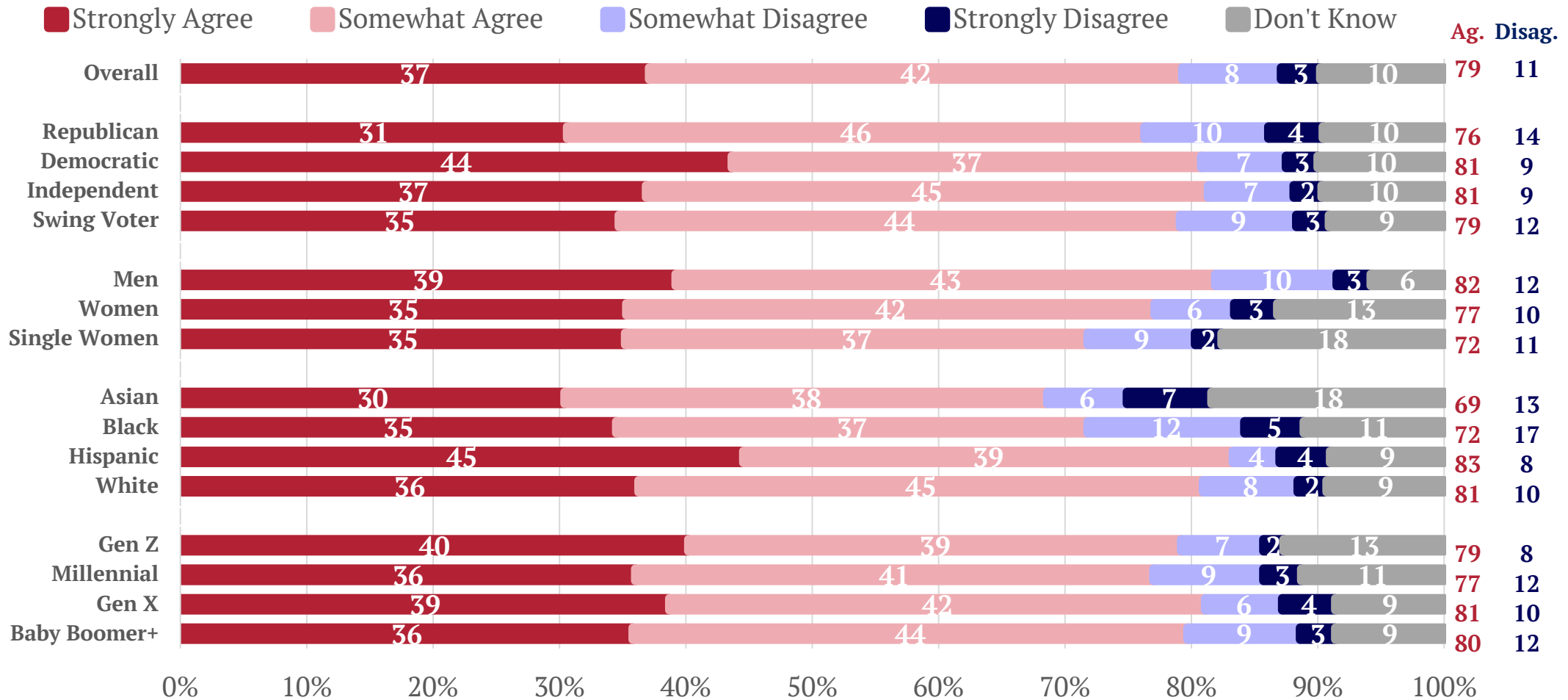
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Eliminating Middleman – Prescription Drugs

STANDARD CROSSTABS

“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?”
Make prescription drugs more affordable

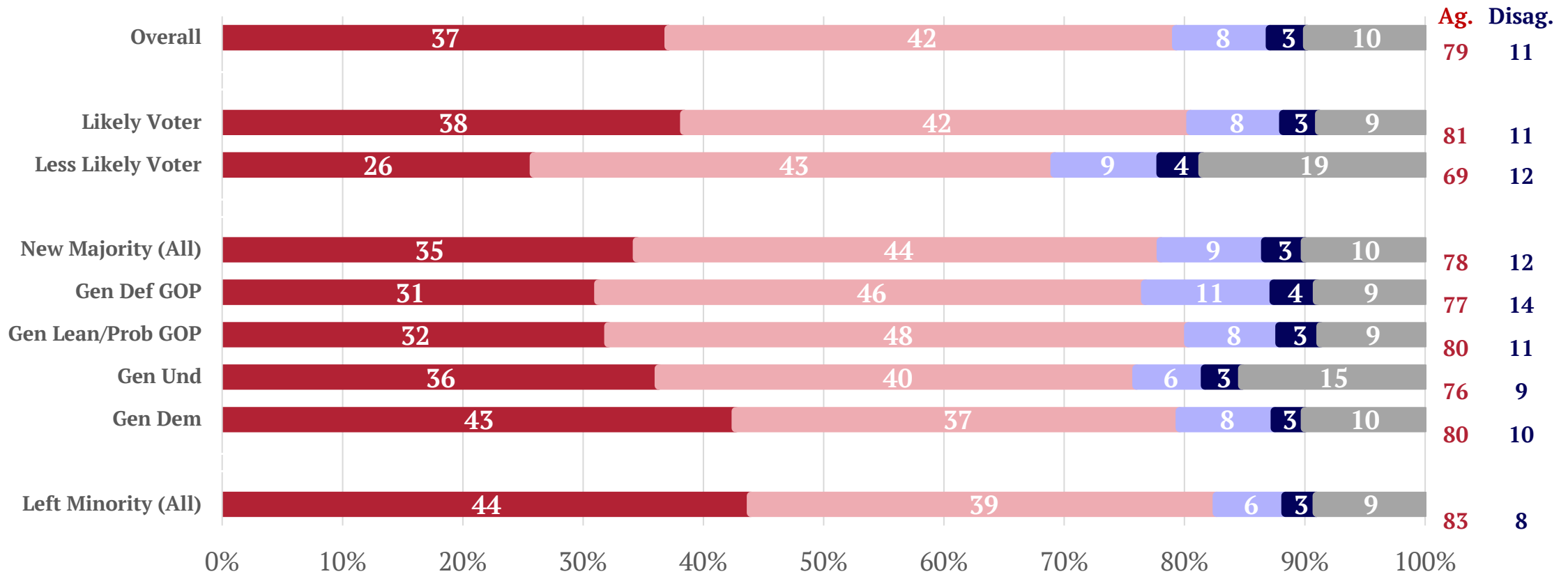


Eliminating Middleman – Prescription Drugs

NEW MAJORITY CROSSTABS

“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?”
Make prescription drugs more affordable

■ Strongly Agree
 ■ Somewhat Agree
 ■ Somewhat Disagree
 ■ Strongly Disagree
 ■ Don't Know



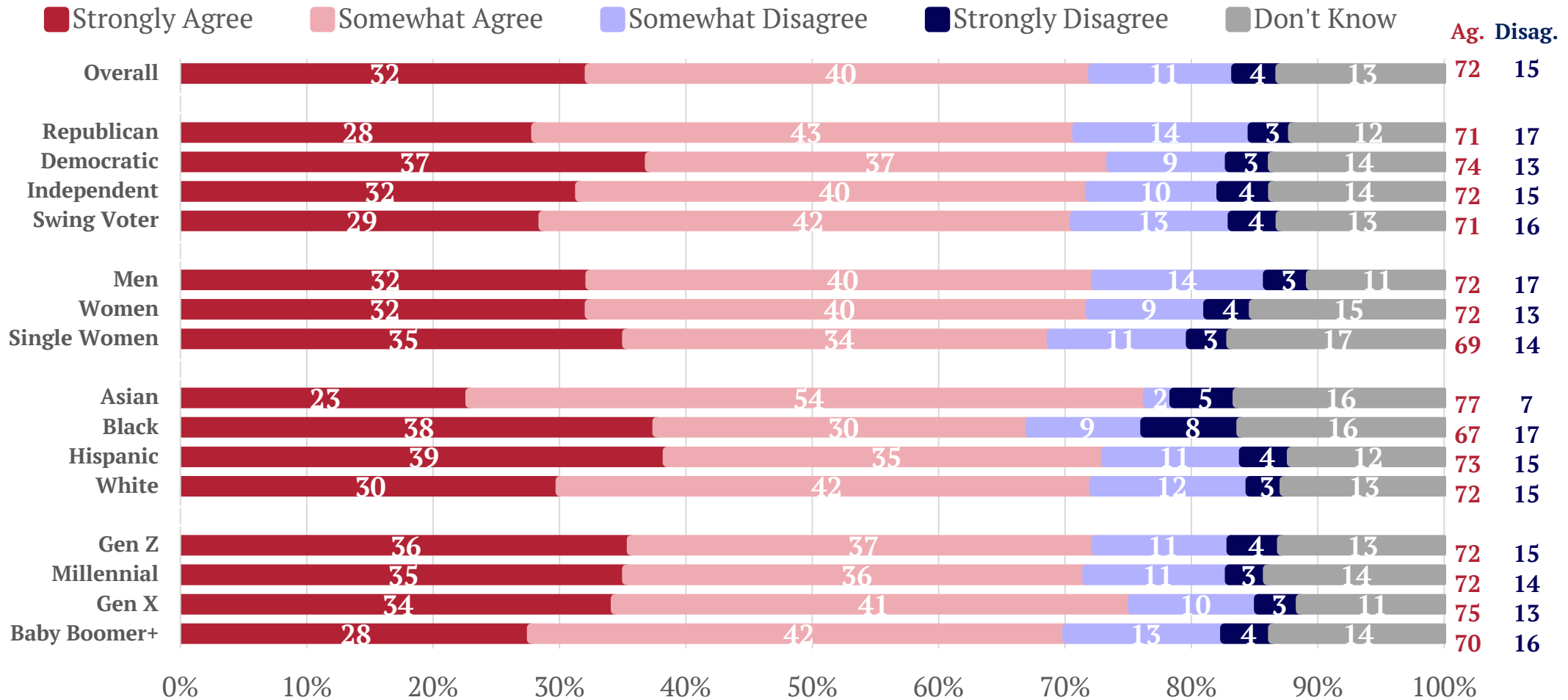
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Eliminating Middleman – Ease to Get Care

STANDARD CROSSTABS

“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?”
Make getting the care you need simpler

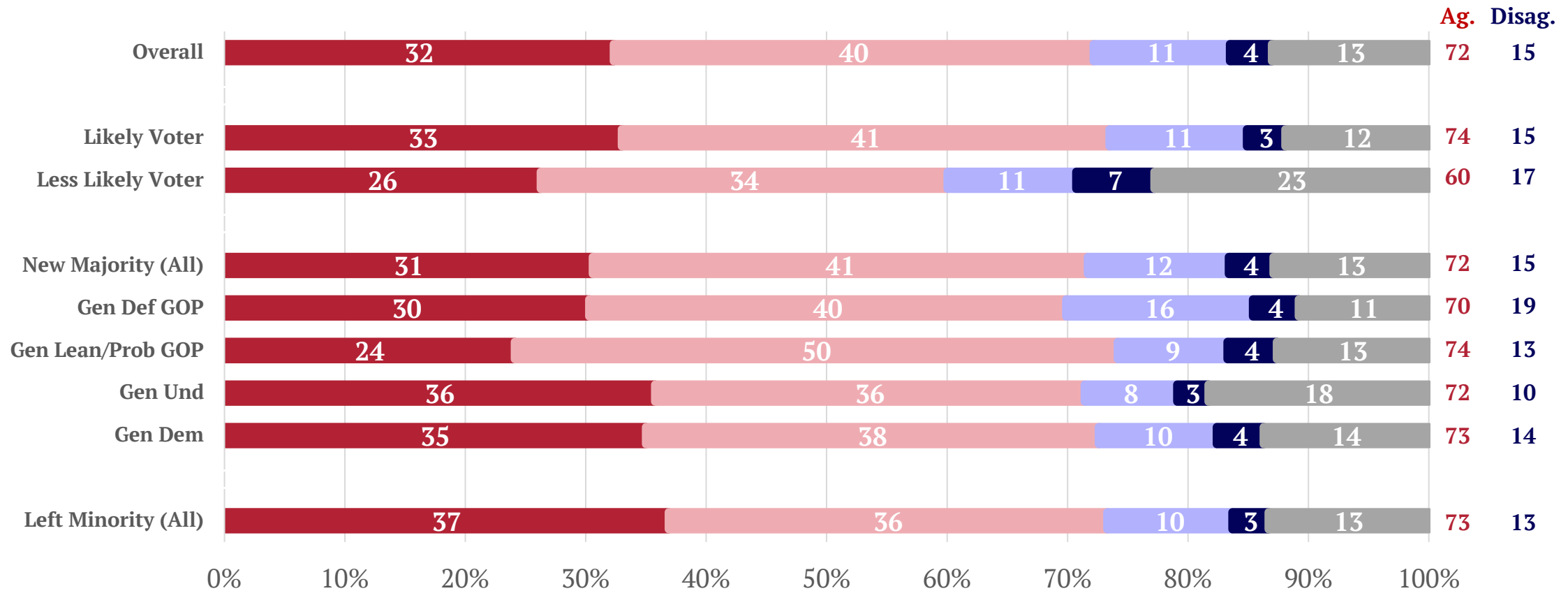


Eliminating Middleman – Ease to Get Care

NEW MAJORITY CROSSTABS

“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?
Make getting the care you need simpler

Strongly Agree Somewhat Agree Somewhat Disagree Strongly Disagree Don't Know



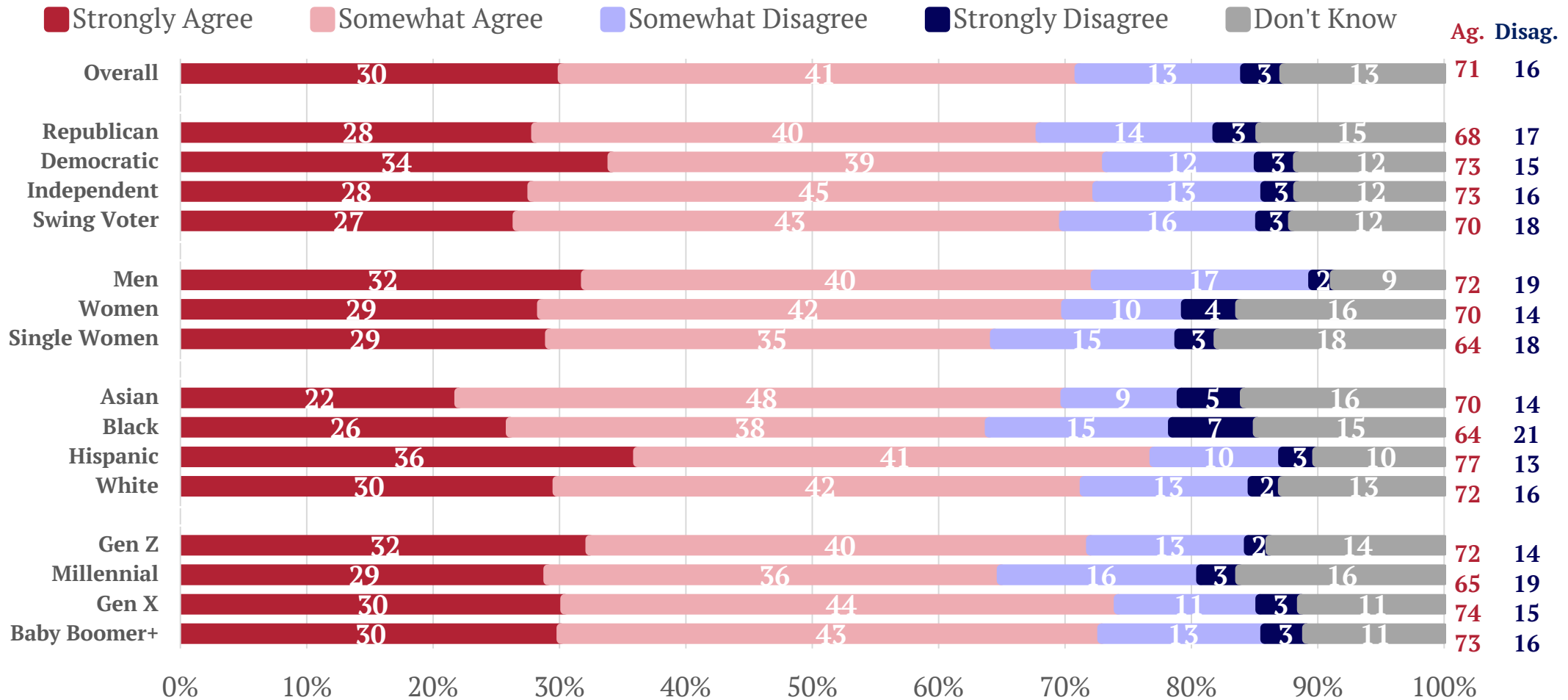
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Eliminating Middleman – Waste and Fraud

STANDARD CROSSTABS

“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?”
Eliminate waste and fraud in healthcare

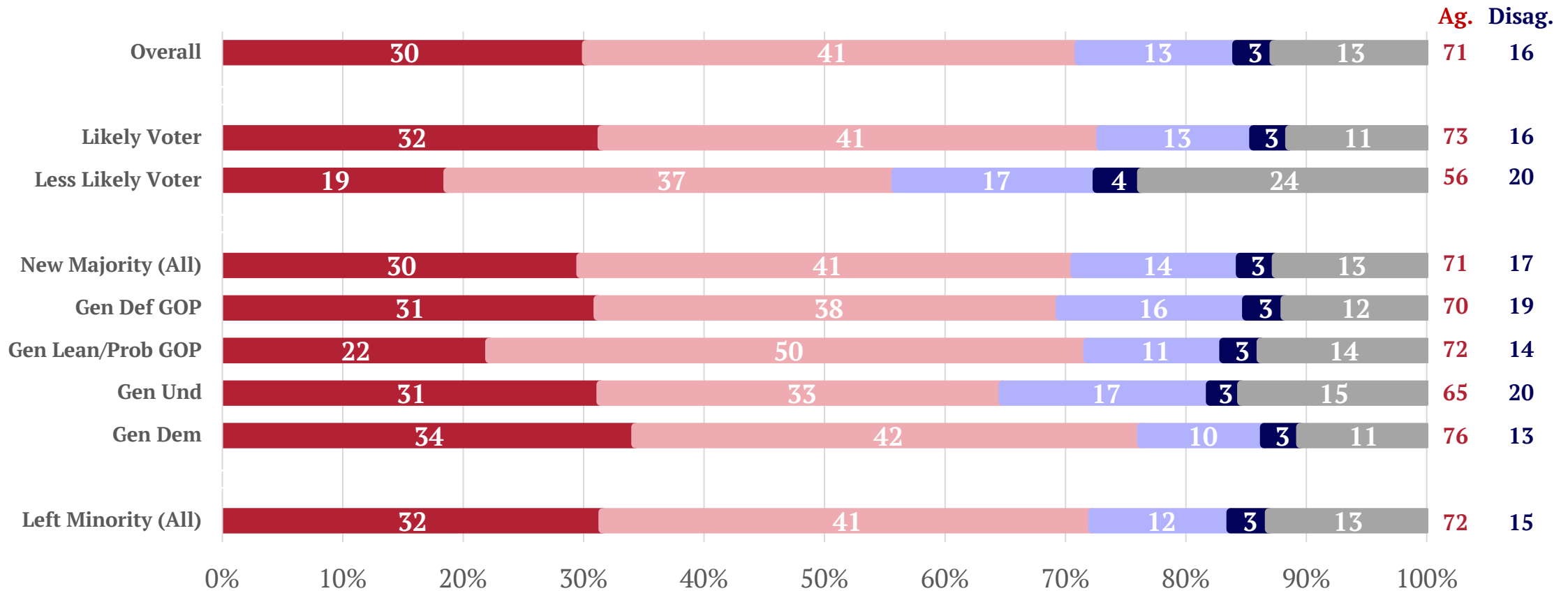


Eliminating Middleman – Waste and Fraud

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“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?”
Eliminate waste and fraud in healthcare

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 ■ Strongly Disagree
 ■ Don't Know



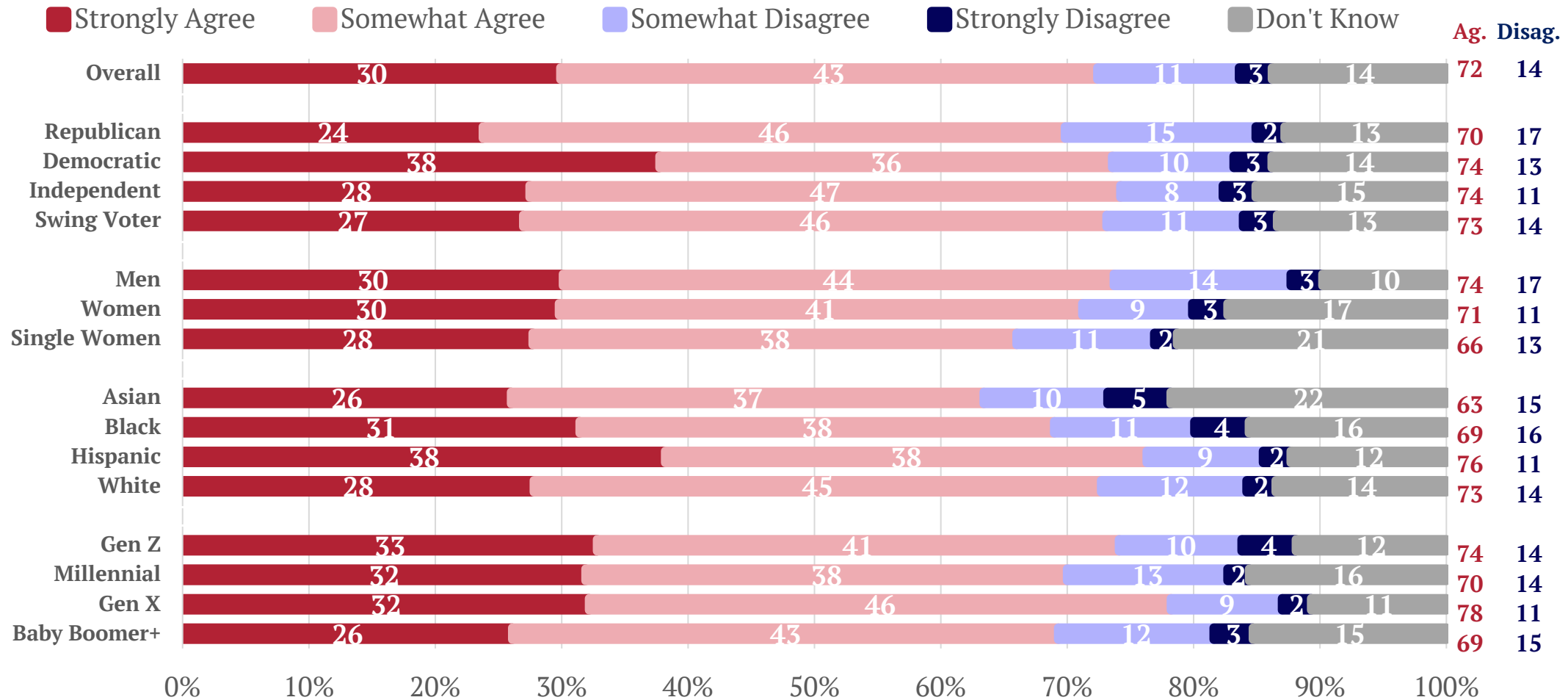
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Eliminating Middleman – Get the Care You Need

STANDARD CROSSTABS

“Do you agree or disagree that a health reform strategy of “eliminating the middleman” would do the following?”
 Help more people get the care they need when they need it

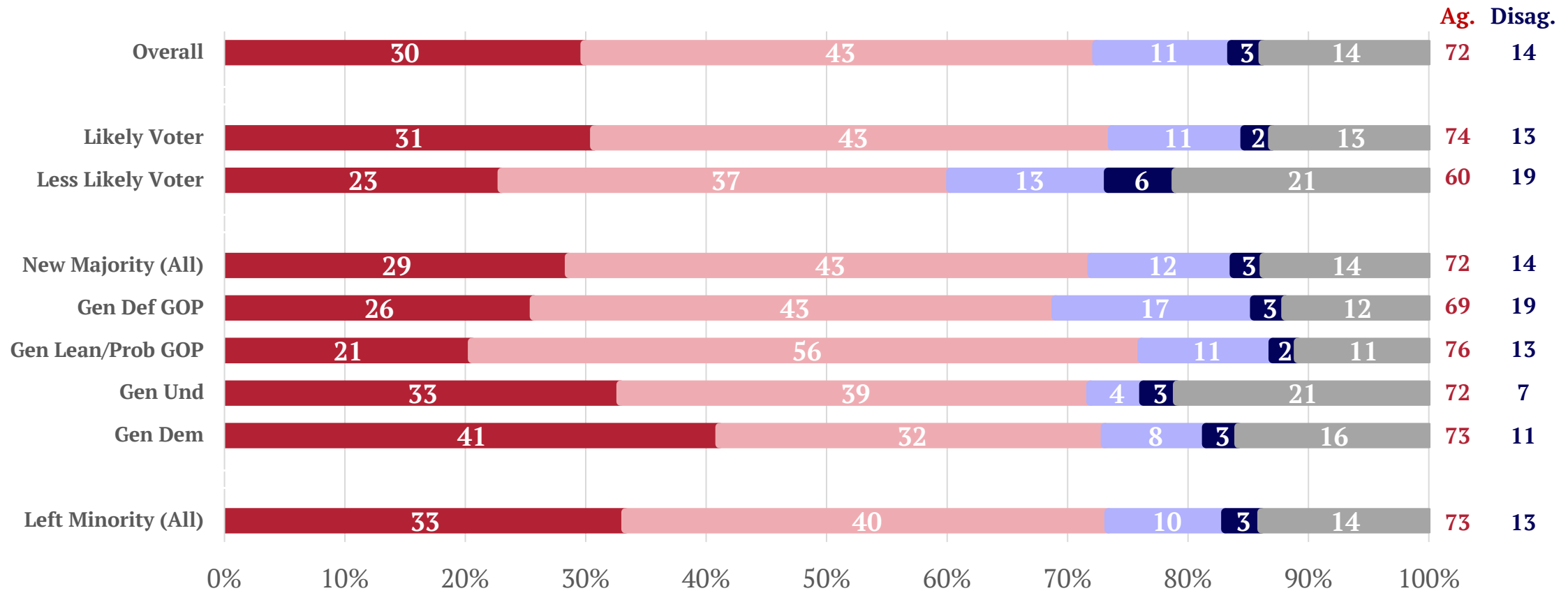


Eliminating Middleman – Get the Care You Need

NEW MAJORITY CROSSTABS

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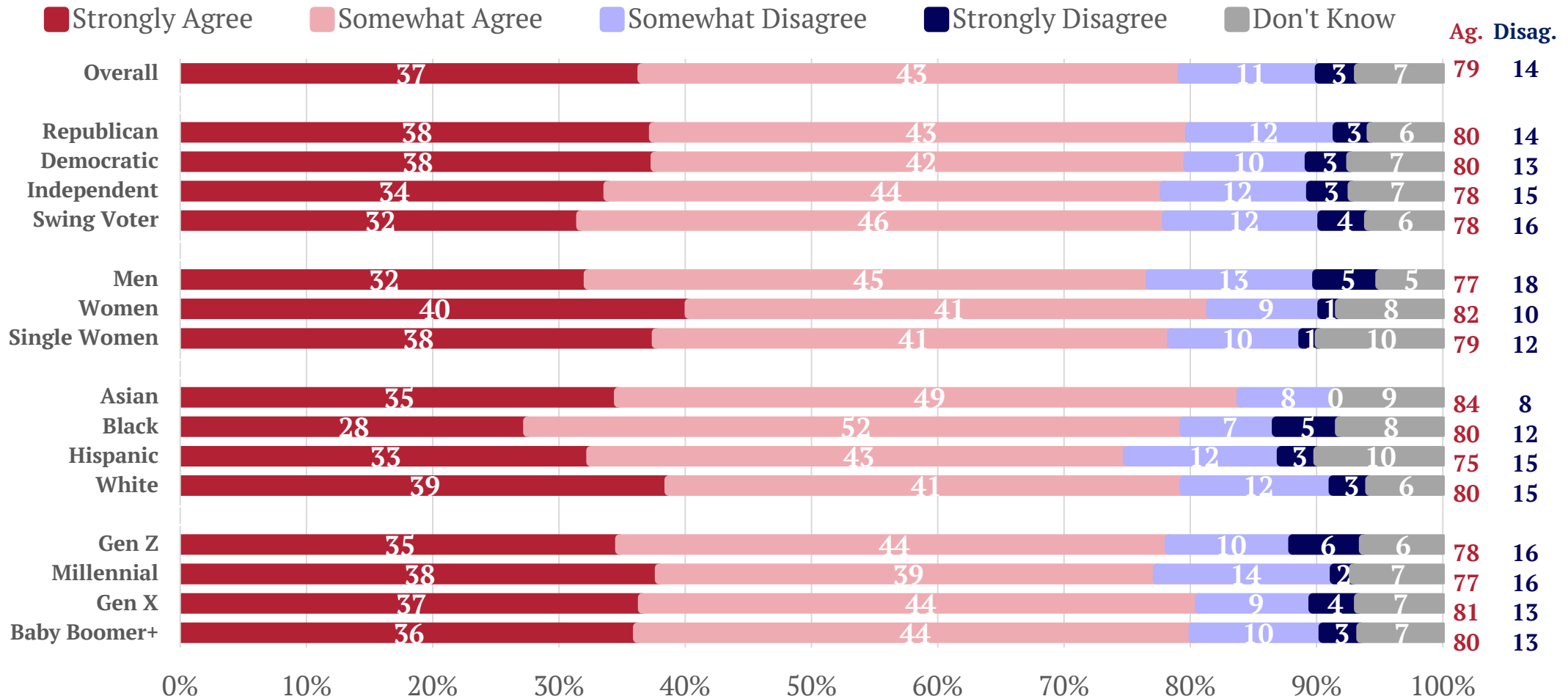
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Agree a Middleman – Insurance Companies

STANDARD CROSSTABS

“Do you agree or disagree that health insurance companies are a middleman between doctors and patients?”

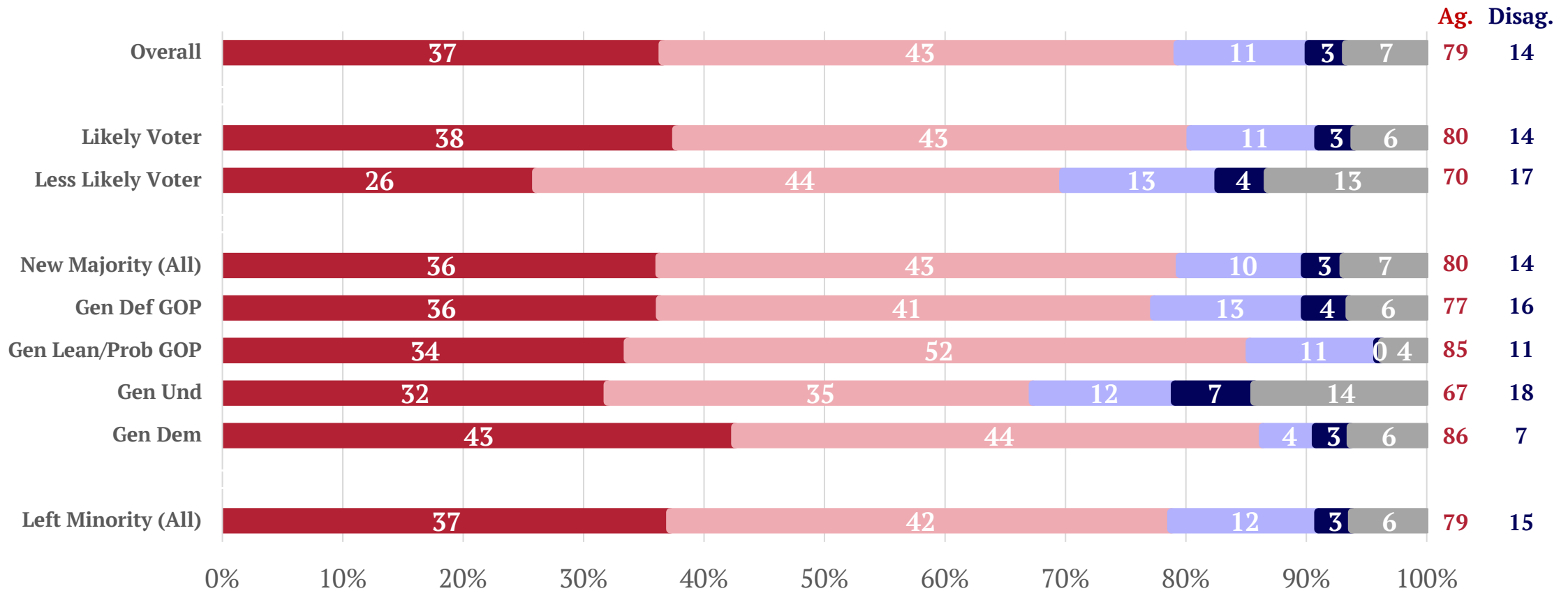


Agree a Middleman – Insurance Companies

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“Do you agree or disagree that health insurance companies are a middleman between doctors and patients?”

■ Strongly Agree
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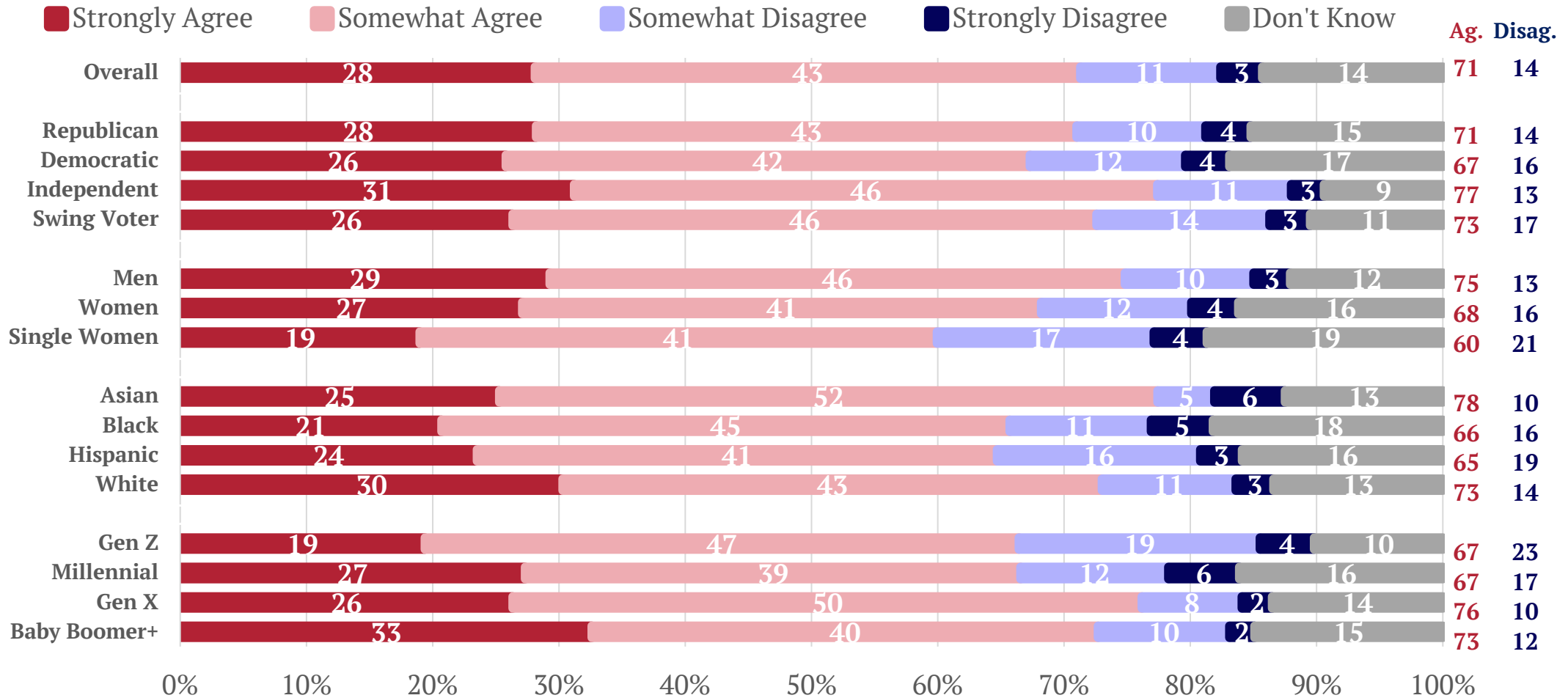
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Agree a Middleman - PBMs

STANDARD CROSSTABS

“Do you agree or disagree that pharmacy benefit managers are a middleman between doctors and patients?”

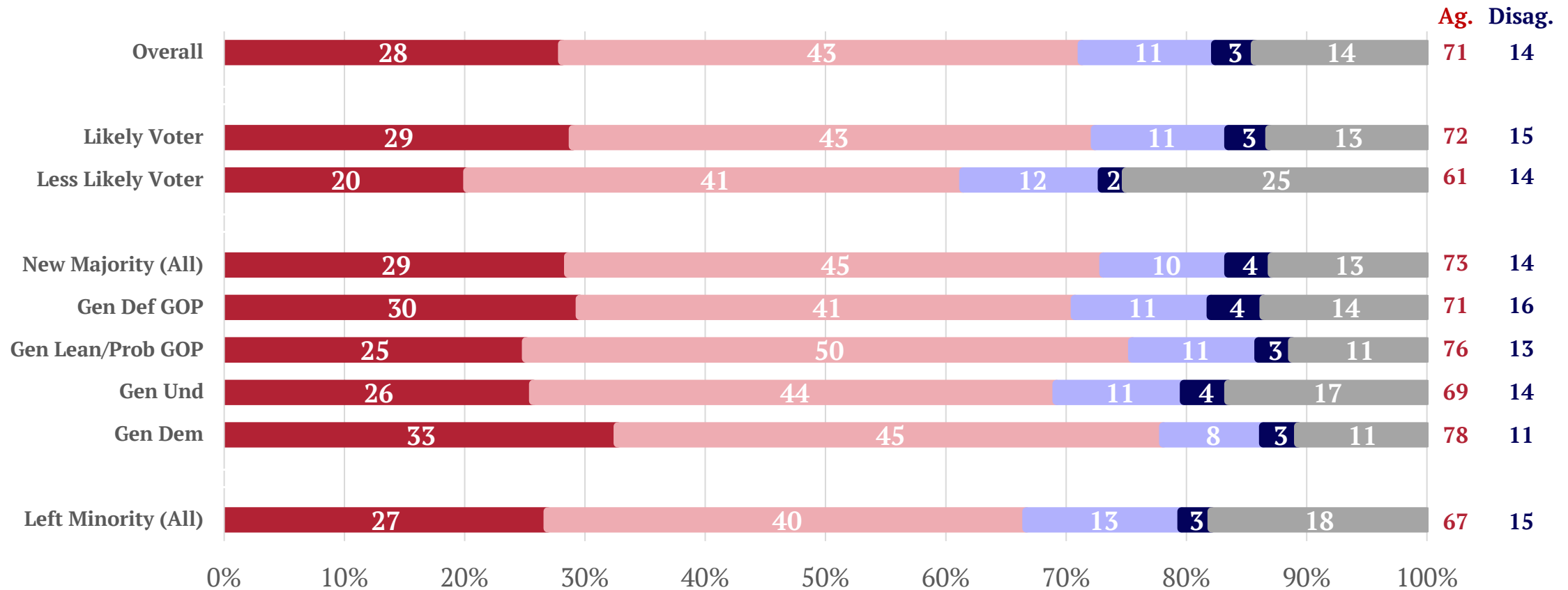


Agree a Middleman - PBMs

NEW MAJORITY CROSSTABS

“Do you agree or disagree that pharmacy benefit managers are a middleman between doctors and patients?”

■ Strongly Agree
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 ■ Somewhat Disagree
 ■ Strongly Disagree
 ■ Don't Know



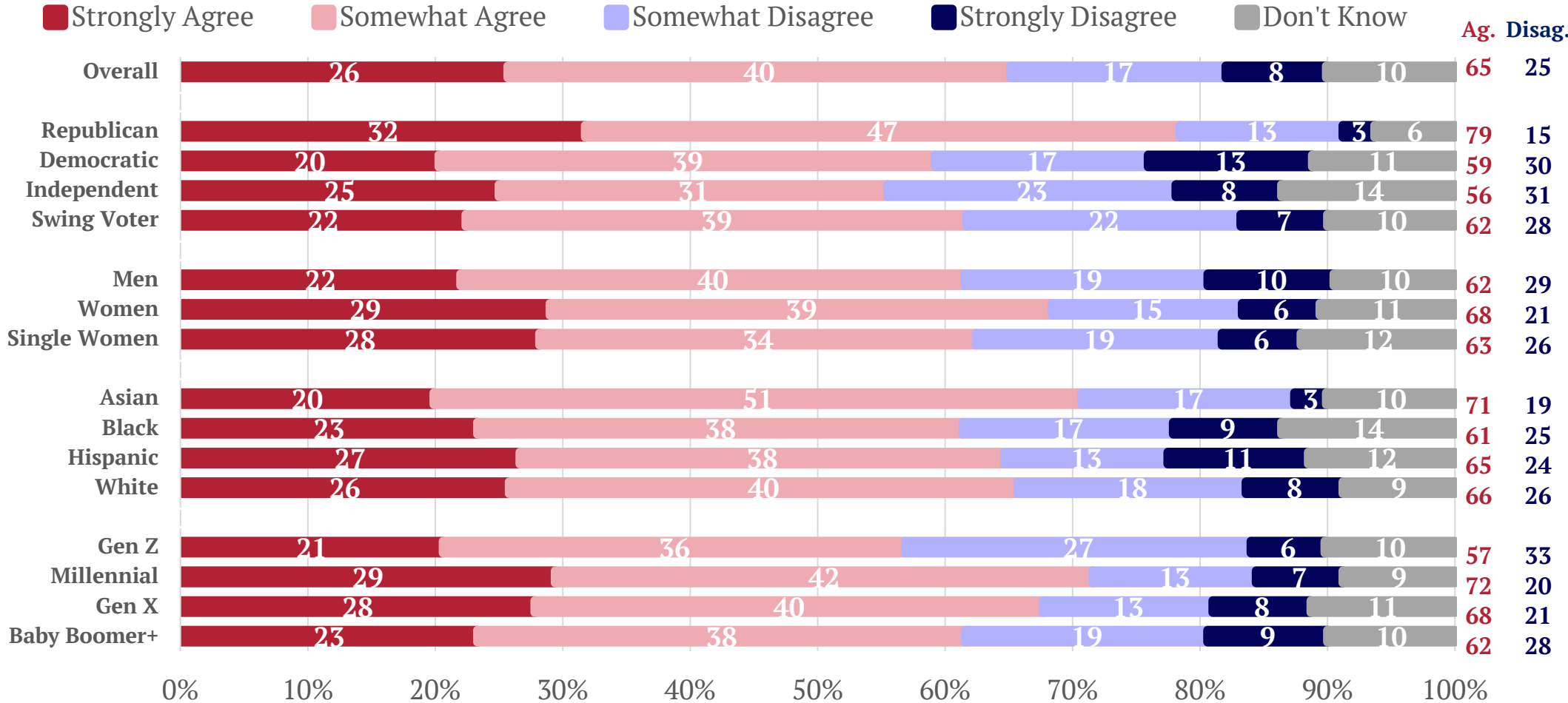
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Agree a Middleman - Government

STANDARD CROSSTABS

“Do you agree or disagree that government is a middleman between doctors and patients?”

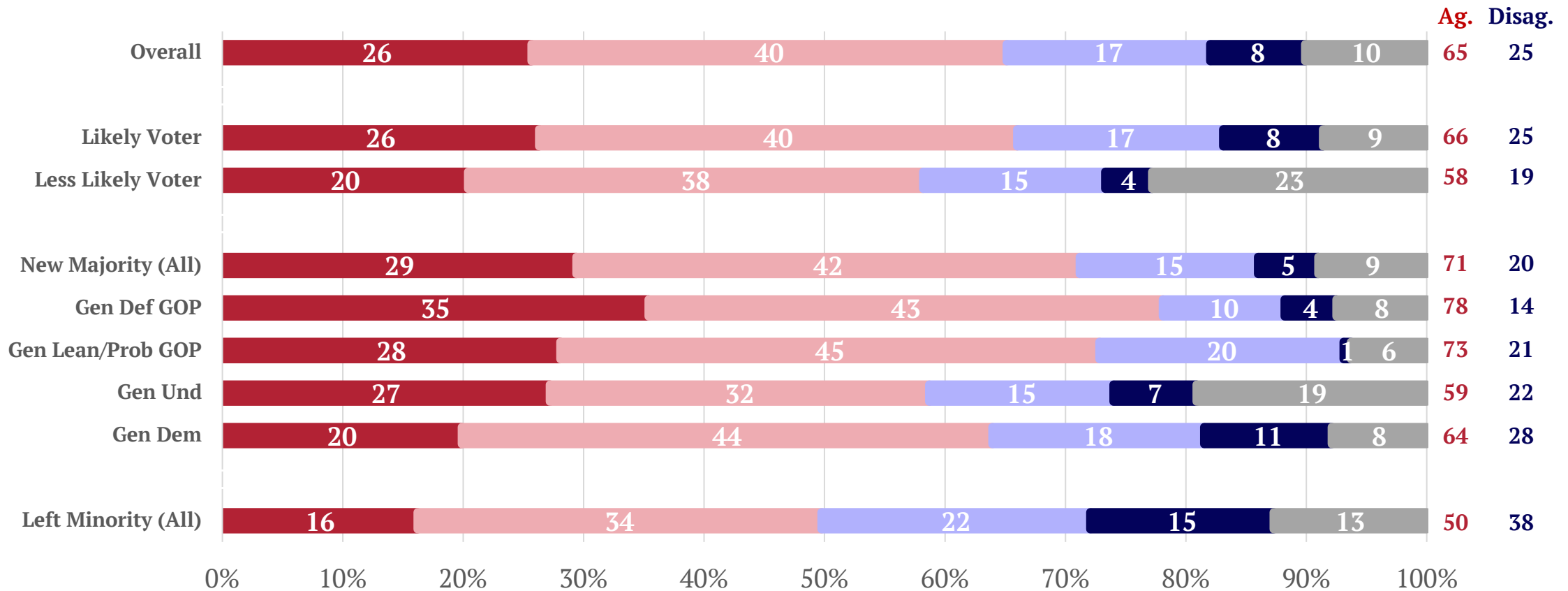


Agree a Middleman - Government

NEW MAJORITY CROSSTABS

“Do you agree or disagree that government is a middleman between doctors and patients?”

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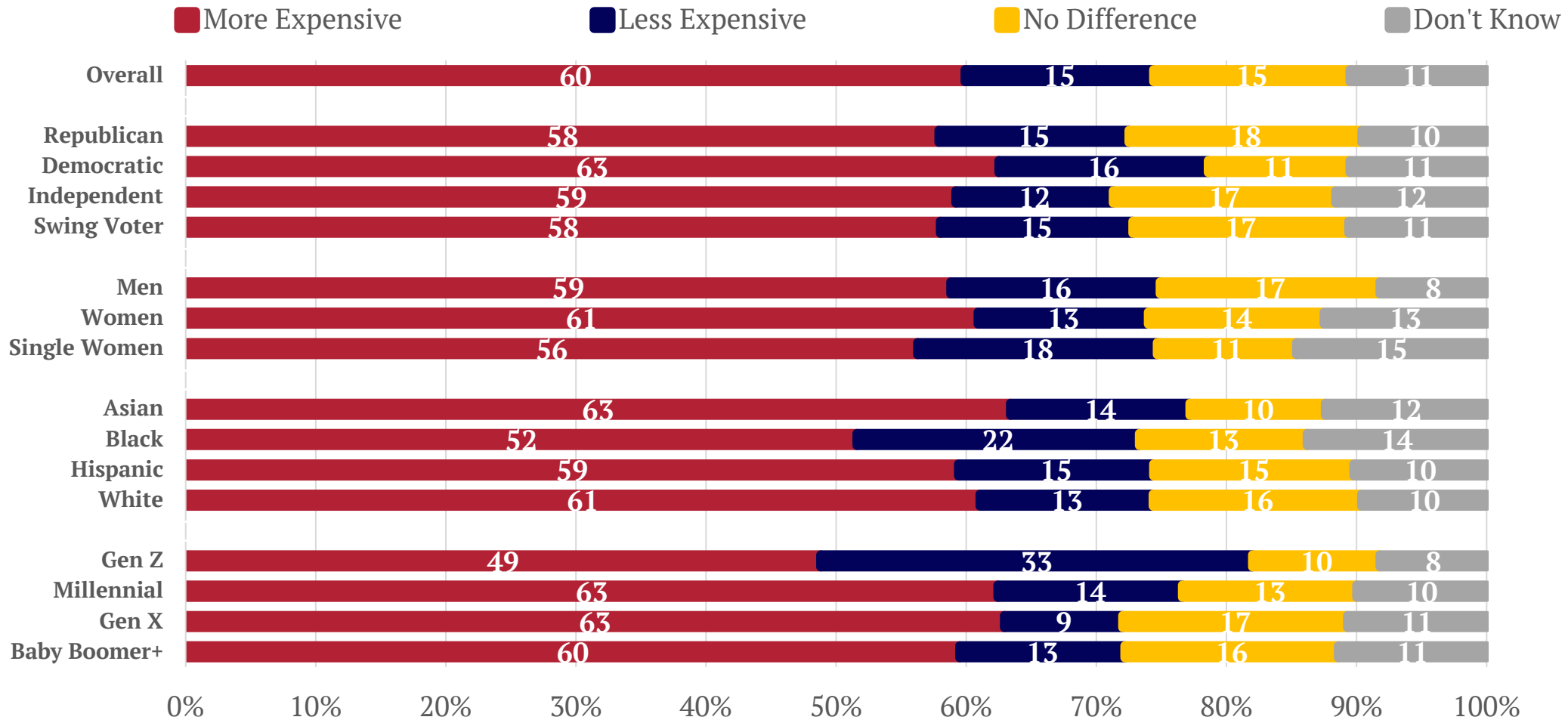
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Make Healthcare More Expensive – Insurance

STANDARD CROSSTABS

“Do health insurance companies make health care and prescription drugs more expensive, less expensive, or make no difference?”

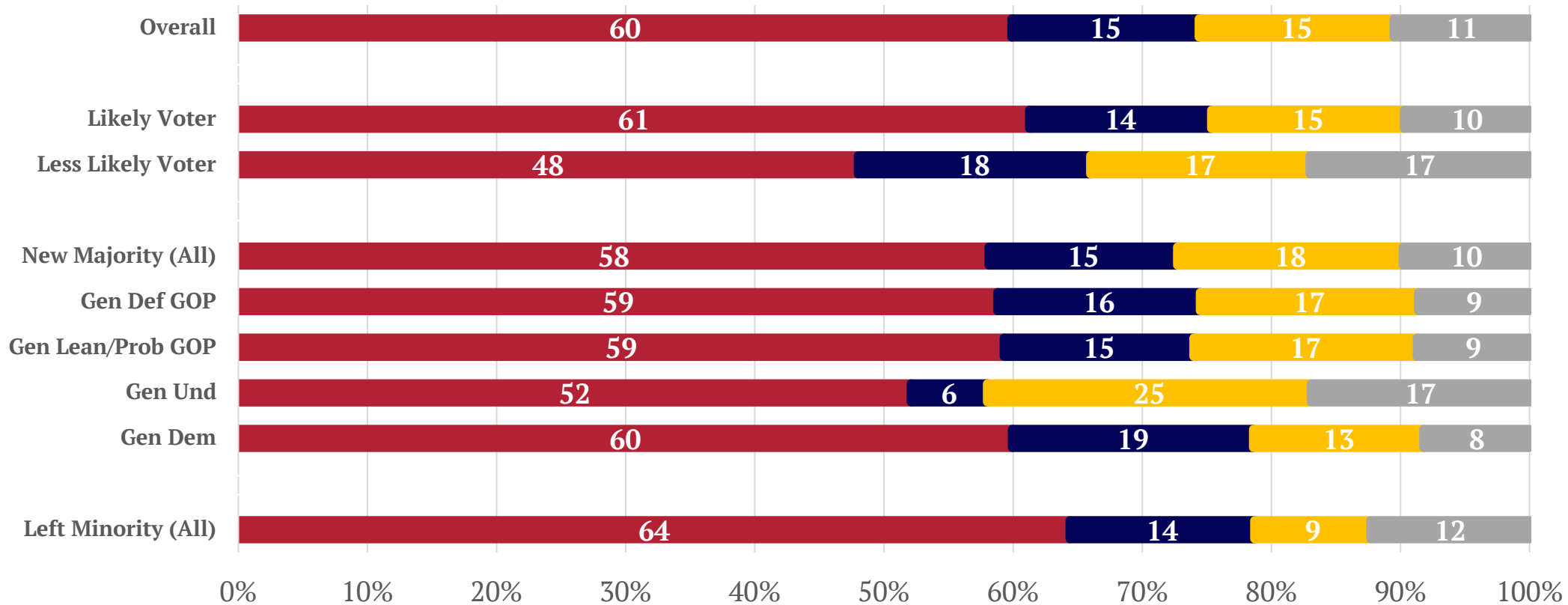


Make Healthcare More Expensive – Insurance

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“Do health insurance companies make health care and prescription drugs more expensive, less expensive, or make no difference?”

■ More Expensive
 ■ Less Expensive
 ■ No Difference
 ■ Don't Know



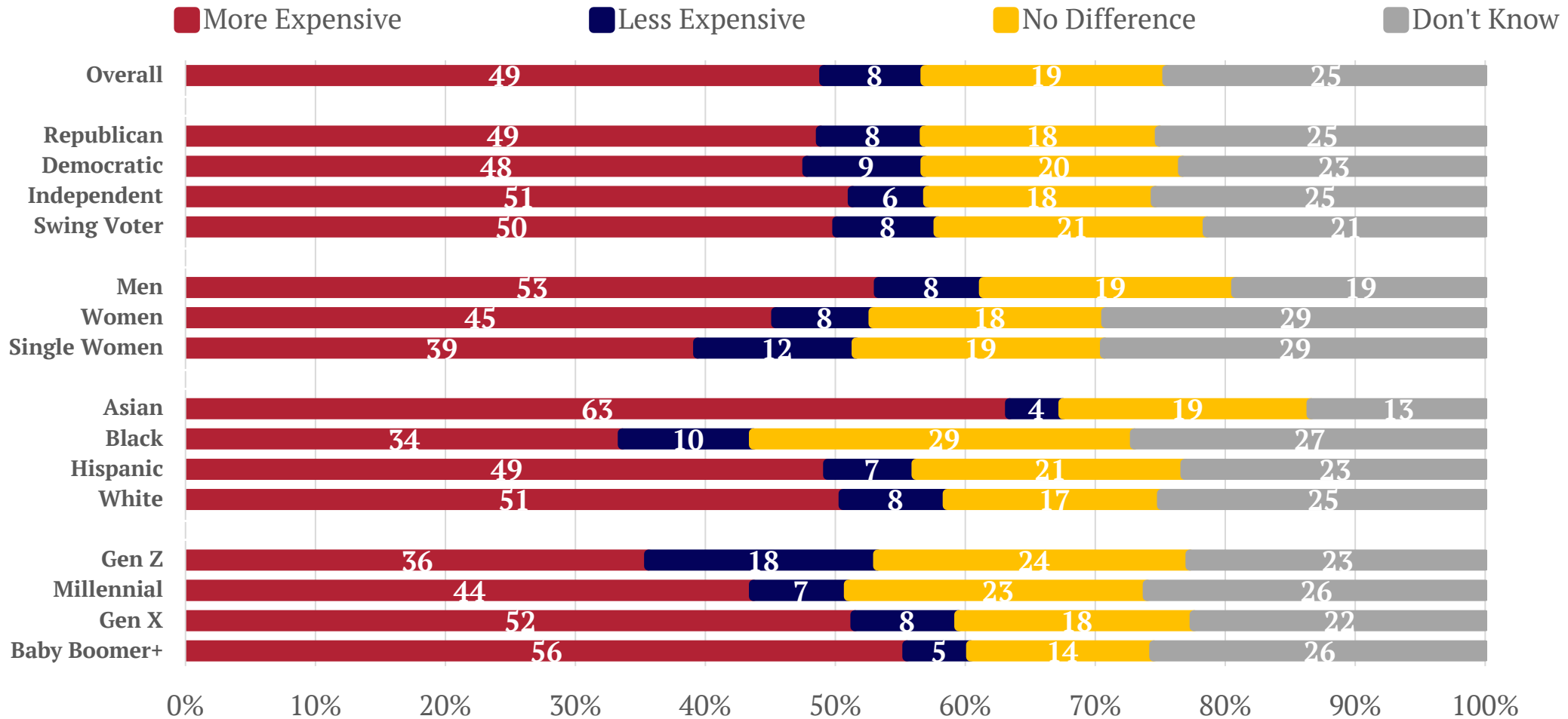
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Make Healthcare More Expensive – PBMs

STANDARD CROSSTABS

“Do pharmacy benefit managers (or PBMs) make health care and prescription drugs more expensive, less expensive, or make no difference?”

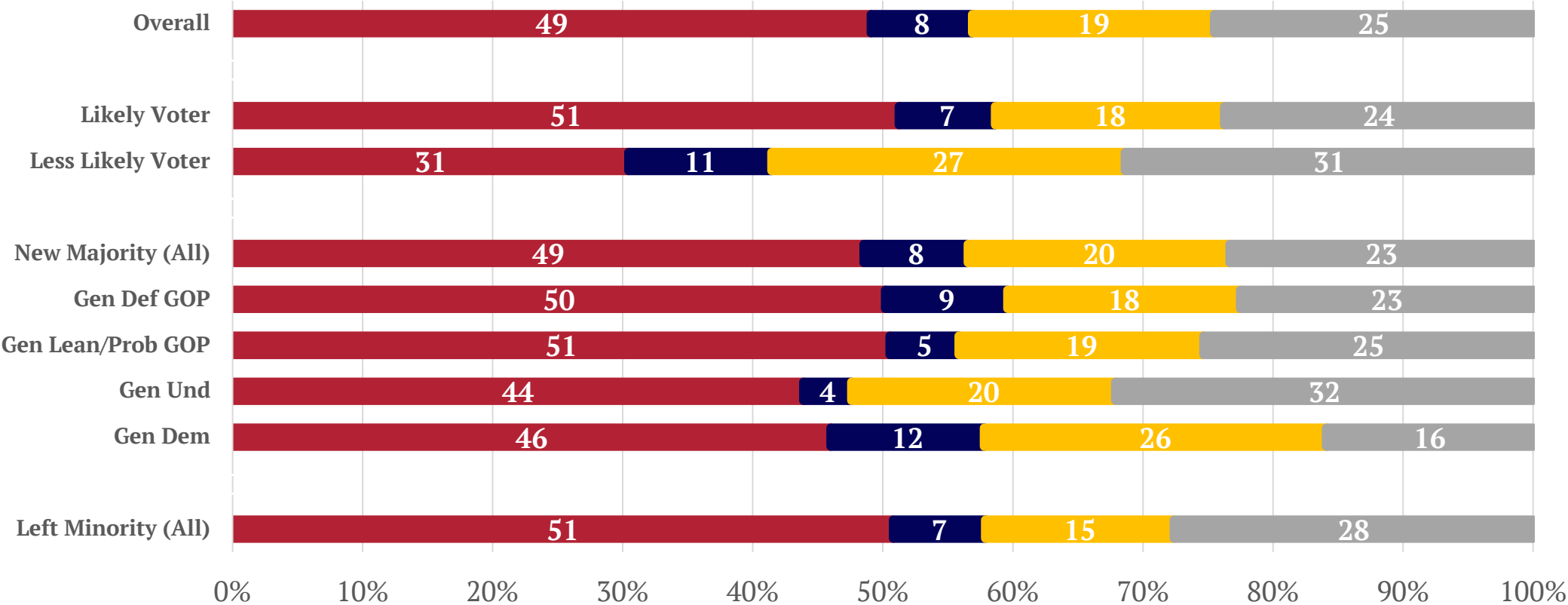


Make Healthcare More Expensive – PBMs

NEW MAJORITY CROSSTABS

“Do pharmacy benefit managers (or PBMs) make health care and prescription drugs more expensive, less expensive, or make no difference?”

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 ■ Less Expensive
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 ■ Don't Know



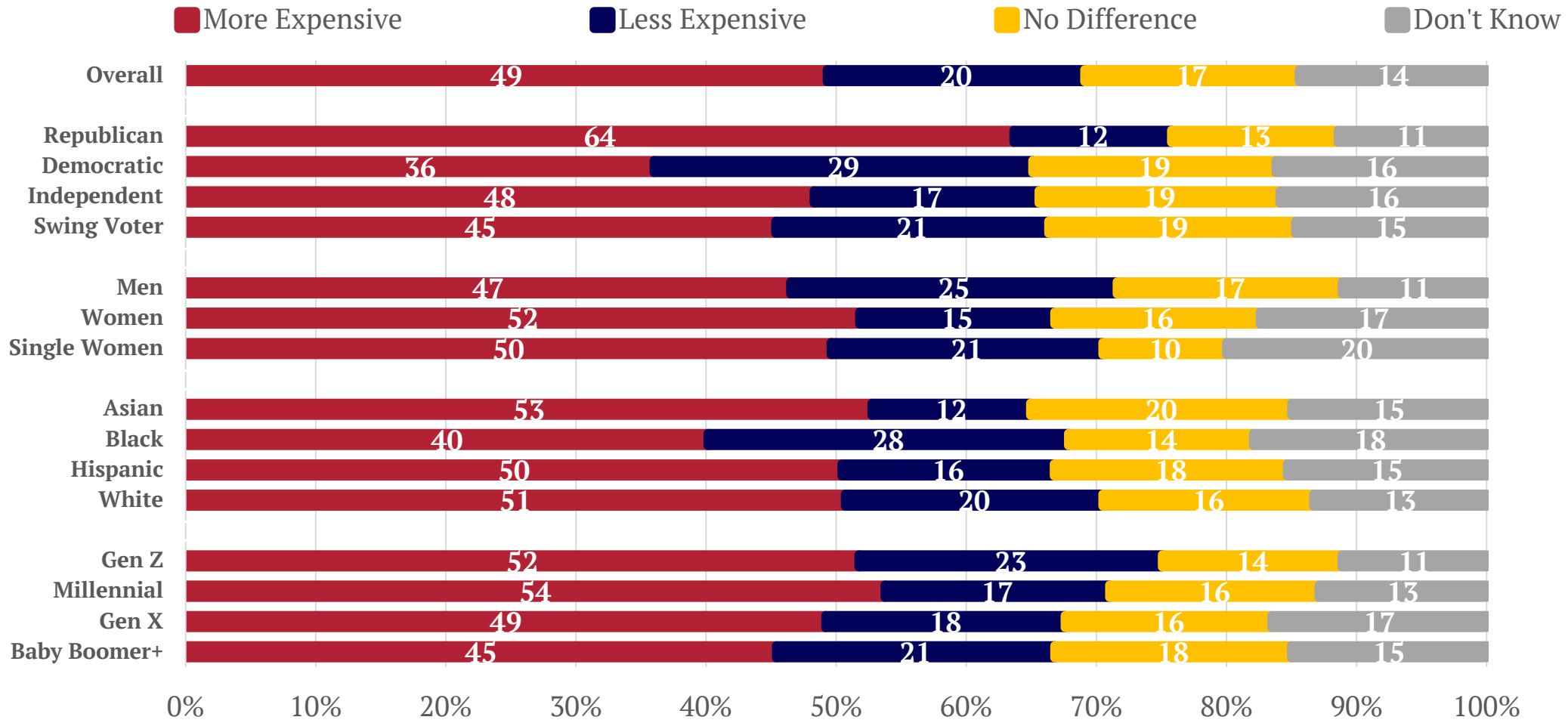
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Make Healthcare More Expensive – Government

STANDARD CROSSTABS

“Does the government make health care and prescription drugs more expensive, less expensive, or make no difference?”

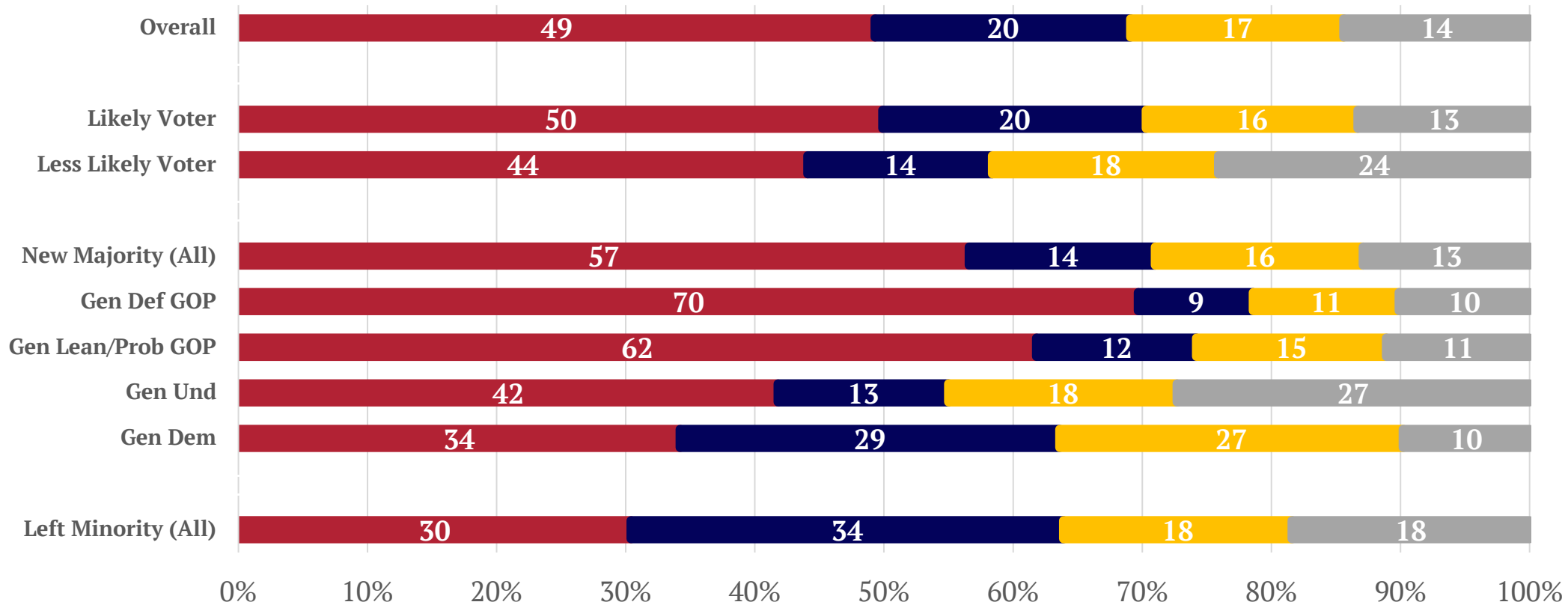


Make Healthcare More Expensive - Government

NEW MAJORITY CROSSTABS

“Does the government make health care and prescription drugs more expensive, less expensive, or make no difference?”

More Expensive Less Expensive No Difference Don't Know



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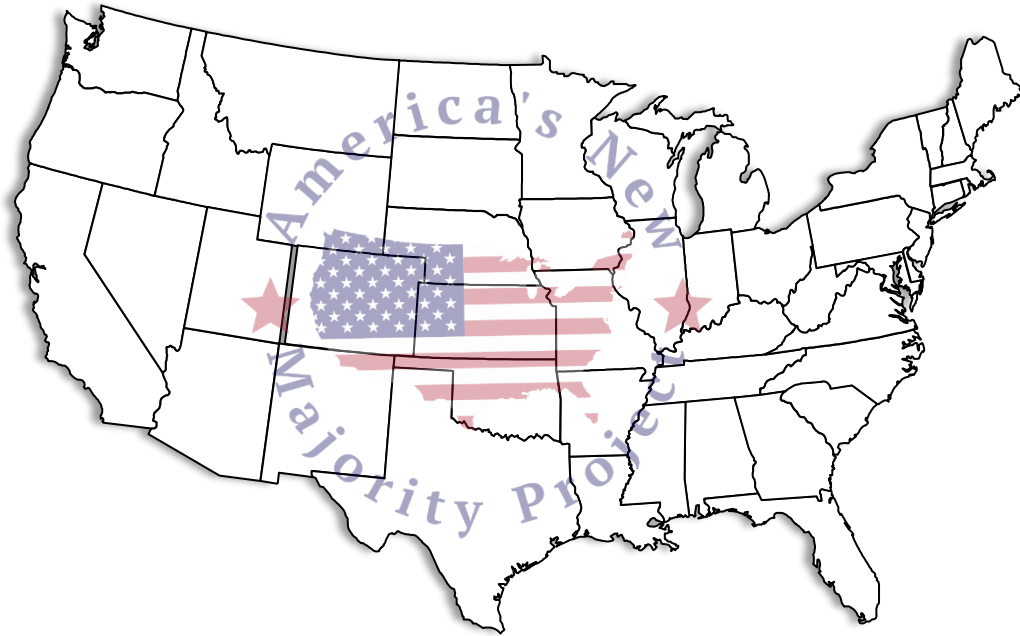


Methodology

Mclaughlin & Associates partnered with Gingrich360 to conduct a national survey for America's New Majority Project. This national survey was conducted among 2,000 registered voters between March 23-26, 2024.

All interviews were conducted online. Survey invitations were distributed randomly within predetermined geographic units. These units were structured to correlate with actual general election turnout.

The sample of 2,000 registered voters has an accuracy of +/- 2.2% at a 95% confidence interval. The numbers in this presentation have been rounded and may not equal 100%.



New England	5%
Middle Atlantic	13%
East North Central	16%
West North Central	6%
South Atlantic	21%
East South Central	6%
West South Central	11%
Mountain	7%
Pacific	15%

18-29	15%
30-40	17%
41-55	25%
56-65	19%
66+	24%

White	68%
Hispanic	13%
Black	13%
Asian	4%
Other	2%

Male	47%
Female	53%

Democratic	36%
Republican	37%
Independent	27%

Less/4yr College	67%
Bachelor's/P.G	33%

