

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

OHIO

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The economic footprint of the biopharmaceutical industry can be measured not only by the traditional indicators of employment and output, but also in part by its impact on the vendors, large and small, that provide services or supplies to America's biopharmaceutical research companies.

The following is a summary of data from 15 biopharmaceutical companies regarding their business relationships with vendors and the total expenditures paid to vendors in Ohio in 2022¹. While data was collected across 15 companies, the number of companies with vendor relationships in a particular state varies.

What does "Total Vendor Relationships" mean?

A vendor relationship is a business relationship between a biopharmaceutical company and a vendor and/or a supplier whose monetary value totals more than \$100 in 2022².

What is "Total Vendor Spending?"

Total vendor spending reflects the total amount of expenditures by 15 innovative biopharmaceutical companies in calendar year 2022 made to vendors and suppliers in the selected state senate district.

Vendors and suppliers to the industry include but are not limited to the following:

TOTAL VENDOR SPENDING:

- Clinical trials and regulatory support services
- Instruments and analytical equipment
- Finance, insurance and real estate services
- Manufacturing technologies and equipment
- Contract manufacturing
- Sales, advertising and marketing services
- Transportation and logistics services
- General business services and supplies

TOTAL VENDOR RELATIONSHIPS

1,402

TOTAL VENDOR SPENDING

\$997,129,652

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	3	\$621,872
2	13	\$1,208,550
3	30	\$7,470,973
4	27	\$3,739,415
5	17	\$7,458,681
6	43	\$5,926,360
7	55	\$8,030,794
8	113	\$156,282,606
9	220	\$181,381,251
10	10	\$325,305
11	23	\$746,234
12	18	\$1,071,491
13	5	\$560,436
14	20	\$11,938,135
15	62	\$111,168,842
16	66	\$55,677,368
17	3	\$3,006,040
18	95	\$27,985,247
19	64	\$78,106,281
20	2	\$15,946
21	80	\$66,582,894

Additional information available at www.weworkforhealth.org

¹ Note: For some vendors, payments made may be attributed to a centralized location for processing.

² Note: Multiple companies may share common vendors, just as vendors may have multiple contracts for work with an individual biopharmaceutical company.

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DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING	DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
22	11	\$232,385	28	24	\$10,740,694
23	178	\$90,424,785	29	16	\$7,952,739
24	29	\$4,679,617	30	20	\$2,609,789
25	80	\$129,758,580	31	5	\$62,375
26	10	\$322,599	32	8	\$1,077,745
27	48	\$19,271,162	33	4	\$692,461

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