

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

MASSACHUSETTS

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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 Massachusetts 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

4,987

TOTAL VENDOR SPENDING

\$4,762,487,048

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
Third Suffolk	698	\$781,931,305
Middlesex and Suffolk	372	\$559,179,259
Third Middlesex	396	\$534,777,088
First Worcester	40	\$435,739,335
Middlesex and Worcester	190	\$358,149,325
Fifth Middlesex	90	\$327,359,118
Second Middlesex	290	\$254,439,011
Fourth Middlesex	315	\$220,656,650
First Suffolk	267	\$195,878,820
Second Middlesex and Norfolk	91	\$113,897,431
Second Essex and Middlesex	177	\$108,170,466
Middlesex and Norfolk	133	\$88,974,549
Norfolk, Worcester and Middlesex	108	\$85,074,884
Bristol and Norfolk	105	\$71,977,051
Worcester and Norfolk	41	\$64,783,738

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
Suffolk and Middlesex	185	\$64,730,572
Second Essex	123	\$52,317,339
First Middlesex	85	\$45,872,624
Norfolk and Middlesex	189	\$42,134,532
Norfolk, Bristol and Middlesex	77	\$41,408,988
Worcester and Middlesex	44	\$41,111,538
Norfolk and Suffolk	151	\$30,946,001
Third Essex	42	\$22,515,556
First Essex and Middlesex	107	\$20,253,049
Second Suffolk and Middlesex	75	\$19,372,518
Worcester, Hampden, Hampshire and Middlesex	17	\$18,758,404
Second Bristol and Plymouth	10	\$13,724,448
First Suffolk and Middlesex	34	\$13,498,365
Norfolk and Middlesex	2	\$13,006,367
Plymouth and Barnstable	34	\$12,519,004
First Plymouth and Norfolk	56	\$12,385,579
Norfolk and Plymouth	49	\$11,482,438
Worcester and Hampden	25	\$11,091,345
Second Worcester	64	\$10,475,906
Cape and Islands	15	\$9,067,526
Norfolk, Plymouth and Bristol	73	\$9,035,802
Second Plymouth and Bristol	17	\$8,771,556
First Essex	30	\$7,054,609
Third Bristol and Plymouth	24	\$6,250,568
Second Suffolk	22	\$5,527,879
Second Plymouth and Norfolk	17	\$4,760,987
First Plymouth and Bristol	4	\$3,611,854
Hampden	14	\$2,662,083
Norfolk, Bristol and Plymouth	10	\$2,193,593
Worcester and Hampshire	18	\$2,099,652
Second Hampden and Hampshire	2	\$890,127
Berkshire, Hampden, Franklin and Hampshire	9	\$502,205
Hampshire, Franklin and Worcester	15	\$391,044

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DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
First Middlesex and Norfolk	3	\$285,245
Hampden, Hampshire and Worcester	10	\$252,728
First Bristol and Plymouth	7	\$228,169
Hampden and Hampshire	6	\$128,991
Berkshire, Hampshire, Franklin and Hampden	3	\$88,803
Plymouth and Norfolk	4	\$48,948
First Hampden and Hampshire	2	\$42,076

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