

## BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

# INDIANA

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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 Indiana in 2022<sup>1</sup>. 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 2022<sup>2</sup>.

### 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 house 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

# 901

## TOTAL VENDOR SPENDING

# \$1,150,328,176

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	1	\$800
2	2	\$875
4	3	\$257,629
5	3	\$415,711
6	7	\$517,269
8	4	\$2,069,400
10	2	\$13,055
11	1	\$3,450
12	5	\$712,585
13	6	\$2,105,502
14	2	\$686,753
15	3	\$107,144
16	1	\$11,072
17	5	\$1,531,888
19	7	\$411,269
22	1	\$72,576
23	1	\$1,067
24	17	\$5,537,637
25	22	\$5,109,273
26	40	\$17,957,048
27	12	\$56,687,976

Additional information available at [www.weworkforhealth.org](http://www.weworkforhealth.org)

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

<sup>2</sup> 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
29	4	\$352,361	64	3	\$802,738
30	1	\$3,056	66	2	\$14,388
32	54	\$74,124,501	67	2	\$30,557,381
33	2	\$1,374,790	71	7	\$9,933,537
37	15	\$14,086,422	72	6	\$35,951
38	2	\$44,303	74	1	\$1,218,253
39	50	\$49,261,772	75	2	\$154,922
40	4	\$6,511,211	76	4	\$4,329,797
41	7	\$1,016,875	77	5	\$1,040,172
42	3	\$356,277	78	3	\$1,146,099
43	6	\$545,429	80	1	\$3,000
44	2	\$73,694	81	11	\$786,140
45	1	\$1,050	82	7	\$4,813,289
46	8	\$769,118	83	8	\$1,252,586
47	7	\$20,365,811	84	5	\$55,858
48	1	\$1,000	86	90	\$146,426,391
49	2	\$94,574	87	79	\$68,312,196
50	4	\$41,639	88	4	\$16,314
51	1	\$7,490	89	7	\$6,241,399
53	10	\$4,214,982	90	4	\$217,854
54	7	\$3,914,261	91	52	\$84,453,676
55	1	\$1,179,131	92	26	\$167,705,032
56	1	\$518,577	93	7	\$394,204
57	9	\$2,267,677	94	4	\$45,329,433
58	14	\$7,203,350	95	8	\$705,717
59	4	\$534,760	96	35	\$33,395,076
60	1	\$45,192	97	57	\$29,398,098
61	13	\$5,492,216	98	2	\$40,439
62	21	\$96,929,395	99	13	\$4,064,363
63	2	\$535,679	100	44	\$121,407,301

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