

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

NEW JERSEY

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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 New Jersey 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 legislative 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

4,281

TOTAL VENDOR SPENDING

\$6,601,301,465

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	43	\$34,472,651
2	9	\$3,642,688
3	65	\$40,919,352
4	23	\$1,341,167
5	64	\$45,929,004
6	51	\$435,068,593
7	106	\$48,158,312
8	49	\$122,812,267
9	12	\$524,481
10	29	\$8,185,436
11	70	\$81,585,500
12	54	\$7,077,301
13	61	\$40,879,246
14	258	\$368,941,357
15	270	\$605,837,874
16	351	\$410,391,616
17	278	\$772,054,652
18	159	\$252,523,639
19	60	\$55,544,326
20	53	\$17,044,363

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
21	247	\$427,093,994
22	72	\$47,734,523
23	162	\$95,565,348
24	105	\$22,448,314
25	182	\$118,742,216
26	331	\$1,406,550,780
27	144	\$49,082,471
28	14	\$10,885,574
29	187	\$106,236,727
30	52	\$39,908,193

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
31	11	\$10,305,619
32	104	\$105,287,286
33	22	\$127,695,150
34	24	\$7,417,335
35	28	\$8,847,852
36	40	\$50,686,151
37	101	\$74,249,956
38	77	\$62,284,052
39	145	\$212,699,276
40	168	\$264,646,823

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