

# BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN ARIZONA

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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 Arizona 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 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

# 488

## TOTAL VENDOR SPENDING

# \$403,426,896

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	13	\$2,073,522
2	11	\$17,280,936
3	41	\$8,526,406
4	97	\$232,167,993
5	46	\$6,595,574
6	1	\$14,108
7	3	\$2,233,601
8	50	\$13,735,639
9	3	\$168,400
10	2	\$1,272,046
11	46	\$15,374,627
12	43	\$60,155,586
13	14	\$383,503
14	9	\$2,200,727
16	2	\$18,610
17	18	\$27,541,909
18	34	\$7,011,554
19	1	\$7,500
20	12	\$864,893
21	11	\$1,205,867

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
22	2	\$94,491
24	1	\$17,668
25	2	\$1,513
26	4	\$3,379,011

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
27	9	\$582,369
28	9	\$227,832
29	1	\$2,500
30	3	\$288,511

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