

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN WASHINGTON



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 Washington 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

950

TOTAL VENDOR SPENDING

\$874,422,674

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	55	\$106,919,384
3	19	\$29,189,944
4	2	\$130,419
5	11	\$375,519
6	5	\$274,308
7	2	\$273,268
8	3	\$19,088
9	8	\$18,328
10	5	\$454,645
11	35	\$4,537,264
12	11	\$587,890
14	1	\$137,742
17	10	\$772,008
18	3	\$82,500
19	5	\$156,526
20	2	\$347,411
21	11	\$3,206,506
22	9	\$227,421
23	21	\$9,383,210
25	4	\$842,911

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.

**BIOPHARMACEUTICAL INDUSTRY VENDOR
& SUPPLIER ECONOMIC IMPACT IN**

WASHINGTON



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
26	2	\$11,000
27	23	\$2,597,762
28	2	\$237,565
29	1	\$20,348
30	3	\$1,025,515
31	4	\$752,628
32	11	\$227,282
33	13	\$2,840,517
34	147	\$246,967,204
35	1	\$88,920
36	90	\$63,366,533
37	22	\$66,076,926

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
38	21	\$7,117,504
39	4	\$250,979
40	7	\$343,814
41	46	\$22,178,599
42	9	\$1,380,112
43	201	\$259,863,259
44	7	\$462,922
45	13	\$1,835,327
46	28	\$4,969,132
47	7	\$11,598,591
48	62	\$18,269,302
49	4	\$4,004,641

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.