

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN KANSAS

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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 Kansas 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

329

TOTAL VENDOR SPENDING

\$393,259,598

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
2	13	\$138,036
3	5	\$128,668
6	28	\$2,733,292
7	16	\$766,513
8	38	\$27,797,271
9	9	\$979,548
10	10	\$10,112,238
11	47	\$253,155,741
13	2	\$26,315
14	2	\$27,235,334
16	4	\$2,196,007
17	6	\$2,186,417
18	5	\$798,782
19	5	\$71,850
21	36	\$47,091,382
22	1	\$565
23	2	\$46,166
24	7	\$171,258
25	3	\$19,959
26	4	\$273,992
27	1	\$5,300

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	DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
28	3	\$419,359	33	1	\$8,748
29	27	\$6,631,042	34	4	\$235,825
30	10	\$311,769	35	26	\$9,275,685
31	4	\$276,737	36	1	\$350
32	3	\$51,419	37	6	\$114,030

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