

## BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

# MASSACHUSETTS

WE  
WORK  
FOR  
HEALTH

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 Massachusetts 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

# 4,987

## TOTAL VENDOR SPENDING

# \$4,762,487,048

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
3rd Suffolk	824	\$835,391,158
9th Middlesex	223	\$383,516,418
2nd Suffolk	173	\$310,477,490
4th Middlesex	84	\$281,530,905
14th Worcester	12	\$279,868,225
31st Middlesex	29	\$246,966,401
8th Suffolk	203	\$238,610,689
26th Middlesex	169	\$203,549,467
21st Middlesex	147	\$181,908,074
12th Worcester	11	\$150,358,530
30th Middlesex	147	\$133,466,901
22nd Middlesex	101	\$124,292,310
4th Suffolk	150	\$115,564,285
37th Middlesex	49	\$95,511,916
10th Worcester	38	\$79,300,352
10th Middlesex	69	\$77,670,780
25th Middlesex	69	\$69,038,073
19th Middlesex	73	\$58,640,232
8th Middlesex	51	\$54,299,347
29th Middlesex	105	\$49,096,340
6th Norfolk	56	\$42,822,756

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.

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

# MASSACHUSETTS



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
6th Essex	75	\$41,482,810
19th Worcester	73	\$36,590,903
17th Essex	47	\$35,419,839
11th Middlesex	69	\$34,860,176
15th Middlesex	52	\$34,039,077
1st Middlesex	23	\$33,118,408
24th Middlesex	47	\$30,445,839
6th Middlesex	43	\$29,567,267
13th Norfolk	64	\$26,804,449
14th Bristol	27	\$25,673,901
13th Essex	40	\$23,179,784
14th Norfolk	68	\$23,111,583
9th Essex	30	\$18,472,727
9th Suffolk	53	\$17,525,735
12th Middlesex	72	\$15,116,313
14th Essex	20	\$14,666,170
10th Bristol	6	\$14,113,923
18th Suffolk	64	\$12,897,491
7th Middlesex	23	\$12,415,879
7th Suffolk	47	\$11,529,114
18th Essex	57	\$11,174,436
10th Norfolk	33	\$10,770,434
5th Middlesex	39	\$9,429,175
3rd Plymouth	28	\$9,143,393
16th Middlesex	14	\$8,952,404
1st Bristol	35	\$8,944,900
9th Worcester	17	\$8,791,923
3rd Worcester	4	\$8,426,302
1st Norfolk	23	\$8,076,897
14th Middlesex	62	\$7,542,763
1st Plymouth	5	\$7,056,439
12th Norfolk	28	\$6,532,858
1st Essex	20	\$6,474,681
11th Worcester	14	\$6,112,710

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
27th Middlesex	22	\$6,038,524
15th Norfolk	49	\$5,871,305
16th Essex	19	\$5,800,841
20th Middlesex	21	\$5,777,652
18th Middlesex	12	\$5,647,016
13th Middlesex	33	\$5,488,483
2nd Middlesex	23	\$5,244,734
4th Worcester	16	\$5,215,157
Barnstable, Dukes and Nantucket	11	\$4,943,892
8th Plymouth	7	\$4,830,653
11th Plymouth	5	\$4,614,403
3rd Bristol	8	\$3,813,633
7th Norfolk	19	\$3,740,361
9th Plymouth	20	\$3,506,552
9th Norfolk	10	\$3,448,060
15th Worcester	13	\$3,277,983
32nd Middlesex	19	\$3,054,349
3rd Barnstable	10	\$2,984,358
5th Norfolk	31	\$2,932,800
2nd Norfolk	11	\$2,843,755
6th Suffolk	1	\$2,711,590
17th Middlesex	10	\$2,601,392
5th Plymouth	25	\$2,541,570
2nd Barnstable	3	\$2,252,087
13th Worcester	5	\$2,116,621
7th Worcester	12	\$1,815,050
4th Barnstable	4	\$1,795,371
13th Suffolk	8	\$1,772,993
4th Plymouth	6	\$1,749,229
4th Norfolk	8	\$1,736,760
7th Essex	9	\$1,679,102
35th Middlesex	14	\$1,518,747

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.

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

# MASSACHUSETTS



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
10th Suffolk	17	\$1,502,599
2nd Worcester	12	\$1,464,837
23rd Middlesex	19	\$1,417,256
9th Hampden	6	\$1,412,859
34th Middlesex	17	\$1,390,815
12th Essex	18	\$1,366,073
5th Barnstable	3	\$1,245,210
10th Hampden	7	\$1,242,777
2nd Essex	24	\$1,217,006
3rd Norfolk	7	\$1,105,357
12th Plymouth	5	\$1,014,471
3rd Middlesex	19	\$984,803
11th Norfolk	42	\$968,493
8th Norfolk	9	\$946,643
8th Essex	12	\$919,533
36th Middlesex	13	\$694,554
5th Hampden	3	\$637,415
2nd Plymouth	9	\$625,043
17th Suffolk	10	\$620,627
18th Worcester	5	\$573,245
15th Suffolk	8	\$537,320
3rd Hampshire	1	\$505,827
6th Plymouth	15	\$502,054
12th Bristol	6	\$488,046
4th Essex	1	\$484,011
1st Hampshire	9	\$483,107
28th Middlesex	5	\$420,104
2nd Berkshire	5	\$369,750
5th Essex	12	\$368,049
11th Suffolk	2	\$348,991
1st Suffolk	4	\$334,559
2nd Hampden	10	\$331,925
14th Suffolk	3	\$321,551

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
3rd Berkshire	4	\$259,244
5th Worcester	4	\$209,371
1st Barnstable	2	\$207,577
15th Essex	8	\$194,086
6th Bristol	4	\$170,688
33rd Middlesex	4	\$165,654
8th Worcester	4	\$163,357
4th Hampden	3	\$121,496
2nd Hampshire	1	\$84,171
3rd Hampden	3	\$80,832
4th Bristol	4	\$62,035
10th Essex	2	\$39,155
7th Plymouth	3	\$35,572
11th Essex	2	\$20,392
2nd Bristol	1	\$17,706
12th Suffolk	4	\$13,150
1st Worcester	1	\$10,735
7th Bristol	1	\$10,181
13th Bristol	3	\$10,127
3rd Essex	1	\$9,818
8th Hampden	2	\$9,303
2nd Franklin	2	\$7,411
6th Worcester	2	\$7,328
10th Plymouth	3	\$6,554
11th Hampden	1	\$6,447
1st Hampden	1	\$3,252
9th Bristol	2	\$3,148
19th Suffolk	3	\$3,100
1st Franklin	1	\$2,400
11th Bristol	1	\$650
7th Hampden	1	\$420
12th Hampden	1	\$303
8th Bristol	1	\$100

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.