

## BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

# PENNSYLVANIA

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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 Pennsylvania 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 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

# 4,797

## TOTAL VENDOR SPENDING

# \$9,282,285,290

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	675	\$3,180,560,876
2	15	\$3,548,940
3	21	\$11,238,821
4	46	\$7,654,564
5	45	\$46,138,819
6	164	\$109,588,745
7	187	\$362,207,096
8	74	\$27,645,635
9	91	\$27,837,421
10	334	\$335,164,970
11	60	\$27,681,902
12	537	\$1,313,291,318
13	46	\$57,982,322
14	62	\$17,130,231
15	74	\$6,064,645
16	106	\$222,886,878
17	370	\$1,508,884,893
18	56	\$11,929,133
19	282	\$336,703,180
20	11	\$34,108,322

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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<b>DISTRICT</b>	<b>TOTAL VENDOR RELATIONSHIPS</b>	<b>TOTAL VENDOR SPENDING</b>	<b>DISTRICT</b>	<b>TOTAL VENDOR RELATIONSHIPS</b>	<b>TOTAL VENDOR SPENDING</b>
21	9	\$158,716	36	47	\$103,787,134
22	21	\$1,716,822	37	67	\$347,182,449
23	18	\$4,169,344	38	50	\$3,008,149
24	188	\$138,363,158	39	14	\$521,919
25	39	\$4,763,819	40	13	\$58,554,314
26	63	\$93,382,946	41	1	\$105,000
27	30	\$3,707,641	42	353	\$412,780,094
28	28	\$11,435,362	43	116	\$69,051,335
29	8	\$372,912	44	243	\$285,854,328
30	18	\$846,877	45	14	\$1,330,619
31	38	\$6,910,812	46	19	\$2,330,973
32	4	\$121,057	47	24	\$11,833,977
33	14	\$7,912,939	48	27	\$21,902,903
34	31	\$39,497,320	49	15	\$1,424,382
35	23	\$555,598	50	6	\$453,680

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