

# BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN CALIFORNIA

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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 California 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

# 7,672

## TOTAL VENDOR SPENDING

# \$7,179,757,191

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	35	\$134,515,754
2	113	\$23,490,329
3	91	\$71,154,706
4	18	\$1,406,769
5	13	\$602,026
6	63	\$28,632,987
7	255	\$491,106,351
8	69	\$42,241,422
9	263	\$128,330,358
10	508	\$482,077,461
11	892	\$1,276,773,765
12	21	\$5,102,609
13	955	\$1,162,330,805
14	15	\$610,755
15	171	\$60,550,847
16	2	\$24,162
17	81	\$17,715,207
18	42	\$28,280,177
19	198	\$126,892,629
20	55	\$13,784,835

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
21	38	\$23,065,165
22	104	\$19,510,024
23	46	\$11,158,243
24	374	\$412,565,285
25	359	\$366,226,951
26	160	\$264,691,791
27	239	\$126,254,844
28	339	\$277,461,155
29	43	\$23,051,404
30	109	\$36,900,776

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
31	20	\$1,662,668
32	42	\$5,956,042
33	49	\$22,484,089
34	122	\$88,007,512
35	81	\$41,579,350
36	101	\$34,011,828
37	316	\$297,734,936
38	338	\$221,270,882
39	376	\$245,415,922
40	556	\$565,124,370

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