

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN INDIANA

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 Indiana 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

901

TOTAL VENDOR SPENDING

\$1,150,328,176

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	6	\$813,466
2	6	\$10,528
3	1	\$684,163
4	2	\$13,055
5	9	\$294,701
6	3	\$388,719
7	9	\$3,985,803
8	5	\$1,531,888
9	1	\$72,576
10	11	\$2,586,669
11	4	\$416,711
12	2	\$94,574
13	1	\$7,490
14	2	\$70,444
15	15	\$823,077
16	15	\$6,017,352
17	4	\$41,639
18	1	\$1,067
20	32	\$49,881,553
21	15	\$4,967,508
22	16	\$56,780,560

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**

INDIANA



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
23	45	\$20,008,193
24	6	\$373,097
25	5	\$311,607
26	2	\$1,374,790
27	2	\$523,077
28	14	\$7,845,730
29	108	\$270,559,900
30	153	\$214,690,720
31	46	\$31,307,658
32	22	\$13,475,514
33	23	\$13,741,869
34	17	\$7,119,233
35	55	\$92,754,760
36	17	\$858,584

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
37	3	\$109,186
38	10	\$887,771
39	3	\$472,444
40	36	\$102,926,571
41	11	\$20,881,104
42	2	\$31,674,594
43	1	\$61,918
44	4	\$256,108
45	10	\$9,965,373
46	123	\$169,890,063
47	5	\$18,503
48	3	\$1,438,648
49	11	\$6,171,069
50	4	\$1,146,549

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.