

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

UTAH

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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 Utah 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 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

335

TOTAL VENDOR SPENDING

\$192,486,900

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
2	5	\$706,844
3	8	\$25,801,391
4	6	\$686,845
5	15	\$30,361,168
9	1	\$376,931
10	2	\$14,599
12	1	\$700
15	1	\$1,250
17	2	\$7,785
18	6	\$1,794,630
19	2	\$398,719
20	6	\$425,230
21	6	\$1,298,820
22	37	\$5,647,556
23	32	\$9,523,729
24	12	\$852,499
25	14	\$17,350,361
26	1	\$46,461,645
32	3	\$88,269
33	8	\$229,356

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
34	4	\$40,275
35	8	\$7,784,697
36	6	\$248,821
40	10	\$487,222
41	10	\$1,368,568
42	8	\$140,096
43	12	\$2,251,824
45	8	\$2,998,796
46	13	\$20,848,800
47	3	\$66,484
48	1	\$1,149
49	1	\$10,858
51	1	\$75,000
52	9	\$3,347,254
53	4	\$92,977

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
54	7	\$239,387
55	4	\$254,129
56	5	\$4,298,430
57	2	\$80,854
58	19	\$1,658,005
59	4	\$19,639
60	6	\$390,432
61	2	\$33,550
62	8	\$1,755,794
63	2	\$1,085
64	1	\$19,000
71	4	\$1,911,373
72	2	\$12,014
74	2	\$21,460
75	1	\$600

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