

BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

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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 Iowa 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

182

TOTAL VENDOR SPENDING

\$163,092,474

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	1	\$3,826
2	3	\$2,226,247
7	1	\$6,371,704
8	1	\$52,000
10	1	\$49,540
12	1	\$1,500
14	7	\$174,015
15	1	\$37,424
16	7	\$34,893,456
17	6	\$318,322
18	18	\$2,974,266
21	9	\$4,321,637
22	6	\$179,443
23	2	\$21,954
24	7	\$1,420,142
25	11	\$609,138
26	4	\$118,847
29	2	\$34,843,814
30	3	\$8,199
35	1	\$200,475

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
36	2	\$98,297
37	4	\$619,409
38	1	\$350
39	3	\$263,197
40	3	\$10,752
42	3	\$442,816
43	33	\$16,857,357

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
44	1	\$444,832
45	21	\$3,386,437
46	1	\$1,370
47	8	\$38,005,040
48	2	\$113,346
49	1	\$2,500
50	7	\$14,020,822

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