

## BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN

# UTAH

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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 Utah 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

# 335

## TOTAL VENDOR SPENDING

# \$192,486,900

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	1	\$7,920
2	27	\$56,861,483
3	3	\$644,900
4	1	\$700
5	3	\$391,530
6	1	\$1,250
7	8	\$1,802,415
8	19	\$3,736,972
9	67	\$13,446,112
10	18	\$64,536,595
13	12	\$426,044
14	18	\$7,876,227
15	25	\$3,419,110
16	6	\$248,821
17	8	\$2,999,412
18	5	\$93,042
19	21	\$1,100,101
20	8	\$66,484
21	13	\$1,636,924
22	21	\$24,058,532

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
23	5	\$3,586,075
24	29	\$2,214,261
25	3	\$75,210

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
26	4	\$1,311,333
28	6	\$1,923,387
29	3	\$22,060

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