

# BIOPHARMACEUTICAL INDUSTRY VENDOR & SUPPLIER ECONOMIC IMPACT IN PENNSYLVANIA



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 Pennsylvania 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 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

# 4,797

## TOTAL VENDOR SPENDING

# \$9,282,285,290

DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
1	8	\$65,630
2	4	\$961,308
3	3	\$397,444
5	5	\$1,211,829
6	2	\$23,550
7	1	\$927
8	7	\$452,538
9	1	\$275,455
10	65	\$52,577,480
11	3	\$56,519
12	17	\$11,434,413
13	14	\$1,148,923
14	3	\$38,353
15	2	\$8,523
16	1	\$9,120
18	53	\$69,538,534
19	316	\$352,806,779
20	7	\$1,462,008
21	12	\$8,076,295
22	7	\$441,207
23	36	\$9,778,626

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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& SUPPLIER ECONOMIC IMPACT IN**

# PENNSYLVANIA



DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING	DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
24	60	\$48,368,898	59	1	\$3,834
25	3	\$742,516	61	170	\$676,877,490
26	20	\$7,805,974	62	1	\$105,000
27	17	\$39,221,056	65	3	\$154,498
28	16	\$895,250	66	1	\$14,901
29	100	\$70,950,033	67	9	\$435,832
30	13	\$913,644	69	1	\$22,000
31	174	\$225,454,088	70	43	\$17,195,157
32	5	\$121,876	71	1	\$290
33	25	\$1,915,503	72	2	\$2,200
34	9	\$604,842	73	1	\$2,836
35	5	\$466,027	74	17	\$2,954,832
36	10	\$10,185,452	75	6	\$1,661,708
37	2	\$46,954	76	3	\$282,741
38	1	\$675	77	27	\$1,170,500
39	1	\$8,126	78	1	\$1,000
40	2	\$3,100	79	2	\$9,065
41	15	\$1,752,641	80	14	\$182,919
42	11	\$63,984,996	82	12	\$281,044
43	37	\$60,638,996	83	7	\$10,869,990
44	43	\$345,953,332	84	1	\$178,605
45	11	\$706,060	85	1	\$31,940
46	17	\$2,430,788	87	13	\$1,635,257
47	16	\$1,751,586	88	10	\$3,129,154
48	3	\$166,158	89	3	\$53,278
49	4	\$748,986	90	1	\$4,800
51	2	\$98,057	91	4	\$7,066,694
53	80	\$68,976,432	92	3	\$120,575
54	167	\$666,410,873	93	4	\$100,839
55	5	\$411,901	94	14	\$9,866,383
56	3	\$70,822	95	11	\$4,076,795
57	4	\$24,114	96	24	\$101,844,886
58	1	\$11,248	97	9	\$290,777

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DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING	DISTRICT	TOTAL VENDOR RELATIONSHIPS	TOTAL VENDOR SPENDING
98	6	\$148,226	135	23	\$19,035,011
99	4	\$771,424	136	16	\$2,523,539
101	14	\$20,176,110	137	16	\$1,129,438
102	5	\$602,088	138	8	\$3,722,107
103	36	\$6,356,762	140	5	\$14,875,333
104	12	\$997,773	141	43	\$20,518,132
105	12	\$1,351,288	142	28	\$8,771,849
106	16	\$1,305,454	143	38	\$6,277,764
108	16	\$1,092,034	144	47	\$15,806,202
109	13	\$2,583,667	145	27	\$4,874,968
110	2	\$57,846	146	37	\$16,441,645
111	8	\$34,031,480	147	52	\$121,274,023
112	4	\$196,748	148	109	\$24,085,405
113	2	\$503,982	149	141	\$1,005,356,624
114	6	\$569,779	150	32	\$20,278,171
115	4	\$57,757,964	151	146	\$209,884,356
116	1	\$5,512	152	51	\$22,934,717
117	2	\$68,438	153	61	\$184,988,062
118	8	\$847,435	154	16	\$1,373,245
119	1	\$6,159	155	82	\$211,236,896
121	5	\$283,415	156	73	\$35,179,159
122	4	\$298,775	157	114	\$106,545,068
124	2	\$3,491	158	22	\$7,379,143
125	17	\$32,312,712	159	10	\$3,836,490
126	28	\$4,699,331	160	36	\$11,563,482
127	5	\$2,104,561	161	19	\$4,412,971
128	19	\$8,272,738	162	11	\$7,510,883
129	14	\$12,740,593	163	4	\$203,466
130	24	\$8,615,588	164	2	\$66,160
131	21	\$908,784	165	24	\$3,622,516
132	42	\$212,294,645	166	22	\$6,011,379
133	17	\$595,708	167	175	\$165,934,979
134	12	\$444,154	168	85	\$283,654,785

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<b>DISTRICT</b>	<b>TOTAL VENDOR RELATIONSHIPS</b>	<b>TOTAL VENDOR SPENDING</b>	<b>DISTRICT</b>	<b>TOTAL VENDOR RELATIONSHIPS</b>	<b>TOTAL VENDOR SPENDING</b>
169	2	\$785,466	186	9	\$229,496
170	22	\$38,643,885	187	6	\$241,569
171	3	\$2,217,142	188	88	\$45,115,193
172	12	\$1,357,036	189	6	\$150,546
173	7	\$1,244,852	190	4	\$18,009,623
174	3	\$3,702,489	191	6	\$791,849
175	184	\$956,256,320	192	1	\$5,700
177	6	\$3,360,224	193	4	\$43,899
178	38	\$16,340,524	194	21	\$3,984,526
179	2	\$335,117	195	21	\$11,541,652
180	6	\$1,364,273	196	4	\$84,292
181	45	\$13,197,713	197	2	\$45,941
182	393	\$2,188,846,208	199	1	\$33,803
183	8	\$2,362,519	200	3	\$158,667
184	13	\$13,674,538	201	4	\$668,982
185	44	\$19,927,329	203	3	\$17,000

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