

United States

State Summary



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 17 biopharmaceutical companies regarding their business relationships with vendors and the total expenditures paid to vendors in the U.S. in 2015.¹ While data was collected across 17 companies, the number of companies with vendor relationships in a particular state varies.

TOTAL VENDOR RELATIONSHIPS

108,316

TOTAL VENDOR SPENDING

\$58,275,700,370

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 2015.²

What is "Total Vendor Spending?"

Total vendor spending reflects the total amount of expenditures by 17 innovative biopharmaceutical companies in calendar year 2015 made to vendors and suppliers in the U.S.

Vendors and suppliers to the industry include but are not limited to the following:

- Clinical trials and regulatory support services
- Computing and informatics technologies
- 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

District	Total Vendor Relationships	Total Vendor Spending
AK	23	\$258,355
AL	733	\$111,791,066
AR	262	\$14,722,645
AZ	1,068	\$531,484,774
CA	11,433	\$4,730,464,071
CO	1,359	\$278,916,765
CT	1,998	\$630,430,790
DC	1,257	\$535,492,884
DE	790	\$307,756,711
FL	3,613	\$992,854,155
GA	3,136	\$1,796,443,447
HI	120	\$10,199,384
IA	505	\$129,910,482
ID	183	\$20,226,127
IL	9,770	\$7,865,473,229

Additional information available at

www.weworkforhealth.org

¹Note: For some vendors, payments made may be attributed to a centralized location for processing.

²Note: 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
IN	1,735	\$1,394,990,500
KS	624	\$177,132,660
KY	858	\$351,644,811
LA	475	\$54,310,664
MA	7,821	\$3,425,833,998
MD	2,776	\$1,708,597,698
ME	324	\$48,246,801
MI	2,353	\$792,531,217
MN	1,630	\$330,240,690
MO	1,979	\$1,014,818,955
MS	190	\$37,082,949
MT	207	\$4,853,755
NC	3,849	\$2,903,629,300
ND	100	\$14,801,998
NE	517	\$36,468,401
NH	569	\$72,488,872
NJ	8,075	\$6,185,047,991
NM	226	\$26,082,512
NV	350	\$134,872,811
NY	7,469	\$7,502,816,087
OH	3,448	\$1,502,884,750
OK	331	\$20,268,282
OR	719	\$116,278,476
PA	9,716	\$7,008,927,905
PR	2,930	\$806,988,567
RI	424	\$145,018,664
SC	800	\$321,160,969
SD	137	\$17,747,844
TN	1,092	\$302,172,792
TX	4,487	\$2,008,276,679
UT	577	\$193,202,729
VA	1,959	\$862,867,000
VT	195	\$11,401,348
WA	1,500	\$377,661,674
WI	1,412	\$399,798,441
WV	153	\$7,301,080
WY	59	\$825,615

