

Biopharmaceutical Industry Vendor & Supplier Economic Impact In

NEW JERSEY CONGRESSIONAL DISTRICTS



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 New Jersey in 2011.¹ While data were collected across 17 companies, the number of companies with vendor relationships in a particular state varies.

TOTAL VENDOR RELATIONSHIPS: 15,772

TOTAL VENDOR SPENDING: \$8,109,170,148

| DISTRICT | TOTAL VENDOR RELATIONSHIPS | TOTAL VENDOR SPENDING |
|----------|----------------------------|-----------------------|
| 1 | 629 | \$239,775,246 |
| 2 | 325 | \$77,290,865 |
| 3 | 597 | \$167,838,964 |
| 4 | 980 | \$262,632,548 |
| 5 | 1,262 | \$761,623,601 |
| 6 | 1,389 | \$882,855,212 |
| 7 | 2,823 | \$1,523,621,880 |
| 8 | 834 | \$589,272,772 |
| 9 | 850 | \$323,398,997 |
| 10 | 478 | \$89,408,622 |
| 11 | 2,761 | \$1,476,292,475 |
| 12 | 2,844 | \$1,715,158,967 |

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 2011.²

What is "Total Vendor Spending?"

Total vendor spending reflects the total amount of expenditures by 17 innovative biopharmaceutical companies in calendar year 2011 made to vendors and suppliers in the selected congressional district.³

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

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.

³Districts as of October 12, 2012.