



High performance. Delivered.

Veeva Fast Facts

Proven pioneers of cloud-based technology, Accenture and Veeva are teaming to develop customer relationship management solutions built for the global life sciences industry based on Software as a Service (SaaS). Our joint solutions offer fully functional CRM applications that not only are flexible, simple to deploy and inexpensive to operate, but they also provide a superior user experience.

Accenture is the largest implementer of Veeva solutions in the world:

- We led the largest global Veeva project in both Human Health and Consumer Health to date
- Across the globe, we are leading more Veeva implementations than any other service provider
- We have more than 250 dedicated Veeva personnel around the world who are focused on innovating and delivering Veeva solutions
- We have a global Life Sciences Solution Factory for Sales Force Automation

Accenture is a leading provider of Cloud and SaaS solutions:

- More than 500 enterprise implementations with 150+ clients
- Over 3,600 resources experienced in delivering SaaS
- Launched more than one million seats in the cloud
- Unique Global Delivery Network
- Numerous SaaS industry assets including: Accenture Cloud Computing Accelerator, SaaS Delivery Toolkit, SaaS Proof of Value Accelerator, SaaS ADM Accelerator
- Cloud-based Center of Excellence in Bangalore, India provides services in IT strategy, cloud-based infrastructure, applications building and management, software as a service solutions, and cloud security

The Accenture Life Sciences Solution Factory for Sales Force Automation (SFA)

Accenture has created a dedicated global factory that provides high-quality, cost-effective and industrialized delivery in Veeva and Salesforce.com technology solutions for the life sciences industry.

This factory integrates end-to-end sales, project and application maintenance delivery and support capabilities. The primary factory floor seats over 200 professionals and showcases expert workforces, innovation, consistent delivery and common governance.



With a deep understanding of the life sciences industry, Accenture brings the global experience, technology skills and end-to-end capabilities needed to help our life sciences customers achieve high performance.

What Does the Factory Do?

The Accenture Life Sciences Solution Factory for SFA leverages cloud-based Sales Force Automation platforms, like Veeva, to provide the following services:

- Program and project delivery including planning, design, configuration, build, quality assurance, deployment and PMO
- Application maintenance delivery including functional and technical support, quality assurance and PMO
- Asset engineering including the innovation, creation, enhancement and maintenance of assets

Together, Accenture and Veeva help our clients in the life sciences industry develop innovative cloud strategies that accelerate the full potential and realization of the benefits of enterprise cloud computing.

"Accenture fielded an experienced team that had strong functional knowledge and deep technical skills in SaaS Pharma solutions. The accelerator tools and procedures they brought to the table were evidence of their knowledge and experience in this space. We felt we were in good hands and got the sense that both their onshore and offshore resources had done this before."

Director, Team Lead, Sales Force Applications, Global Pharmaceutical Company

Powering Results for the Life Sciences Industry

With a deep understanding of the life sciences industry, Accenture brings the global experience, technology skills and end-to-end capabilities needed to help you achieve high performance.

- We have a global network of more than 10,000 dedicated life sciences personnel, including physicians, scientists and statisticians
- We have helped seven of the top ten pharmaceutical companies improve sales force and service effectiveness
- We work on sales and marketing with eight of the 12 *Fortune* 500 pharmaceutical companies
- We currently support more than 280 sales and marketing projects at 15 of our global delivery centers around the world
- We provide sales and marketing services and support to clients in 19 countries and across five continents

For more information, please contact:

Rajive Wickramasinghe

Global Lead, SaaS—Life Sciences
rajive.wickramasing@accenture.com

André Klose

Managing Director, Life Sciences Center of Excellence
andre.klose@accenture.com

Ian Talbot

Senior Manager, SaaS—Life Sciences
ian.d.talbot@accenture.com

About Accenture

Accenture is a global management consulting, technology services and outsourcing company, with more than 305,000 people serving clients in more than 120 countries. Combining unparalleled experience, comprehensive capabilities across all industries and business functions, and extensive research on the world's most successful companies, Accenture collaborates with clients to help them become high-performance businesses and governments. The company generated net revenues of US\$30.0 billion for the fiscal year ended Aug. 31, 2014. Its home page is www.accenture.com.