

QuickStart

Affordable CRM.
Super-fast deployment.

Within weeks, your company could be using Veeva CRM, the life science industry's most advanced cloud-based multichannel CRM system! To help you rapidly realise value, we've created a special program, Veeva QuickStart, specifically for small and medium-sized life sciences organisations. We will deploy Veeva CRM in your organisation for a fixed and affordable price, enabling new processes and functionality in no time at all.

Through extensive work with life sciences organisations, we've already configured our CRM system to meet industry needs, so your sales teams can enjoy rich functionality in a ready-to-use solution. Plus, Veeva's robust multitenant, cloud-based CRM platform can scale quickly to meet your business demands, so whether you are bringing new products to market, growing your organisation or moving into new therapeutic areas, you will never outgrow your CRM system again.

Now you can bypass both complex systems that are inflexible, difficult to implement and expensive to maintain, and fully customised generic solutions that weren't designed for the life sciences industry.

Veeva QuickStart at a Glance

Affordable

Fixed implementation costs

Flexible

Choose your administrative support and your options

Ready to go

Can be deployed within a few weeks rather than months

Scalable

Add users and features as you grow

Full-featured

Preconfigured to meet European requirements

Always current

Three automatic behind-the-scene updates a year at no additional charge

Learn more at eu.veeva.com/quickstart

Veeva QuickStart Features

Now, you don't need to settle for inferior functionality or overspend on a CRM system that forces you to implement functionality that you don't yet need. Veeva CRM, deployed via the Veeva QuickStart program is the new, quick and affordable way to revolutionise your customer interactions. Here are just a few of the features available:

► Robust, Preconfigured Functionality

The Veeva CRM QuickStart program offers best-in-class functionality to manage relationships, enhance customer interactions and drive sales productivity. It comes complete with the planning and reporting tools for managing your Primary Care, Specialty Care, Key Opinion Leader and Key Account relationships.

In time and as needed, you can add other features and products to Veeva CRM to further enhance your customer insight and interactions, such as send compliant emails to customers using Veeva CRM Approved Email.

► No Hassle Start-up

Our Professional Services team will handle the implementation for you, facilitating and accelerating the process so your new CRM system can be live within weeks. With the Veeva QuickStart program, you can select the level of administrative support (self-administered or Veeva administered) and the specific services options that you need.

► Continuous Enhancements

Veeva CRM delivers major system enhancements three times a year – at no additional cost and without interruption to your service. Thanks to the cloud-based platform, updates happen automatically, behind the scenes, without disruption - just turn on the features that are right for you.

Veeva QuickStart Packages

The Veeva QuickStart program includes the implementation of Veeva CRM and your chosen administrative support package at a low, fixed price. You can also select additional services options that best suit your needs.

Veeva CRM

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| ► Account Management | ► Call Management & Scheduling | ► Key Opinion Leader Management |
| ► Samples Management | ► Call Expense Tracking | ► Key Account Management |
| ► VInsights - Sales Analytics | ► Standard Reports | ► Medical Events & Medical Inquiries |
| ► CLM Viewer | ► Surveys | ► Territory Mapping |

Self-Administered Package

- Veeva Admin Training (VAT)
- 5hrs/month Admin Support for 3 months
- Self-paced Training

OR

Veeva Administered Package

- 10hrs/month Admin Support for 3 months
- Self-paced Training

Additional Services Options

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|---------------------------|---|--------------------------------------|
| ► CLM Presentation Upload | ► Veeva Data Connector to 3rd Party Customer Data | ► Onsite Trainer for System Training |
| ► IMS Updates | ► Historical Calls | ► 12 Months Admin Support |

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