FOR IMMEDIATE RELEASE

Life Sciences Companies Adopt Veeva Vault Development Cloud as Their Technology Foundation for Drug Development

Vault Development Cloud brings together applications for clinical, quality, and regulatory to streamline end-to-end product development processes

BARCELONA, Spain —2017 Veeva Global R&D Summit — 03 October 2017 — Veeva Systems (NYSE: VEEV) today announced that Veeva Vault Development Cloud is gaining momentum as the technology foundation for drug development in life sciences. Vault Development Cloud delivers unified applications for clinical, regulatory, and quality on the Veeva Vault Platform to help organizations eliminate system, site, and country silos throughout their drug development processes. More than 100 customers have adopted multiple applications across Vault Development Cloud suites Vault Clinical, Vault Quality, and Vault RIM to drive greater efficiency and maintain compliance throughout the product lifecycle.

Healthcare leader Eli Lilly (NYSE: LLY) turned to Vault Development Cloud to manage business processes, content, and data across its global product development organization. The company expects to deploy Vault Development Cloud applications to more than 80,000 users.

“Eli Lilly’s vision is to speed research and development from protocol through submissions,” said Robert Nist, vice president and information officer, medicines development and connected care IT at Eli Lilly. “Vault Development Cloud gives us next-generation cloud applications to drive end-to-end business processes more efficiently and get medicines to patients much faster.”

Biopharmaceutical company TESARO implemented Vault Development Cloud applications Vault eTMF, Vault QMS, and Vault Submissions to bring together business processes in clinical, quality, and regulatory on one platform as it develops new cancer therapies.

“The technology we use needs to increase speed and improve quality as we work to provide transformative therapies to people bravely facing cancer,” said Brian Blood, vice president, IT at TESARO. “Adopting Vault Development Cloud across clinical, quality, and regulatory operations enabled our teams to be more efficient and get time back to focus on higher value tasks that serve our mission.”

Aeglea BioTherapeutics implemented Vault Development Cloud applications for its teams who are developing engineered human enzymes to address unmet medical needs in rare genetic disease and cancer. Vault Development Cloud helps Aeglea increase productivity and efficiency throughout its product development efforts.

“As a rapidly growing company with multiple development programs in the pipeline, we needed to implement the right platform from the outset,” said Tom Wilson, senior director of quality assurance at Aeglea. “Vault Development Cloud enabled fast user uptake for our product development teams and required the least amount of IT involvement.”

“There’s a significant opportunity for life sciences organizations to increase operational efficiency across drug development,” said Jennifer Goldsmith, senior vice president, Veeva Vault at Veeva. “Vault Development Cloud gives customers the technology foundation to break down barriers throughout clinical, regulatory, and quality and streamline their end-to-end product development processes.”

Veeva also announced today that Veeva Vault CTMS is gaining momentum with customers needing to unify clinical information and processes across their studies, and that more customers are modernizing quality and content management in the cloud with Vault Quality. Read the Vault CTMS news and the Vault Quality news to learn more.

Additional Information
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About Veeva Systems
Veeva Systems Inc. is a leader in cloud-based software for the global life sciences industry. Committed to innovation, product excellence, and customer success, Veeva has more than 550 customers, ranging from the world's largest pharmaceutical companies to emerging biotechs. Veeva is headquartered in the San Francisco Bay Area, with offices in Europe, Asia, and Latin America. For more information, visit www.veeva.com/eu.

Forward-looking Statements
This release contains forward-looking statements, including the market demand for and acceptance of Veeva's products and services, the results from use of Veeva's products and services, and general business conditions, particularly in the life sciences industry. Any forward-looking statements contained in this press release are based upon Veeva's historical performance and its current plans, estimates, and expectations, and are not a representation that such plans, estimates, or expectations will be achieved. These forward-looking statements represent Veeva's expectations as of the date of this press announcement. Subsequent events may cause these expectations to change, and Veeva disclaims any obligation to update the forward-looking statements in the future. These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially. Additional risks and uncertainties that could affect Veeva's financial results are included under the captions, "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the company's filing on Form 10-Q for the period ended 31 July 2017. This is available on the company's website at veeva.com under the Investors section and on the SEC's website at sec.gov. Further information on potential risks that could affect actual results will be included in other filings Veeva makes with the SEC from time to time.

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