

Territory Alignment Challenges

1.6M

sample-eligible prescribers in US*

43%

had two or more active physician licenses**



Execution is Difficult

A majority of companies say their last alignment was difficult or very difficult to execute



Alignments Affect Vacations

36% of companies outsourcing alignments report having to miss end-of-year time off

Modernize Your Approach to Alignments



Targeting and capacity planning



Allocating resources

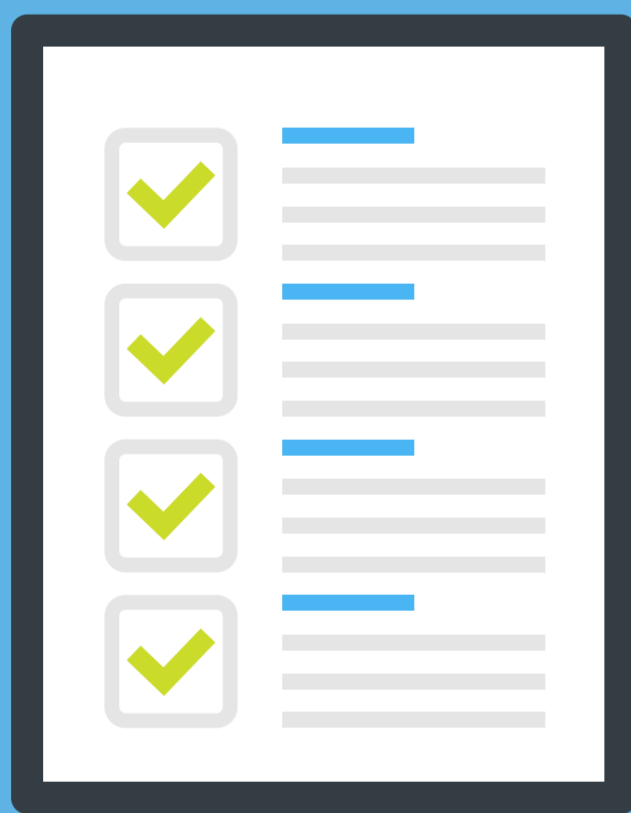


Enable new ways of selling



Change resources at the local level

Veeva Align Delivers Accurate Alignments Faster



10X

More Efficient

Integrated alignments eliminate manual hand-offs and reduce complexity



80%

Faster Alignments

Perform major alignments in days instead of weeks

Small realignments we can now do in a matter of hours instead of weeks.

Learn how leading companies are completing territory alignments faster than ever before with Veeva Align. >

Veeva

* <https://www.fsmb.org/globalassets/advocacy/publications/2016census.pdf>

** <http://www.fsmb.org/globalassets/advocacy/publications/us-medical-regulatory-trends-actions.pdf>