

# fme Life Science's Veeva Capabilities

June 2024



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you love to  
work with.

# fme AG

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Board of Directors: Dirk Bode (Chairman | CEO), Daniel Pelke (Executive Board Member)

# Overview

- Our Team Leaders
- Company Overview & Highlights
  - Industry Focus
  - Global Centers of Excellence
  - Veeva Partnership
  - Mission & Advantages
- Solution Portfolio Alignment
  - Business Consulting Services
  - Technology Services
  - Migration Services

# Our Team Leaders



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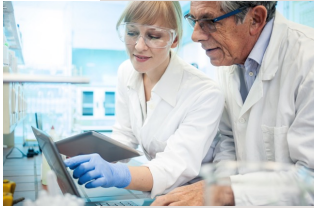
# Company Overview

# Overview

Who are we?



Your partner for digital transformation.  
It's fme you **love** to work with.



## Life Sciences

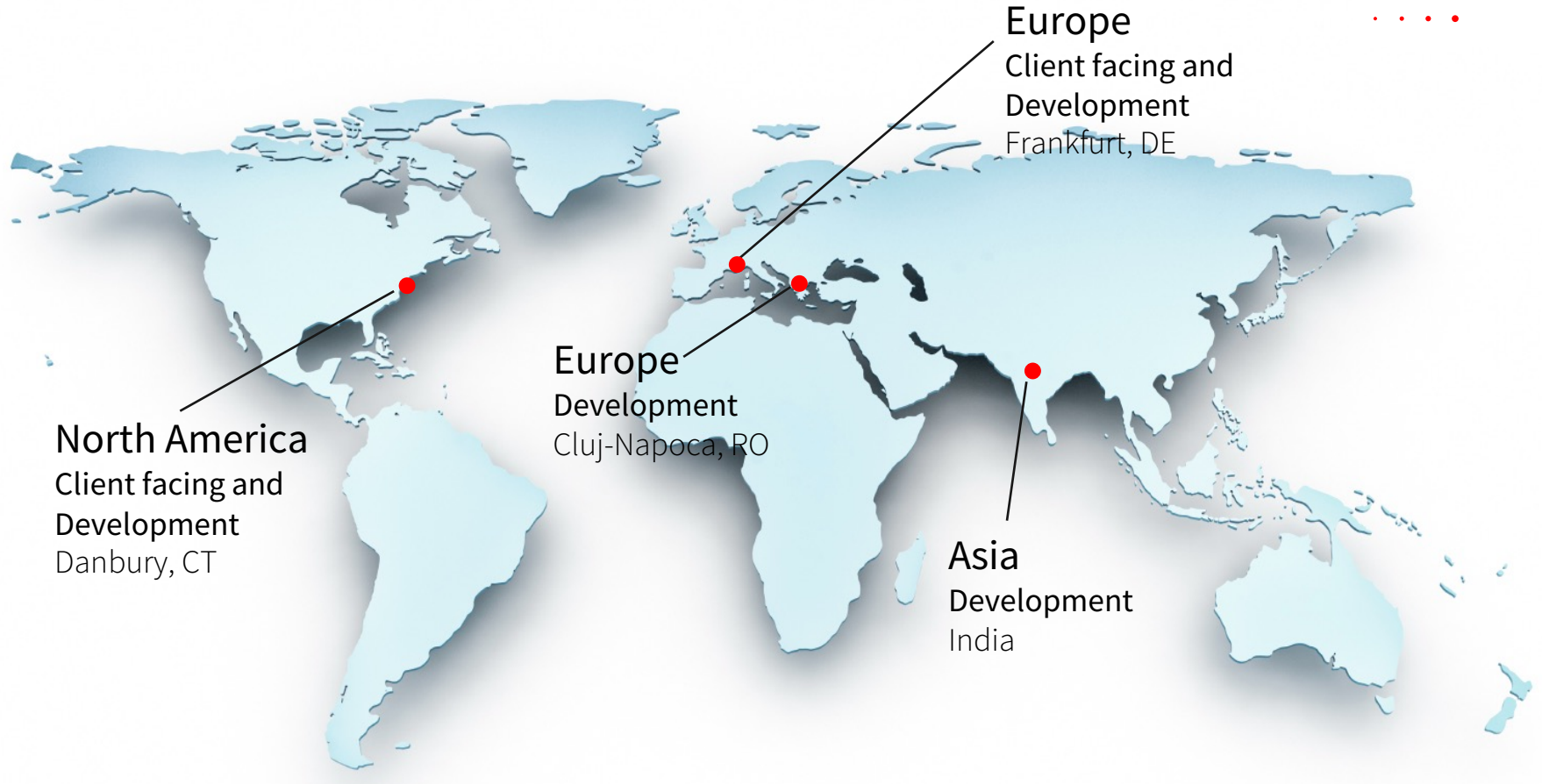
- Pharmaceuticals
- Medical Devices
- Test & Measurement  
Equipment, Manufacturing
- And more



## Non-Life Sciences

- Banking, Insurance & Financial Services
- Automobiles & Motor Vehicles
- Food & Beverage
- Electricity, Oil & Gas, Energy, Utilities & Waste
- Freight & Logistics Services, Transportation
- And more

# fme: Center of Excellence Locations



# Veeva & fme Partnership

- Technology Alliance Partner enabling migrations to Veeva Vault Platform
- fme has applied our in-depth Life Sciences and Non-Life Sciences expertise into our Veeva migration software as well as our services portfolio including integrations
- Veeva Certified Professionals on staff for migration engagements





# Mission and more



## WHY

Digitalization enables new ways of dealing with existing businesses and creates totally new business models.

We believe in the opportunities of digital transformation and love to help our clients worldwide maintain and create competitive businesses.

## HOW

Our devoted consultants optimize or challenge our clients' business models through existing and new technologies and advise them on the necessary cultural change in their company.

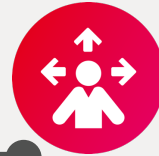
## WHAT

Consulting and technology (Cloud, Business Intelligence, Social Business Collaboration and Enterprise Content Management) in combination with custom software development and the ability to run systems 24\*7 help us to add value to our clients' transformation process.

# Advantages



**International Projects**  
We are a truly international company with international clients.



**Agility: ...it's possible!**  
We are flexible and make things happen fast.



**Industry Knowledge**  
We understand the business.



**Innovation**  
We constantly experiment and tryout new things to help our clients to improve.



**Quality**  
We are experts in what we do.



**Trust**  
We do what we say, because we want to see you again.

# Experts in Veeva Solutions

fme Life Sciences is a **Veeva Technology, Veeva Migration Services, and Veeva Development Cloud partner**. We guide our clients through the challenges inherent in integrating and transforming legacy solutions and deliver unparalleled success on the Veeva Vault platform.



Clinical



Regulatory



Quality

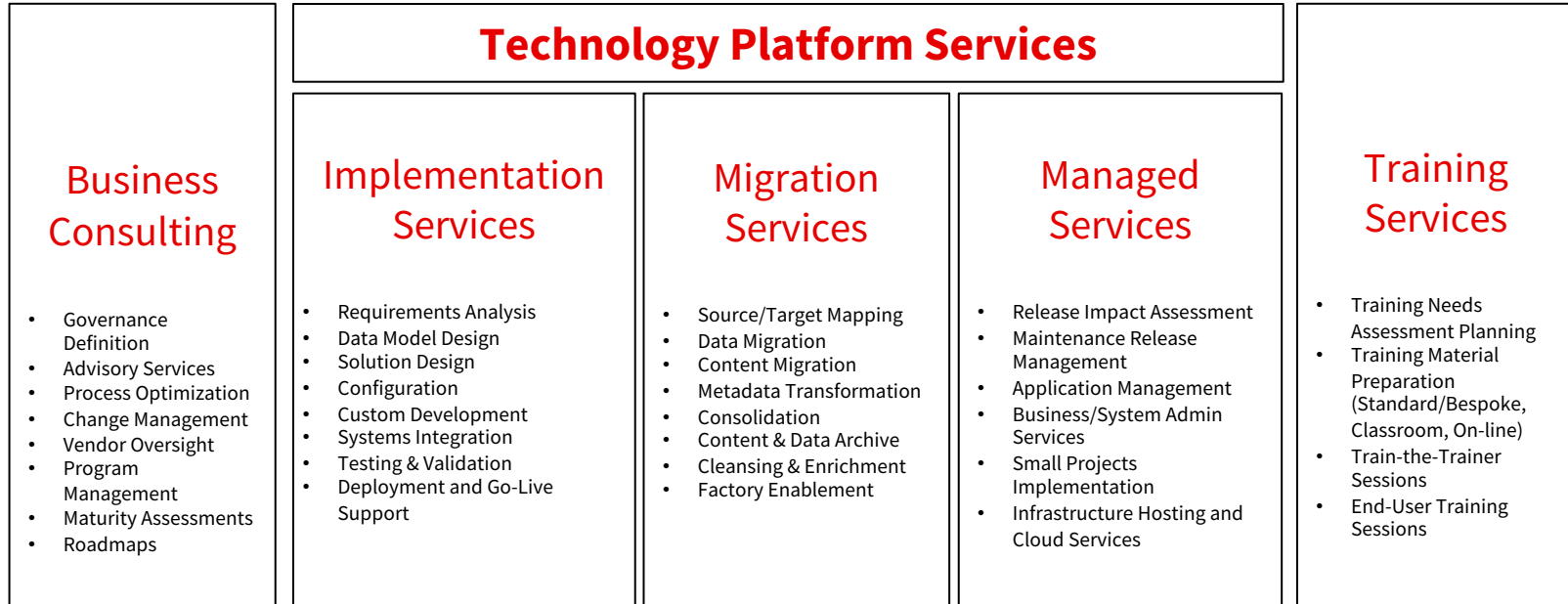


Safety



Medical

## End-to-End Client Support Services

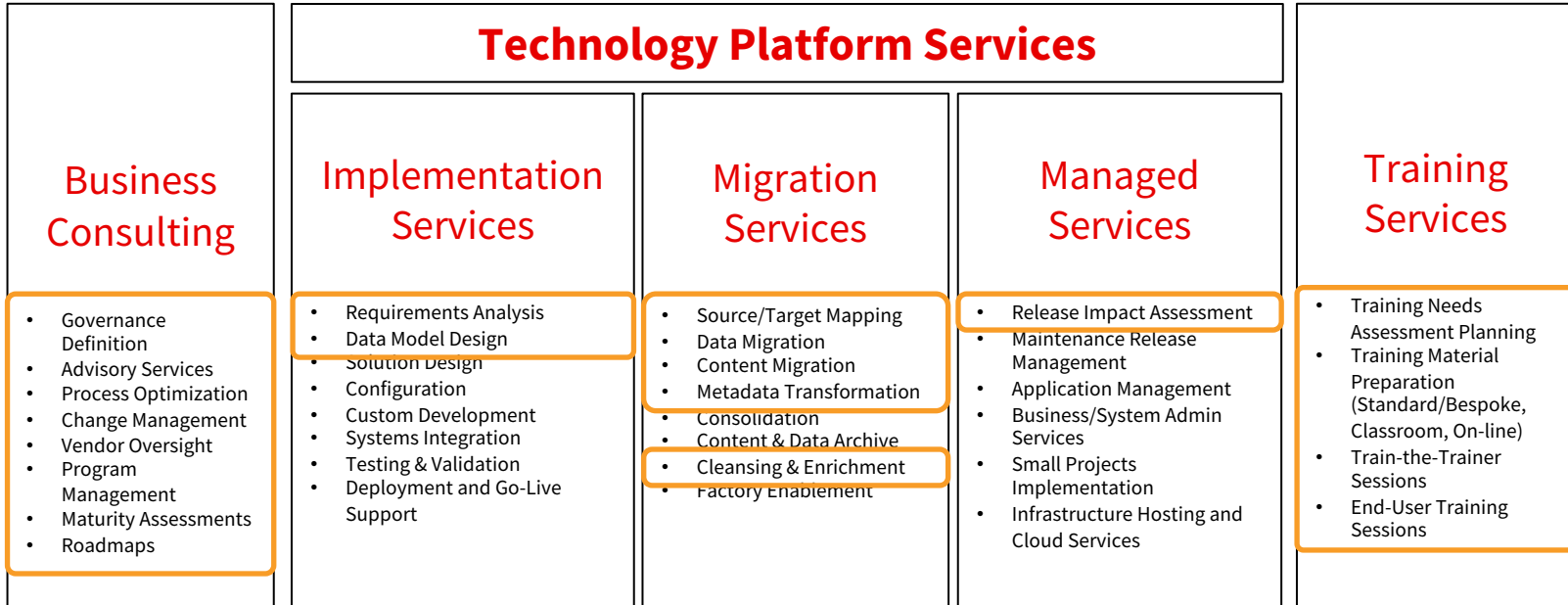


# Business Consulting Services

# Business Consulting Services Portfolio



## End-to-End Client Support Services

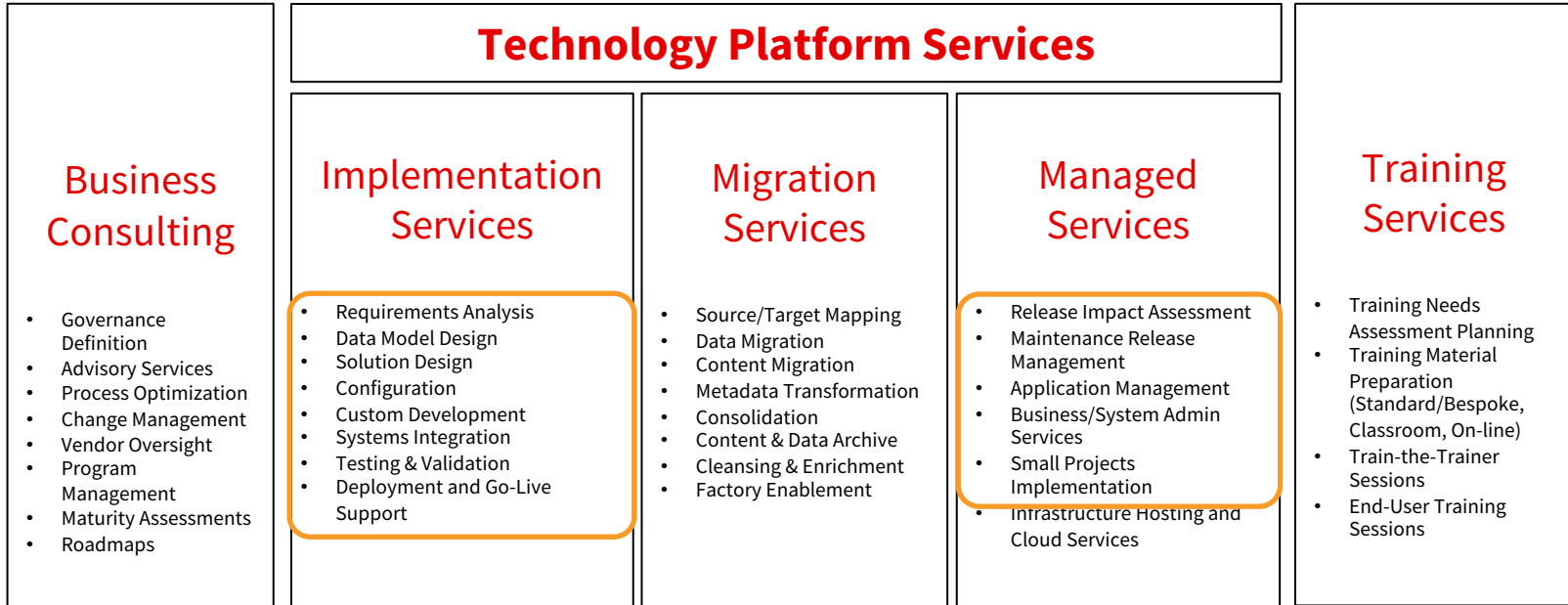


# Technology Services

# Technology Services Portfolio



## End-to-End Client Support Services

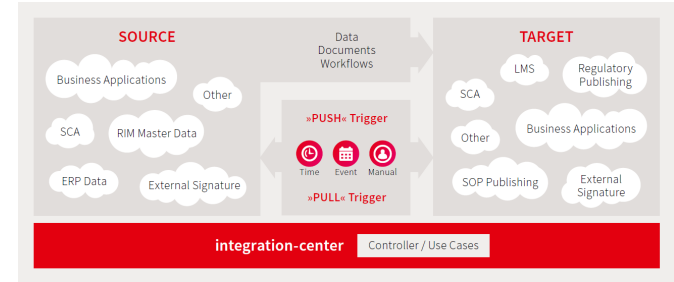




# Additional Technology Services

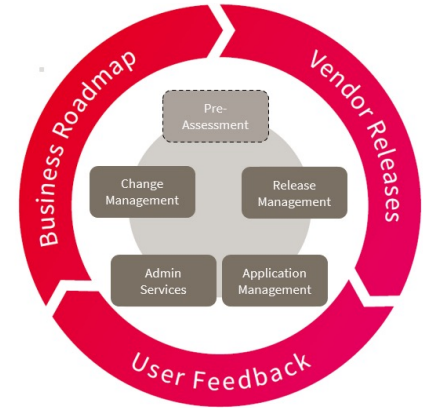
- **Integration Services**

- Integrating two or more applications in the business landscape to exchange data or content or to trigger processes
- Trigger points can be time based, event based or manual interaction within the application
- We have a cloud-based framework in place to support the integration backend: **integration-center**
- For example:
  - Veeva DocuSign Integration (recorded demo available): <https://www.fme-us.com/veeva/external-signatures-with-docusign-in-veeva/>
  - Veeva Fonto Integration (recorded demos available): <https://www.fme-us.com/partners/fonto/datasheet-structured-content-authoring-by-fonto/>
- For Life Sciences and Non-Life Sciences



# Additional Technology Services

- Post Implementation Services (“Platform Assist”)
  - “Full circle” application assistance once the application is live
  - Includes but not limited to
    - Veeva **release management** support
    - Application **change management** support
    - Business **administration support**
    - Incident, problem and request **ticket support** (following ITIL processes)
  - Global support model including 24x7 option utilizing Centers of Excellence in Romania and India
  - For Life Sciences and Non-Life Sciences

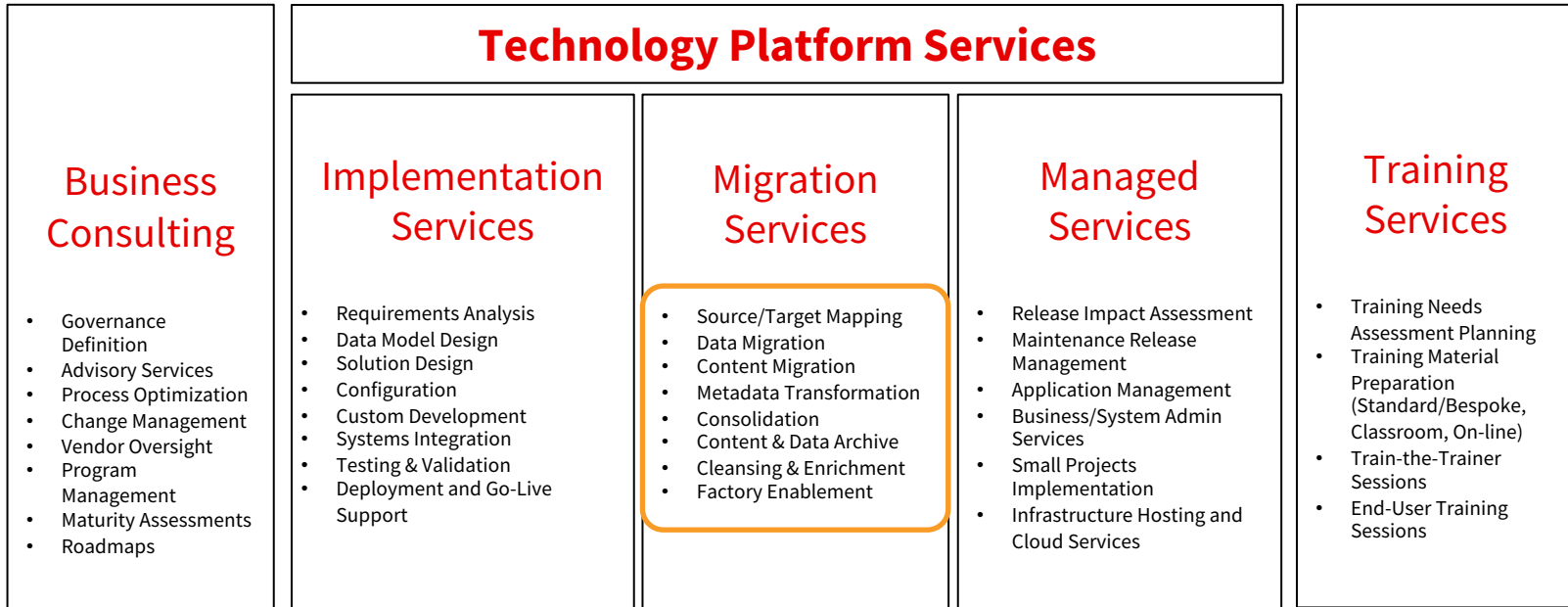


# Migration Services

# Migration Services Portfolio

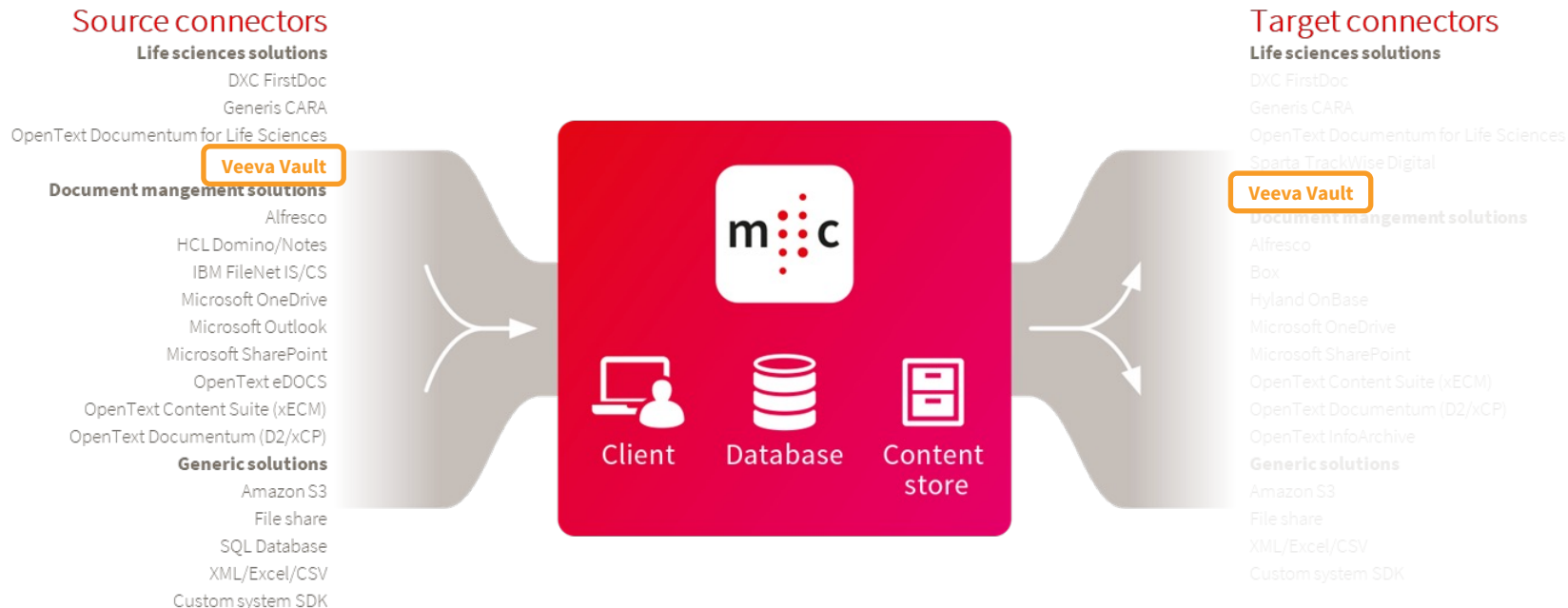


## End-to-End Client Support Services



# Migration Services Additional Strengths

fme's core toolset: migration-center



## Migration to Veeva Vault

- Being able to support merger and acquisitions of existing Vaults to the new Vault
- Being able to support a wide range of source environments to the Veeva Vault (inclusive of all Vaults)

# Migration Services Capabilities

## Veeva Vault

### Migration to Veeva Vault as a Service

- Dedicated industry knowledge and migration project services team
- Manage the entire migration project in a full-service agreement
- Developers, project managers, migration specialists and communication experts are available
- Proven methodologies and best practices

### Onboarding to Veeva Vault Industry Cloud

- Veeva certified product migration-center and migration service for the life science industry
- End-to-end offering to migrate data from legacy or outdated OnPrem solutions to the Veeva industry cloud
- Highly reusable framework that supports data migration to the various elements of the Veeva Vault including Vault RIM, Clinical and Quality etc.

### Data/Document Integration supporting Mergers & Acquisitions

- Integrate/migrate large amount of data/documents
- Over 200 different migration paths (source to target combinations) available
- Ensure legal and audit-compliant migration without system downtimes/interruption

### Data Cleansing & Metadata Enhancement

- Enhance the quality of metadata which leads to faster retrieval of information and compliance improvement
- Individual metadata transformation/mapping
- Tailored services element for metadata cleansing and enhancements



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