

PRODUCT SHEET

Vault CRM Suite

Vault CRM Suite integrates key commercial applications and processes for more effective field planning and engagement across personal and digital channels.

Vault CRM is a purpose-built application for life sciences that connects sales, marketing, and medical teams on a single platform with a unified customer database.

Veeva AI for Vault CRM includes deep industry-specific agents embedded in Vault CRM to increase productivity. Initial agents include:

- **Pre-Call Agent** provides individualized customer context, opportunities and suggested actions for better engagement.
- **Media Agent** powers semantic search to locate, summarize, and launch content in the content library for quick access to relevant information.
- **Free Text Agent** delivers real-time analysis of free text capture for compliance based on customer specific guidelines defined in natural language.
- **Voice Agent** enables natural language voice as the main input of information into CRM business processes.

Vault CRM Approved Email is an application for sending personal, compliant emails from field users to HCPs.

Vault CRM Engage is an application for digital engagement between field teams and HCPs, enabling call scheduling, video meetings, and compliant chat.

Vault CRM Events Management is an application for managing the end-to-end event lifecycle and related information, including content, attendees, speakers, and expenses.

Vault CRM Align is a field planning application for roster management, territory management, engagement planning, and integrated field feedback.

Vault CRM Campaign Manager is an application for life sciences marketers to coordinate sales and marketing engagement in unified campaigns using both non-personal and field channels.

Veeva Network is a global master data management platform and customer master application designed for global pharmaceuticals and biotech.

Vault OpenData is reference data of healthcare professionals (HCPs), healthcare organizations and their affiliations for commercial teams. It is used in CRM, analytics, and data warehouses.

PRODUCT	ANNOUNCED	STATUS	CUSTOMERS
Vault CRM	2022	Mature	100+
Veeva AI for Vault CRM	2025	Early	0
Vault CRM Approved Email	2013	Very Mature	100+
Vault CRM Engage	2018	Mature	100+
Vault CRM Events Management	2015	Mature	100+
Vault CRM Align	2015	Mature	51–100
Vault CRM Campaign Manager	2023	Early	11–50
Veeva Network	2013	Very Mature	100+
Vault OpenData	2015	Mature	100+

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Vault CRM

Vault CRM is a purpose-built application for life sciences that connects sales, marketing and medical teams on a single platform with a unified customer database. It enables key capabilities such as customer profiling, content sharing and management, territory and account planning, key account management, sampling, call center, inside sales, and field engagement.

Core capabilities support critical region-specific business requirements and regulatory needs. Vault CRM is accessible online via a browser and desktop application with full offline support on the iPad and iPhone.

Veeva AI for Vault CRM – featuring Pre-call Agent, Media Agent, Free Text Agent, and Voice Agent – will be available at no cost through 2030.

Announced	2022
Status	Mature
Customer type	MedTech, Enterprise Pharma, Biotech, Animal Health, Consumer Health
Customers	100+
Platform	Veeva Vault
Integrations	Lives with Approved Email, Events Management, Engage, Campaign Manager Connected with PromoMats, MedComms, Align, Network, Link

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Veeva AI for Vault CRM

Deep industry-specific agents embedded in Vault CRM to increase productivity. Veeva AI Agents can be configured or extended by customers.

Pre-Call Agent provides individualized customer context, opportunities, and suggested actions for better engagement.

Media Agent powers semantic search to locate, summarize and launch content in the content library for quick access to relevant information.

Free Text Agent delivers real-time analysis of free text capture for compliance based on customer specific guidelines defined in natural language.

Voice Agent enables natural language voice as the main input of information into CRM business processes.

Available at no cost through 2030.

Announced	2025
Status	Early
Customer type	MedTech, Enterprise Pharma, Biotech, Animal Health, Consumer Health
Customers	0
Platform	Veeva Vault
Integrations	Requires Vault CRM Lives with Vault CRM, Events Management, Campaign Manager, Engage Connected with PromoMats, MedComms

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Vault CRM Approved Email

Approved Email is an application within Vault CRM that allows users to send compliant emails to HCPs in a unified experience. Users can quickly assemble an email selecting approved templates, content fragments (links in the email), and optional personalization (such as a personal greeting).

Emails can be scheduled and sent on behalf of field users by the home office or suggested by next best action engines.

Email activity (such as sends, opens, and click-throughs) is automatically captured and recorded in Vault CRM, providing insight about content and engagement effectiveness.

Announced	2013
Status	Very Mature
Customer type	MedTech, Enterprise Pharma, Biotech, Animal Health, Consumer Health
Customers	100+
Platform	Veeva Vault
Integrations	Requires Vault CRM Lives with Vault CRM, Engage, Events Management, Campaign Manager Connected with PromoMats, MedComms

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Vault CRM Engage

Engage is an application for digital engagement between Vault CRM users and HCPs. Users can schedule meetings, meet in video calls, chat compliantly with HCPs and staff, and share approved content. This application is accessed directly in Vault CRM for end users and via the browser or a standalone application for HCPs.

Engage uses Approved Email to support compliant invitations that allow attendees to schedule meetings or meet virtually through their device of choice.

All engagement activity is automatically captured in Vault CRM.

Announced	2018
Status	Mature
Customer type	MedTech, Enterprise Pharma, Biotech, Animal Health, Consumer Health
Customers	100+
Platform	Veeva Vault
Integrations	Requires Vault CRM Lives with Vault CRM, Approved Email, Events Management, Campaign Manager

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Vault CRM Events Management

Events Management is an application for managing the end-to-end event lifecycle and related information, including content, attendees, speakers, and expenses. This application supports multiple field-initiated event types, such as speaker programs, advisory boards, roundtables, and other fee-for-service engagements.

Users can create event requests, identify compliant content, determine budget and expenses, identify speakers and attendees, and initiate approval workflows.

Events Management works seamlessly with Approved Email for attendee invitations, PromoMats for approved content, Engage for virtual event content sharing, and Vault CRM or OpenData to reconcile attendees for transparency reporting.

All events activity is automatically captured in Vault CRM.

Announced	2015
Status	Mature
Customer type	MedTech, Enterprise Pharma, Biotech, Animal Health, Consumer Health
Customers	100+
Platform	Veeva Vault
Integrations	Requires Vault CRM Lives with Vault CRM, Approved Email, Engage, Campaign Manager Connected with OpenData, PromoMats, MedComms

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Vault CRM Align

Align is a field planning application for roster management, territory management, engagement planning, and integrated field feedback. This application is powered by business rules to manage current and future alignments, including the definition of the territory, the target customer list, and engagement goals by channel.

End users can provide feedback on proposed future alignments and engagement plans directly within Vault CRM.

Announced	2015
Status	Mature
Customer type	MedTech, Enterprise Pharma, Biotech, Animal Health, Consumer Health
Customers	51–100
Platform	Veeva Vault
Integrations	Requires Vault CRM Lives with Vault CRM Connected with Veeva Territory Designer

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Vault CRM Campaign Manager

Campaign Manager is an application for life sciences marketers to coordinate sales and marketing engagement in unified campaigns using both non-personal and field channels.

This application enables segmented, multi-action campaigns including marketing email, field email, and field suggestions, with additional channels to come. Prebuilt campaign templates speed campaign creation and execution. All campaign metrics are stored in Vault CRM to easily measure campaign performance.

Campaign Manager lives with Vault CRM, which means that all data, content, and workflows are all in one place. This enables collaboration across customer-facing teams and leads to better sales and marketing performance.

Announced	2023
Status	Early
Customer type	MedTech, Enterprise Pharma, Biotech, Animal Health, Consumer Health
Customers	11–50
Platform	Veeva Vault
Integrations	Requires Vault CRM Lives with Vault CRM, Approved Email, Engage, Events Management Connected with PromoMats

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Veeva Network

Network is a global, multi-domain master data management platform and customer master application for medtech. This application comes with a pre-defined data model to support the management of customer reference data, including data change requests from field teams in Vault CRM. Companies can master their reference data alongside data from a third party, such as OpenData, to ensure a single source of truth for customer data.

The Network business portal and widgets allow access to customer data for commercial business users.

Companies can build additional data domains (such as product or payer) for data mastering beyond customer.

Announced	2013
Status	Very Mature
Customer type	MedTech, Enterprise Pharma, Biotech, Animal Health, Consumer Health
Customers	100+
Platform	Application-specific
Integrations	Connected with Vault CRM, OpenData, Nitro

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Veeva OpenData

Open Data is the foundation for commercial data. It is reference data on healthcare professionals (HCPs), healthcare organizations (HCOs), and their affiliations. It is used in CRM, analytics, and data warehouses.

OpenData has a global data model following Veeva's Common Data Architecture for Life Sciences™ to simplify software and data integrations.

Announced	2015
Status	Mature
Customer type	MedTech, Enterprise Pharma, Biotech
Customers	100+
Platform	Application-specific
Integrations	Connected with Vault CRM, Network Connected via Veeva IDs and CDA with Link