Veeva Technology Partner Base

Veeva Base Partners

Whether you are new to Veeva integration and partnership or to the life sciences industry, this level of partnership will help you get started building best in class integrations and solutions for our mutual customers to use alongside the Veeva portfolio.

As a Base Partner, Veeva is dedicated to working with your team to help you:

- Become familiar with our partner program's benefits and requirements
- Understand the prerequisite information you need to know based on your specified product area (e.g. Veeva CRM, Veeva Network or Veeva Vault)
- Access product documentation and the training and support options available to you
- Set up and access a sandbox environment to use for your development work and / or product demos
- Establish your company as a Base Partner within the Veeva Technology Community on Veeva.com and with the appropriate logo
- Explore and gain confidence in your integrated solution
- Navigate future partnership opportunities and products

Within your first year of membership, you will need to achieve certain key milestones and meet the following requirements:

- Complete training prerequisites to ensure you have the right level of experience with Salesforce (for CRM) and with Veeva's solutions
- Build an integrated solution that can be demonstrated to the Veeva product alliances team
- Review your integrated product documentation and support structure with the Veeva product alliances team
- Gain customer evidence—Base Partners must have at least one live customer up and running on the integrated solution by the end of the first year
- Participate in an annual review, to ensure the Base Partner tier and your participation in the Technology Partner Community is right for you, for Veeva, and for our mutual customers

We know you'll want to work quickly, and we'll be here to help you build your knowledge base and gain experience with Veeva as you build your business.

To learn more about how to join this program, the benefits, fees and requirements, please submit your application.