

Gold Certified Partners

Veeva's Gold Certification program is by invitation only. The offer to join this partnership level is reserved for established top tier partners who are Veeva trained and certified, and who have consistently proven themselves throughout the entire development, release, post release and go to market lifecycle.

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

- Become familiar with our Gold Certified partner level program benefits and requirements
- Understand the prerequisite information you need to know based on your specified product area(s) (e.g. Veeva CRM, Veeva Network or Veeva Vault)
- Access product documentation and the training and support options available to you, in person and online
- Set up and access multiple sandbox environments (up to six) to use for your development work and / or product demos
- Establish your company as a Gold Certified Partner within the Veeva Technology Community on Veeva.com and with the appropriate logo
- Develop a high quality integration within your Veeva product area by providing technical guidance regarding Veeva data models, API capabilities and limitations, product use cases, and configuration best practices
- Maintain your integrated solution by sharing best practices, technical roadmap information, industry trends and more through dedicated webinars and training courses
- Access and meet with Veeva Product Alliances and additional Veeva team members on a regular basis, mapped to release cycles for additional support and information sharing including roadmap reviews
- Access sales and marketing resources, complete co-developed collateral and tools
- Prepare annual field (sales and services) plans to identify strategic accounts and customer engagement collaboration, hold regular meetings and working sessions to review progress and help needed
- Collaborate to educate your sales and services teams and Veeva's on how to position the integrated solution
- Prepare and maintain annual marketing plans identifying opportunities for collaboration, key events and in-market activities
- Access Veeva executives for annual reviews and strategic planning discussions
- Navigate future partnership opportunities and products

As a Gold Certified Partner, you will need to achieve certain key milestones and meet the following requirements:

- Complete training prerequisites to ensure you are able to maintain your Salesforce and Veeva solution experience

- Complete the Veeva solution training requirements to ensure you and / or your team are certified on Veeva's products and technology
- Build, enhance and maintain your integrated solution (with guidance from the Veeva Product Alliances team) and achieve product certification on the integrated solution
- Review your product documentation and support structure with the Veeva product alliances team
- Maintain / gain customer evidence—Gold Certified Partners must have at least five live customers for a period of at least six months, who are satisfied with the integrated solution and willing to reference and / or recommend the partner
- Participate in an annual review, including an executive review, to ensure the Gold Certified Partner tier and your participation in the Technology Partner Community is right for you, for Veeva, and for our mutual customers

Our Product Alliances team is here to help you through the process of building, maintaining and enhancing your integrated solution, gaining access to expertise, support resources and the sales and marketing resources you need to strategically grow your business within the Veeva network and to help you take advantage of strategic opportunities.

To learn more, please contact us.