

Silver Certified Partners

This exclusive partner tier is reserved for companies who have trained and Veeva-certified employees, have proven, validated and certified Veeva-integrated solutions, and who are dedicated to partnering for the benefit of our mutual customers.

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

- Become familiar with our Silver 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 three) to use for your development work and / or product demos
- Establish your company as a Silver 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 high level 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 as required
- Access sales and marketing resources, complete co-developed collateral and tools
- Collaborate to educate your sales and services teams and ours on how to position Veeva and the integrated solution
- Navigate future partnership opportunities and products

As a Silver 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 (for CRM) 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 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—Silver Certified Partners must have at least two live customers for a period of at least 90 days, who are satisfied with the integrated solution and willing to reference and / or recommend the partner
- Participate in an annual review, to ensure the Silver 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 and maintaining your integrated solution, gaining access to expertise, support resources and the sales and marketing tools you need to grow your business within the Veeva network.

To learn more about this exclusive partnership level and how to join, please contact us.