



FOR IMMEDIATE RELEASE

## Veeva Unites Best-of-Breed Cloud and Video Capabilities to Deliver Seamless Digital Engagement Between Life Sciences and Healthcare Professionals

*Zoom video communications to be embedded in Veeva CRM Engage applications for easy and compliant online meetings and virtual events*

**PLEASANTON, CA – Oct. 4, 2016 – Veeva Systems** (NYSE: VEEV) today announced that **Zoom** video and web conferencing capabilities will be embedded in Veeva CRM Engage applications to enable seamless digital engagement between life sciences companies and healthcare professionals (HCPs). Veeva continues to bring together best-in-class cloud and digital technologies so that the life sciences industry can go-to-market with their products more efficiently and effectively.

There are greater expectations among physicians for information and interactions to be online and on-demand through the digital channels and mobile devices they prefer. For life sciences companies, digital can expand access and reach to more HCPs and get accurate information to the right person with greater speed, ultimately creating more valuable interactions. However, technology barriers coupled with regulatory requirements have made the shift to digital engagement slow and difficult.

For the first time, life sciences companies can have a single, integrated solution for easy and compliant video and web conferencing for online meetings through **Veeva CRM Engage Meeting**, as well as for virtual events with **Veeva CRM Engage Webinar**. Both applications are integrated with **Veeva CRM** for reps to create a seamless communications experience and share approved content with HCPs compliantly.

“Zoom’s mission is to make video communications frictionless so that real-time collaboration is simple and reliable,” said Eric S. Yuan, founder and CEO of Zoom. “Veeva is a cloud pioneer that has eliminated many technology barriers in the life sciences industry. Their use of the Zoom platform will be a powerful combination in delivering a leading-edge digital experience.”

“Veeva is opening up online engagement possibilities for life sciences companies and HCPs to collaborate and deliver better patient outcomes,” said Arno Sosna, general manager of **Veeva CRM**. “Zoom has changed communications in the cloud and alongside Veeva, customers can take advantage of new digital channels without the risk.”

Embedding Zoom enables Veeva to integrate video and web conferencing capabilities natively into Veeva CRM Engage applications. Zoom delivers best-in-class video performance even in low-bandwidth environments, providing customers and HCPs the quality and reliability they need to interact and collaborate online.

More than 200 customers are using **Veeva CRM** to seamlessly orchestrate customer interactions and deliver a personalized experience to HCPs across multiple communication channels, including in-person and digital.

To learn more about how Veeva is expanding integration with other leading cloud providers, visit the **Veeva blog** to read more about its integration with Zoom, as well as today’s announcement of **Veeva Vault** integration with Microsoft Office Online to deliver real-time, collaborative authoring in a compliant way.

### Availability

Veeva CRM Engage Meeting with Zoom capabilities is planned for availability in December 2016 and integration of Zoom with Veeva CRM Engage Webinar is planned for availability in Spring 2017.

### Additional Information

For more on the Veeva CRM Engage family, visit: [veeva.com/CRMEngage](http://veeva.com/CRMEngage)

Connect with Veeva on LinkedIn: [linkedin.com/company/veeva-systems](https://www.linkedin.com/company/veeva-systems)

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### **About Veeva Systems**

Veeva Systems Inc. is a leader in cloud-based software for the global life sciences industry. Committed to innovation, product excellence, and customer success, Veeva has more than 450 customers, ranging from the world's largest pharmaceutical companies to emerging biotechs. Veeva is headquartered in the San Francisco Bay Area, with offices in Europe, Asia, and Latin America. For more information, visit [veeva.com](https://www.veeva.com).

### **About Zoom**

Zoom unifies cloud video conferencing, simple online meetings, group messaging, and a software-defined video conference room solution into one easy-to-use platform. Our solution offers the best video, audio, and screen-sharing experience across Windows, Mac, Linux, Chrome OS, iOS, Android, BlackBerry, Zoom Rooms, and H.323/SIP room systems such as Polycom and Cisco Tandberg. Zoom is a privately held company headquartered in San Jose, California. For more information, visit [zoom.us](https://zoom.us) or follow us @zoom\_us.

### **Forward-looking Statements**

This release contains forward-looking statements, including the market demand for and acceptance of Veeva's products and services, the results from use of Veeva's products and services, and general business conditions, particularly in the life sciences industry. Any forward-looking statements contained in this press release are based upon Veeva's historical performance and its current plans, estimates, and expectations, and are not a representation that such plans, estimates, or expectations will be achieved. These forward-looking statements represent Veeva's expectations as of the date of this press announcement. Subsequent events may cause these expectations to change, and Veeva disclaims any obligation to update the forward-looking statements in the future. These forward-looking statements are subject to known and unknown risks and uncertainties that may cause actual results to differ materially. Additional risks and uncertainties that could affect Veeva's financial results are included under the captions, "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," in the company's filing on Form 10-Q for the period ended July 31, 2016. This is available on the company's website at [veeva.com](https://www.veeva.com) under the Investors section and on the SEC's website at [sec.gov](https://www.sec.gov). Further information on potential risks that could affect actual results will be included in other filings Veeva makes with the SEC from time to time.

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