

# The Transformation of Content Management in Life Sciences

## The Changing Landscape in Life Sciences

There is more content and complexity to manage.

A 66-year high in 2015



The amount of information to bring drugs to market rises each year.



**70K**

New Investigator Sites



**300M**

Pages of Clinical Information



**200K**

FDA Submissions

Outsourcing continues to rapidly expand.

Expected global CMO market in 2019, increasing at an average annual rate of 7.5%



**\$79.24B**

Managing content has become more complex.



## Challenges in Content Management

Regulations, legacy technology, and multiple systems are creating difficulties.



**14,000+**

Federal, state, and industry laws, standards, and regulations

**31%**

Inspections delayed due to inaccessible or incomplete TMFs

**89%\***

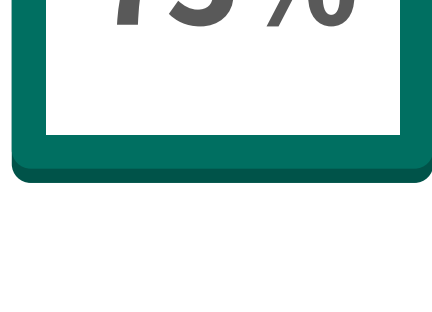
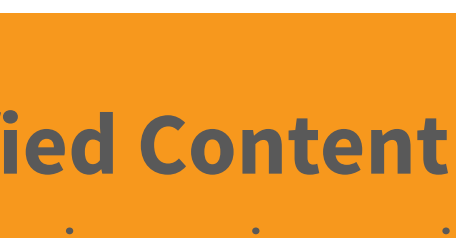
Leaders burdened by multiple systems

## Change is Underway

The industry is investing in transformational change.

**\$4 Billion\***

Veeva Vault Total Addressable Market



**75%**

Planning a change in submissions document management

## Unified Content Management

Companies are improving collaboration, lowering costs, and reducing risk.

**57%\***

Reduction in review cycle time



**30%\***

Reduction in lot release time



Fewer systems for a single source of truth

**55%\***

Reduction in time spent in MLR/PRC meetings

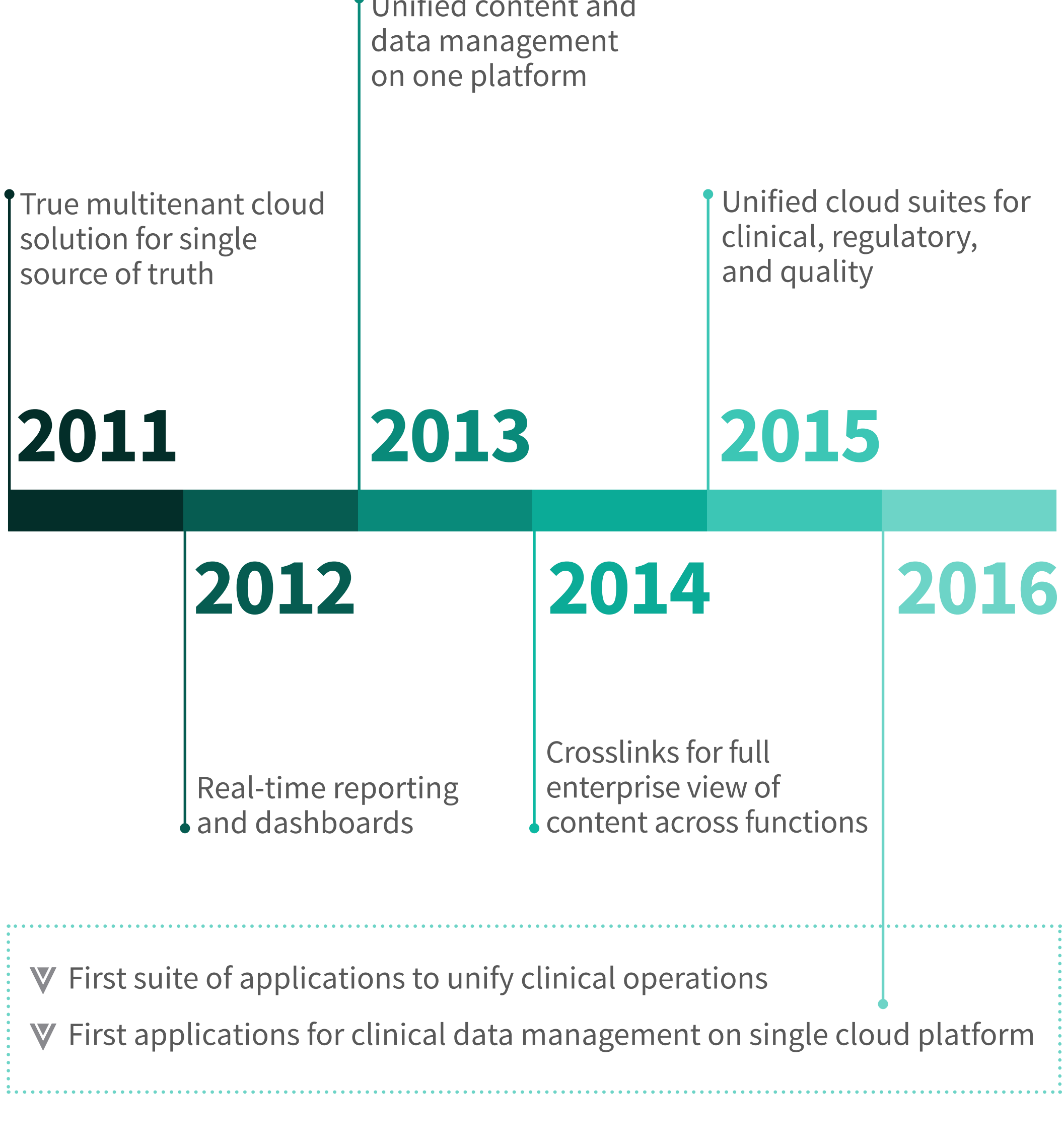


Improved compliance for critical business processes

## Leading Transformation in Content Management

**Veeva Vault**

Veeva innovation is driving changes in Life Sciences.



**3X**

Veeva Vault releases per year

**12**

Veeva Vault applications

## Delivering Customer Success

Helping customers streamline their global business processes.

**Veeva Vault**

**34\*\***

Top 50 pharma customers

\*\*As of January 31, 2016

**278\*\***

Total customers

\*\*As of July 31, 2016

inVentiv identified Veeva as a best-of-breed platform that can maximize efficiencies and accelerate the delivery of much needed drugs to patients.

Rachel Stahler, CIO, inVentiv Health

With Vault in place to standardize document processes, we will have greater visibility and efficiency globally.

Malika Mir, Chief Information Officer, Ipsen

Visit [veeva.com/vault](http://veeva.com/vault) to learn more

### SOURCES

2011 AIM ECM Survey; Forbes article: 2015 Drug Approvals Hit 66 Year High; clinicaltrials.gov and fda.gov; Visiongain, "Pharmaceutical Contract Manufacturing World Market To Reach \$79.24bn in 2019," Press Release, February 10, 2015; MHRA GCP Symposium, September 2016; Cadence Group 2011; Veeva 2015 Commercial Content Management Survey; Gens & Associates, Pursuing World Class Regulatory Management (RIM): Strategy, Measure and Priorities, 2016 (results based on a survey of 54 companies); Veeva Vault PromoMats Datasheet; Deloitte 2016 Global Life Sciences Outlook; \*Veeva internal research and customer data