

# The Transformation of Content Management in Life Sciences

## The Changing Landscape in Life Sciences

There is more content and complexity to manage.

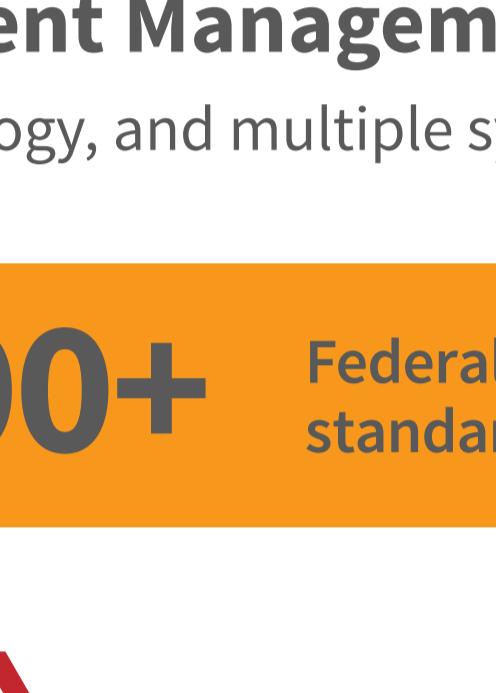
A 66-year high in 2015



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



70K  
New Investigator Sites



300M  
Pages of Clinical Information



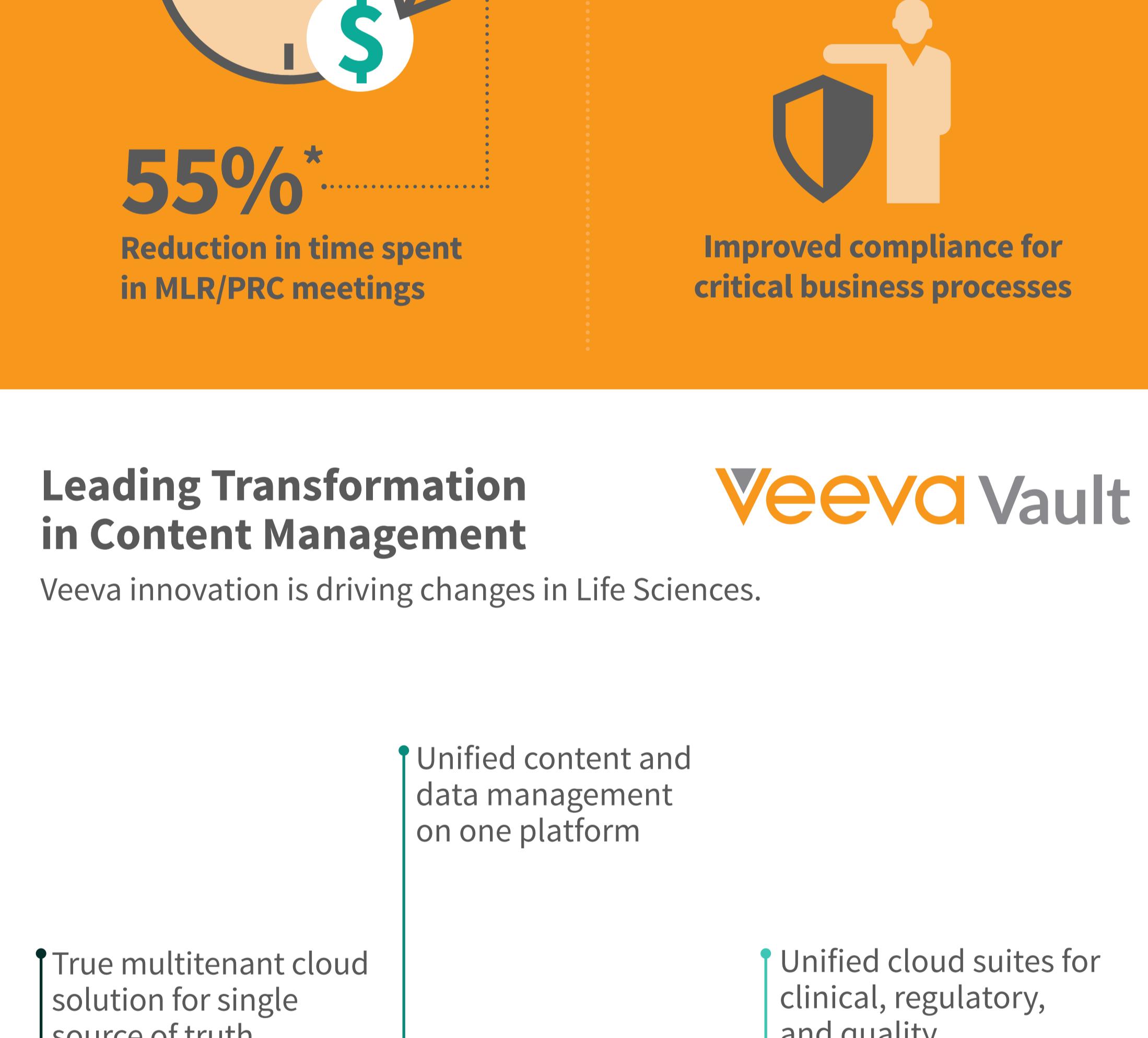
200K  
FDA Submissions

Outsourcing continues to rapidly expand.

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



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%

89%\*

Inspections delayed due to inaccessible or incomplete TMFs

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.

True multitenant cloud solution for single source of truth

Unified content and data management on one platform

Unified cloud suites for clinical, regulatory, and quality

57%\* Reduction in review cycle time

30%\* Reduction in lot release time

55%\* Reduction in time spent in MLR/PRC meetings

Real-time reporting and dashboards

Cross-links for full enterprise view of content across functions

Fewer systems for a single source of truth

Improved compliance for critical business processes

### SOURCES

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

\*\*As of January 31, 2016

\*\*\*As of July 31, 2016

\*\*\*\*As of July 31, 2016

\*\*\*\*\*As of July 31, 2016