



FOR IMMEDIATE RELEASE

## Companies Increase Adoption of Veeva Vault CTMS to Streamline Clinical Processes and Improve Visibility Across Studies

*More life sciences companies are bringing together clinical processes  
and information to streamline trial management*

**PHILADELPHIA — 2017 Veeva Global R&D Summit — Oct. 3, 2017 — Veeva Systems** (NYSE:VEEV) announced that **Veeva Vault CTMS** is gaining momentum with global biopharmaceutical companies and clinical research organizations. In six months since the product's availability, Veeva has added nine Vault CTMS customers, with two already live and using the product. Vault CTMS is the only modern cloud application that makes it easy for life sciences companies to unify clinical information and processes and gain complete visibility throughout their studies.

"Veeva Vault CTMS breaks down application and process silos and enables us to achieve new levels of efficiency and transparency across our trials," said David Sheleheda, senior director, global clinical operations, Integra LifeSciences Corp. "Bringing together our clinical applications on one platform gives us a single view of our trials so we can make better decisions."

According to a recent global survey of clinical operations professionals, nearly all sponsors and CROs say their current CTMS application limits their ability to improve clinical operations.<sup>1</sup> CTMS integration with clinical applications such as EDC and eTMF was among their top challenges. And 99% of clinical operations leaders report the need to unify their clinical applications.<sup>2</sup>

"The easy to use interface of Veeva Vault CTMS simplifies clinical trial management for the team, while the ability to bring together CTMS and eTMF allows us to streamline our clinical processes in the cloud," said Michaella Corso, vice president, clinical affairs, at Penumbra, Inc.

Veeva Vault CTMS is part of Veeva Vault Clinical, the industry's first and only suite of clinical applications, including EDC, CTMS, and eTMF, on a single cloud platform to unify **clinical data management** and **clinical operations**. Vault Clinical applications are now used by more than 160 customers, including eight of the top 20 biopharmaceutical companies deploying globally.

"Vault CTMS is fulfilling pent-up industry demand for a truly great CTMS solution," said Jennifer Goldsmith, senior vice president of Veeva Vault. "Customers can finally have the best of both worlds and break down their process and system silos and gain full insight across their clinical studies. This combination has simply never been possible."

In other news today, Veeva announced that the number of Veeva Vault Quality customers has increased to 120, including four of the top 20 largest biopharmaceutical companies and 30 Veeva Vault QMS customers. Read our [press release](#) to learn more.

### Additional Information

For more on Veeva Vault CTMS, visit: [veeva.com/CTMS](http://veeva.com/CTMS)

For more on Veeva Vault Clinical, visit: [veeva.com/Clinical](http://veeva.com/Clinical)

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<sup>1</sup> Veeva 2017 Unified Clinical Operations Survey: Annual CRO Report, September 6, 2017

<sup>2</sup> Veeva 2017 Unified Clinical Operations Survey, June 19, 2017

## **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 550 customers, including 280+ Veeva CRM customers, 160+ Vault Clinical customers, 120+ Vault Quality customers, and 110+ Vault Regulatory customers. Veeva customers range from emerging biotechs to the world's top 20 largest biopharmaceutical companies that are deploying Veeva solutions globally, including Veeva CRM (19 of top 20), Vault Clinical (eight of top 20), Vault Quality (four of top 20), and Vault Regulatory (four of top 20). Veeva is headquartered in the San Francisco Bay Area, with offices in Europe, Asia, and Latin America. For more information, visit [veeva.com](http://veeva.com).

## **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, 2017. This is available on the company's website at [veeva.com](http://veeva.com) under the Investors section and on the SEC's website at [sec.gov](http://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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