



FOR IMMEDIATE RELEASE

## 7 of the Top 20 Pharma Companies Adopt Veeva Vault Study Startup

*Leading companies are using advanced study start-up application to speed clinical trials*

PLEASANTON, CA — Jan. 14, 2020 — Accelerating study start-up is a top priority among leading life sciences companies. With this shift underway, an increasing number of organizations are selecting **Vault Study Startup** from **Veeva Systems** (NYSE:VEEV) to improve clinical trial efficiency and speed time to site activation. Seven of the top 20 largest global pharmaceutical companies are adopting Vault Study Startup to bring together start-up activities and processes in a single, easy-to-use modern cloud application.

“Study start-up is the clinical area with the most potential to improve overall trial efficiency because of a heavy reliance on manual processes and legacy standalone systems,” said Ashley Davidson, director of Veeva Vault Study Startup. “Customers are using Veeva Vault Study Startup to modernize their start-up operations and get trials up and running much faster.”

Veeva Vault Study Startup is an advanced application that eliminates manual processes to speed cycle times and trial execution. Sponsors can find the right site faster by automating and streamlining site identification, feasibility, and selection. Companies can also prioritize and assign tasks such as site contracting and budgeting throughout their study portfolio – an area that accounts for most of the cycle time during study start-up.<sup>1</sup>

Vault Study Startup is part of Veeva’s **unified suite of clinical operations applications**, enabling sponsors and CROs to seamlessly share information and documents across CTMS, eTMF, and study start-up for better collaboration and increased efficiency throughout the study lifecycle.

To learn how Vault Study Startup is helping companies speed time to site activation, **watch** the on-demand webinar at [veeva.com/StudyStartupWebinar](http://veeva.com/StudyStartupWebinar).

### Additional Information

For more on Veeva Vault Study Startup, visit: [veeva.com/StudyStartup](http://veeva.com/StudyStartup)  
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 the leader in cloud-based software for the global life sciences industry. Committed to innovation, product excellence, and customer success, Veeva serves more than 800 customers, ranging from the world's largest pharmaceutical companies to emerging biotechs. Veeva is headquartered in the San Francisco Bay Area, with offices throughout North America, 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

<sup>1</sup> BioSpace. Site Contracts from Weeks to Months: Results from KMR Group’s Site Contracts Study. August 2016.

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 October 31, 2019. 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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