

ROSTER MANAGEMENT

FOR AN EFFECTIVE FIELD FORCE

The State of Roster Management



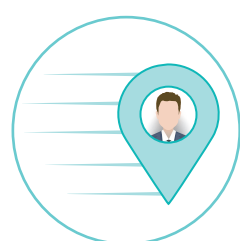
450,000

field sales
globally



9.4%

average field
turnover per year



3.4 years

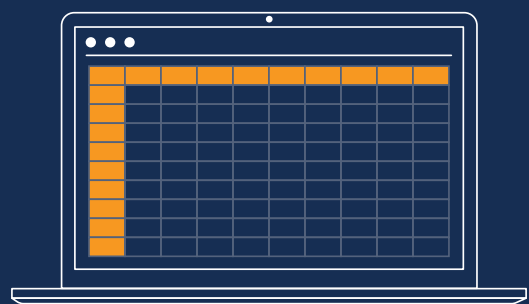
average tenure
in a company



37,000

vacant territories
per year

For every day you
have a vacant territory,
you are losing
potential revenue



Spreadsheets remain the main
tool pharma companies use
for roster management.

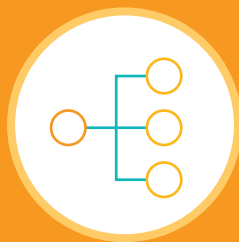
Why current solutions do not work:

- ✗ No single source of truth
- ✗ Prone to errors
- ✗ Limited access to historical information and insights

Veeva Align Roster Management Capabilities



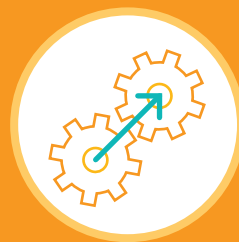
Past, present,
and future roster
data access



Flexible territory
and targeting
models



Easy
product
assignments

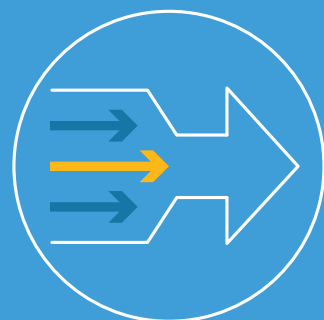


Native
integration with
Veeva CRM

Benefits for Your Organization

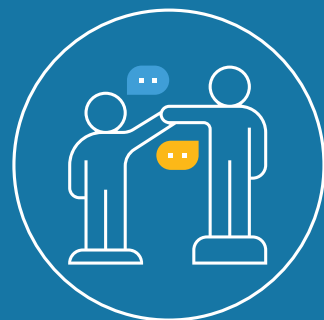
1

Quicker deployment for new
hires and rep transfers



2

Improved roster information
visibility and transparency



3

Integrated with commercial
operations and field processes



Veeva Align

The Right Alignments. Faster.

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