

Roster Management for an Effective Field Force

The State of Roster Management

450K
field sales
globally

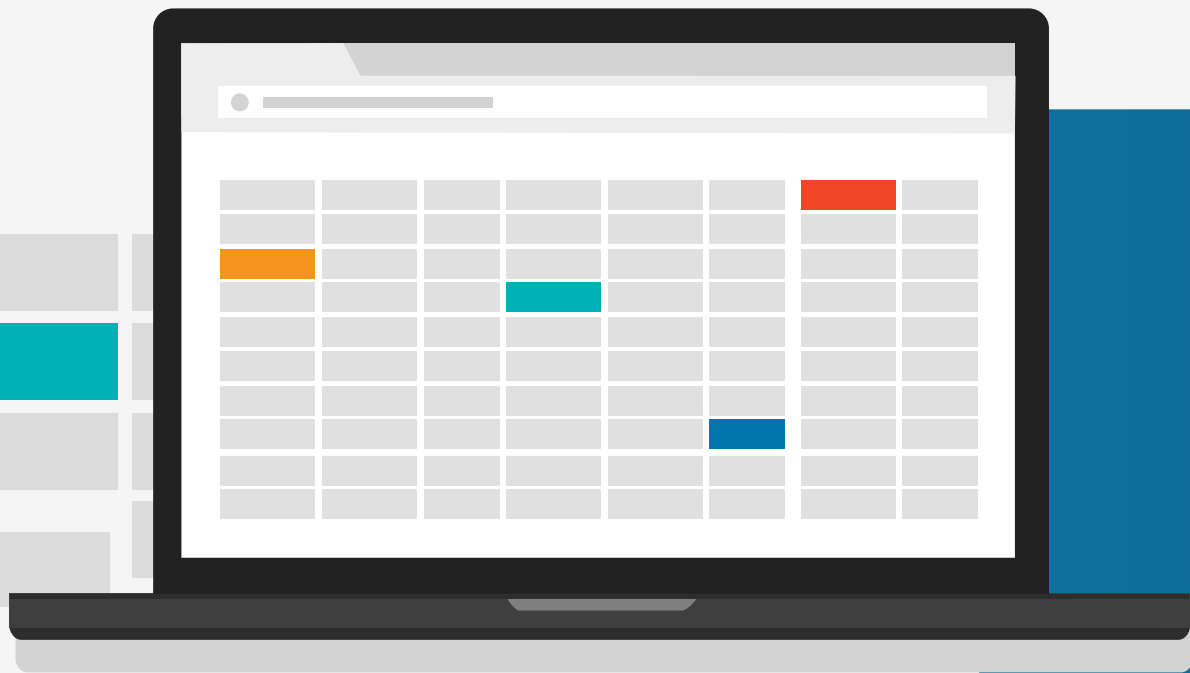
9.4%
average field
turnover per year

3.4 yrs.
average tenure
in a company

37K
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 Vault CRM Align Roster Management Capabilities



Past, present, and future
roster data access



Flexible territory and
targeting models



Easy product
assignments

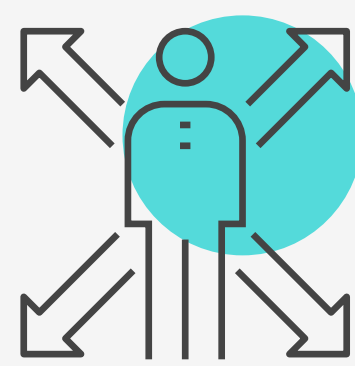


Native integration
with Veeva Vault CRM

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

