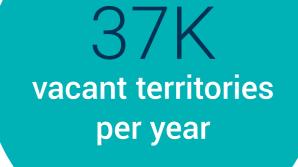


### Roster Management for an Effective Field Force

### The State of Roster Management

450K field sales globally 9.4% average field turnover per year

3.4 yrs. average tenure in a company



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



#### **Benefits for Your Organization**



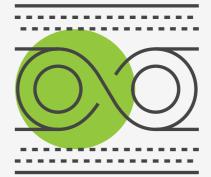


new hires and rep transfers

Improved roster information visibility and transparency



Integrated with commercial operations and field processes





The Right Alignments. Faster.



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