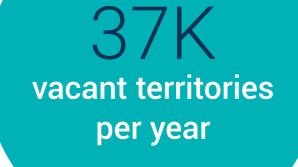


Roster Management for an Effective Field Force

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



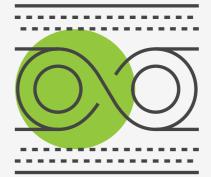


new hires and rep transfers

Improved roster information visibility and transparency



Integrated with commercial operations and field processes





The Right Alignments. Faster.



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