
Veeva

Veeva Analyst & Investor Day

October 4, 2018

Veeva

2018 Veeva Analyst & Investor Day

Veeva Vision	Peter Gassner, Founder & CEO
Industry Perspectives	Matt Wallach, Co-founder & President
Veeva Commercial Cloud	Paul Shawah, SVP, Commercial Cloud
Veeva Development Cloud	Henry Levy, GM, Vault CDMS
Customer Success	Dan Utzinger, Intra-Cellular Therapies
Financial Update	Tim Cabral, CFO
Q&A	All

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Safe Harbor

Forward-looking Statements

This presentation contains forward-looking statements, including statements regarding Veeva's future financial outlook and financial performance, market growth, the release dates for and benefits from the use of Veeva's solutions, our partnership plans, our strategies, and general business conditions. Any forward-looking statements contained in this presentation 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 presentation. 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 to differ materially, including (i) breaches in our security measures or unauthorized access to our customers' data; (ii) our expectation that the future growth rate of our revenues will decline; (iii) fluctuation of our results, which may make period-to-period comparisons less meaningful; (iv) competitive factors, including but not limited to pricing pressures, consolidation among our competitors, entry of new competitors, the launch of new products and marketing initiatives by our existing competitors, and difficulty securing rights to access, host or integrate with complementary third party products or data used by our customers; (v) the rate of adoption of our newer solutions and the results of our efforts to sustain or expand the use and adoption of our more established applications, like Veeva CRM; (vi) loss of one or more customers, particularly any of our large customers; (vii) system unavailability, system performance problems, or loss of data due to disruptions or other problems with our computing infrastructure; (viii) failure to sustain the level of profitability we have achieved in the past as our costs increase; (ix) adverse changes in economic, regulatory, or market conditions, particularly in the life sciences industry, including as a result of customer mergers; (x) our ability to attract and retain highly skilled employees and manage our growth effectively; (xi) a decline in new subscriptions that may not be immediately reflected in our operating results due to the ratable recognition of our subscription revenue; and (xii) pending, threatened, or future legal proceedings and related expenses.

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 July 31, 2018. This is available on the company's website at veeva.com under the Investors section and on the SEC's website at 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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Veeva Vision

Peter Gassner, Founder & CEO

Veeva

Vision

Building the Industry Cloud for Life Sciences

Values

Do the Right Thing

Customer Success

Employee Success

Speed

Key Highlights

- Continued Innovation and Significant Market Expansion
- Long-term Leadership in Strategic Markets
- Powerful and Unique Cloud Platform
- Business Model Advantage – The Veeva Way

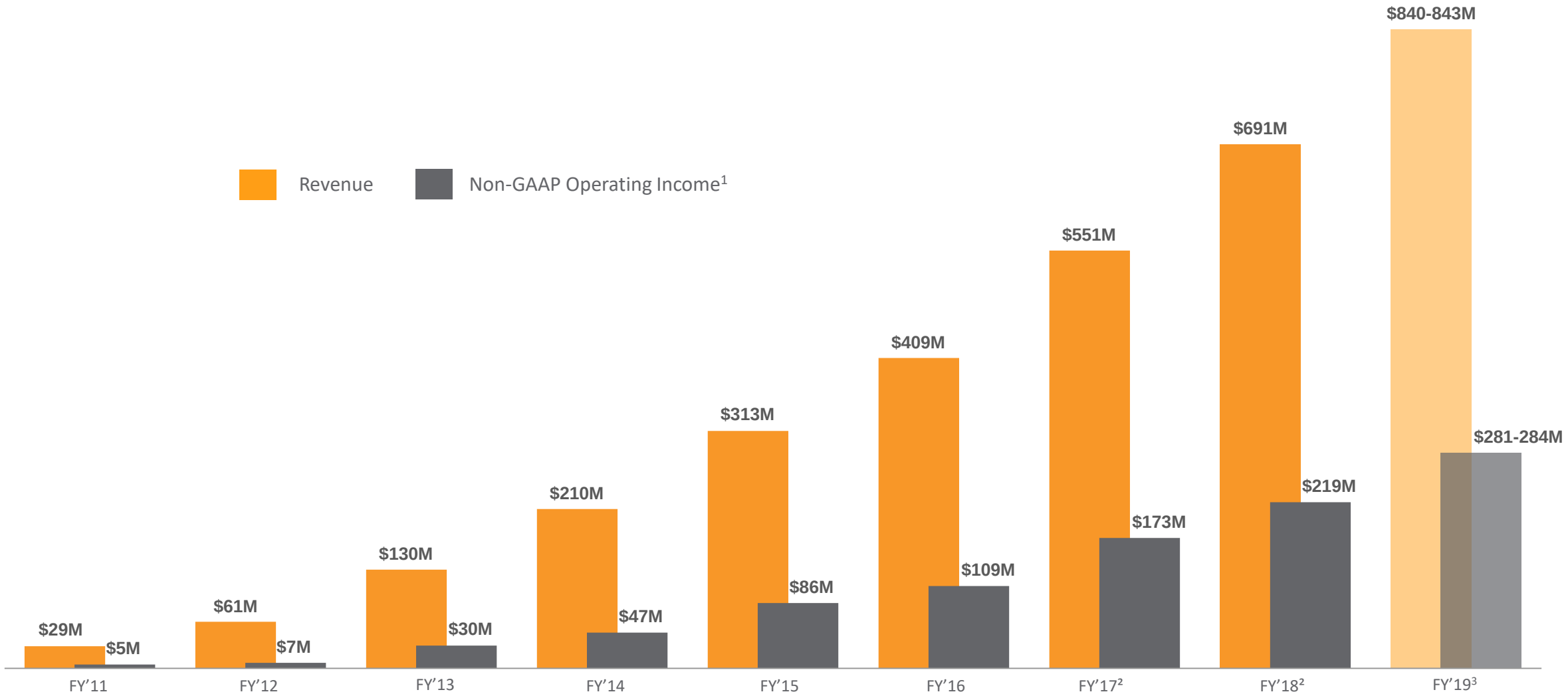
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The Veeva Way



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Strong Growth and Profitability



Fiscal Year Ending January 31

[1] A reconciliation of GAAP to non-GAAP measures is set forth in Appendix 1.

[2] Restated for ASC 606

[3] Based on our latest guidance issued 8/23/2018

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Major Areas of the Business

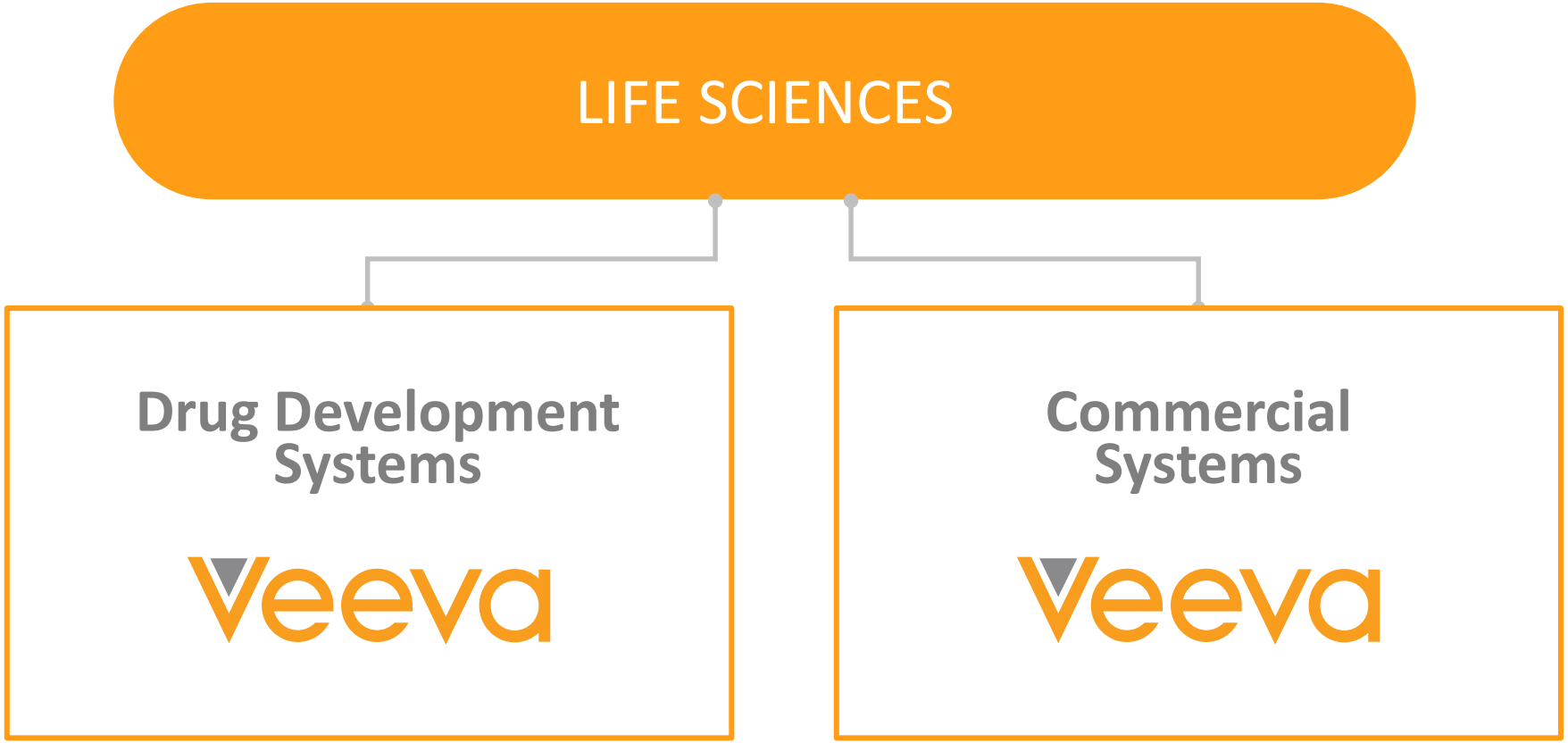
Commercial Cloud

Development Cloud

Outside Life Sciences

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Strategic Technology Partner to Life Sciences



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Commercial Offerings



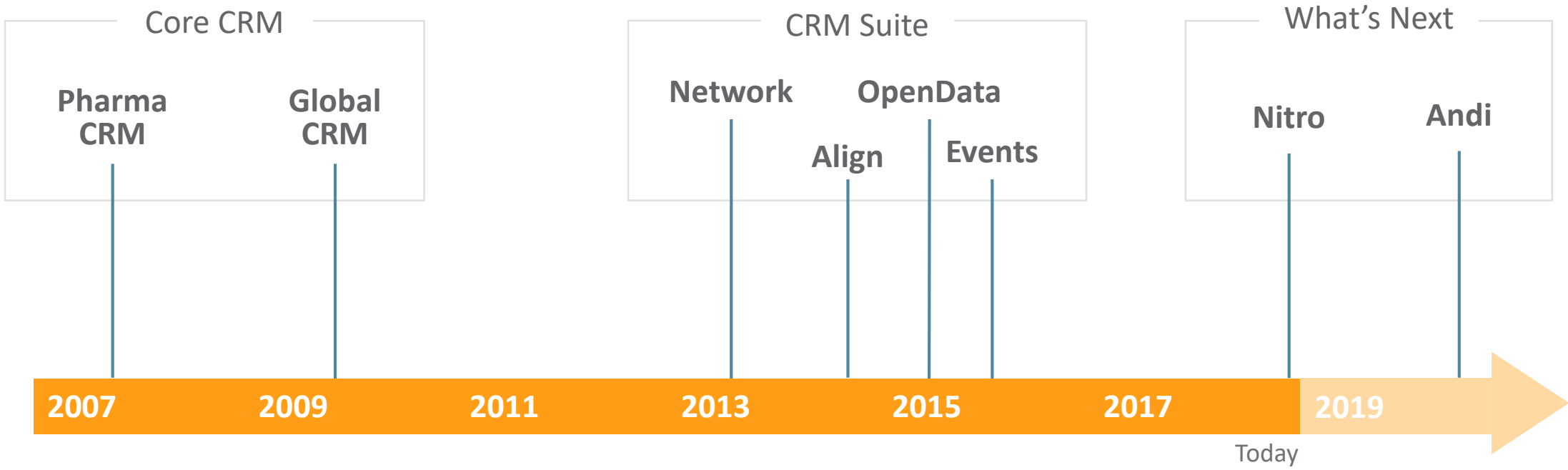
CRM Suite



Commercial Vault

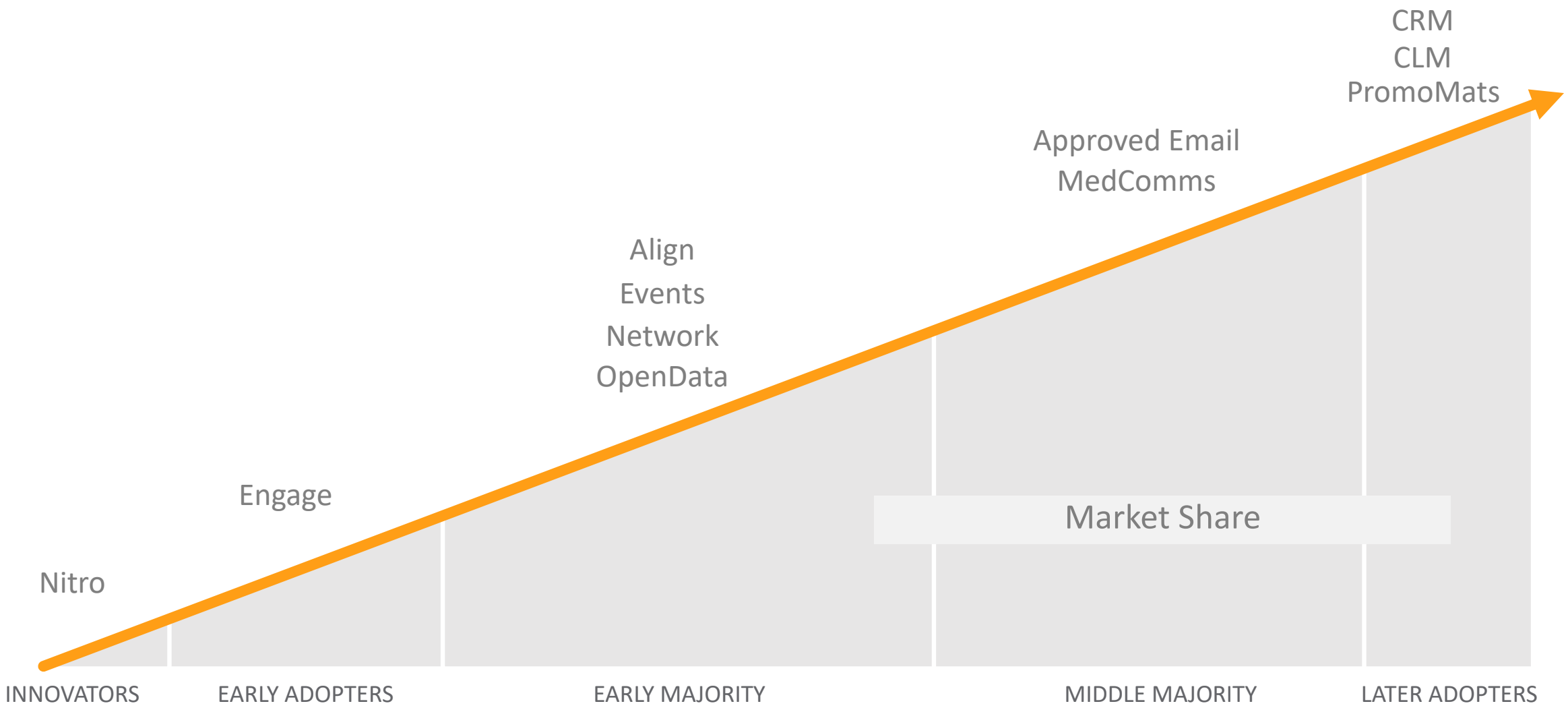
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Innovation in Commercial



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Building Product Leadership in Commercial

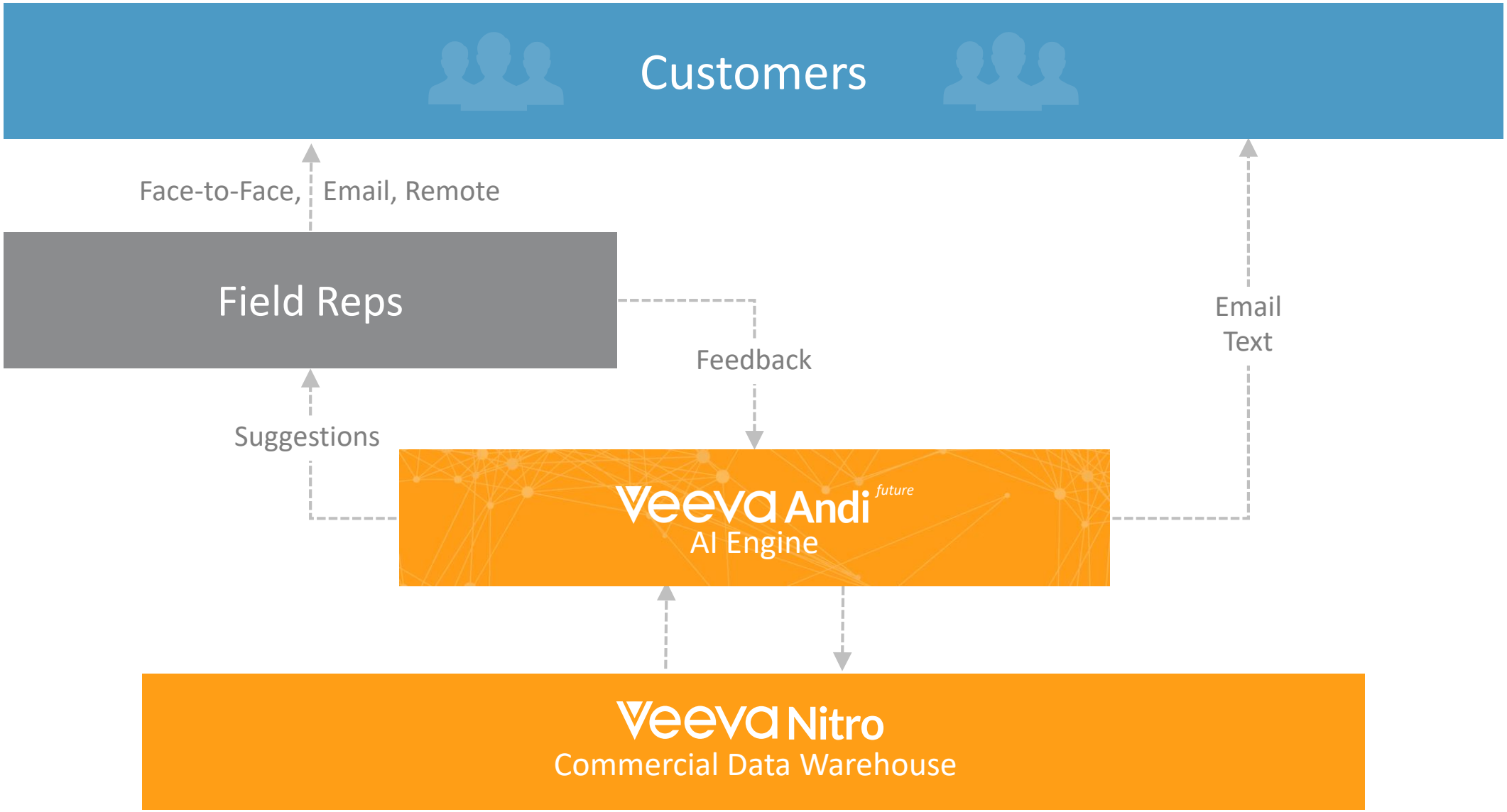


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Looking Ahead

Intelligent Customer Engagement



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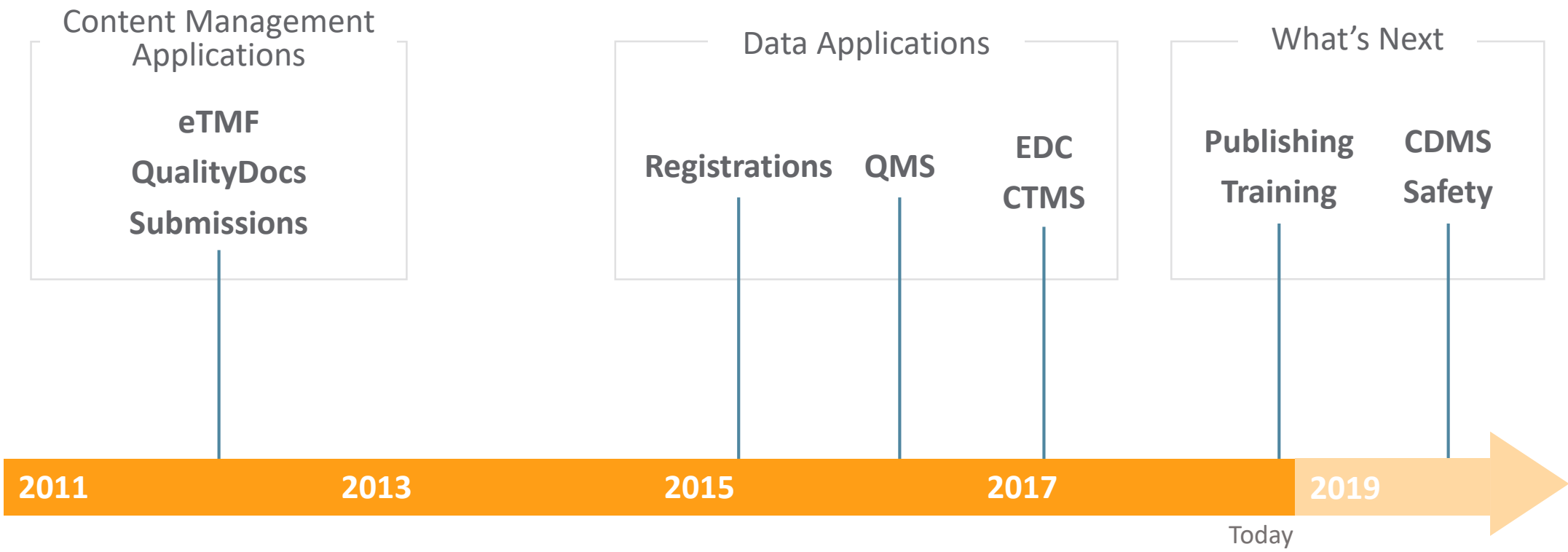
Development Cloud

Vault Clinical Data Management	**Vault** Clinical Operations	**Vault** Quality	**Vault** RIM	**Vault** Safety *future*
				

Vault Platform

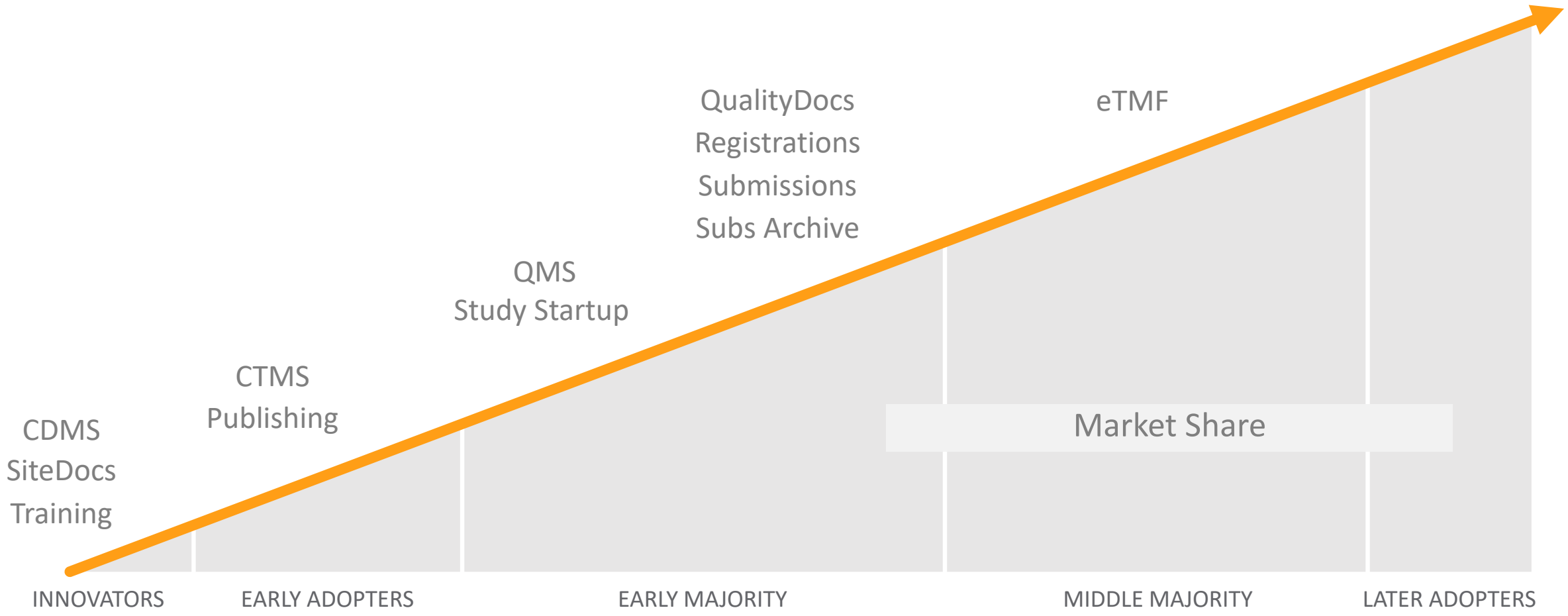
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Innovation in Development Cloud



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Building Product Leadership in Development Cloud

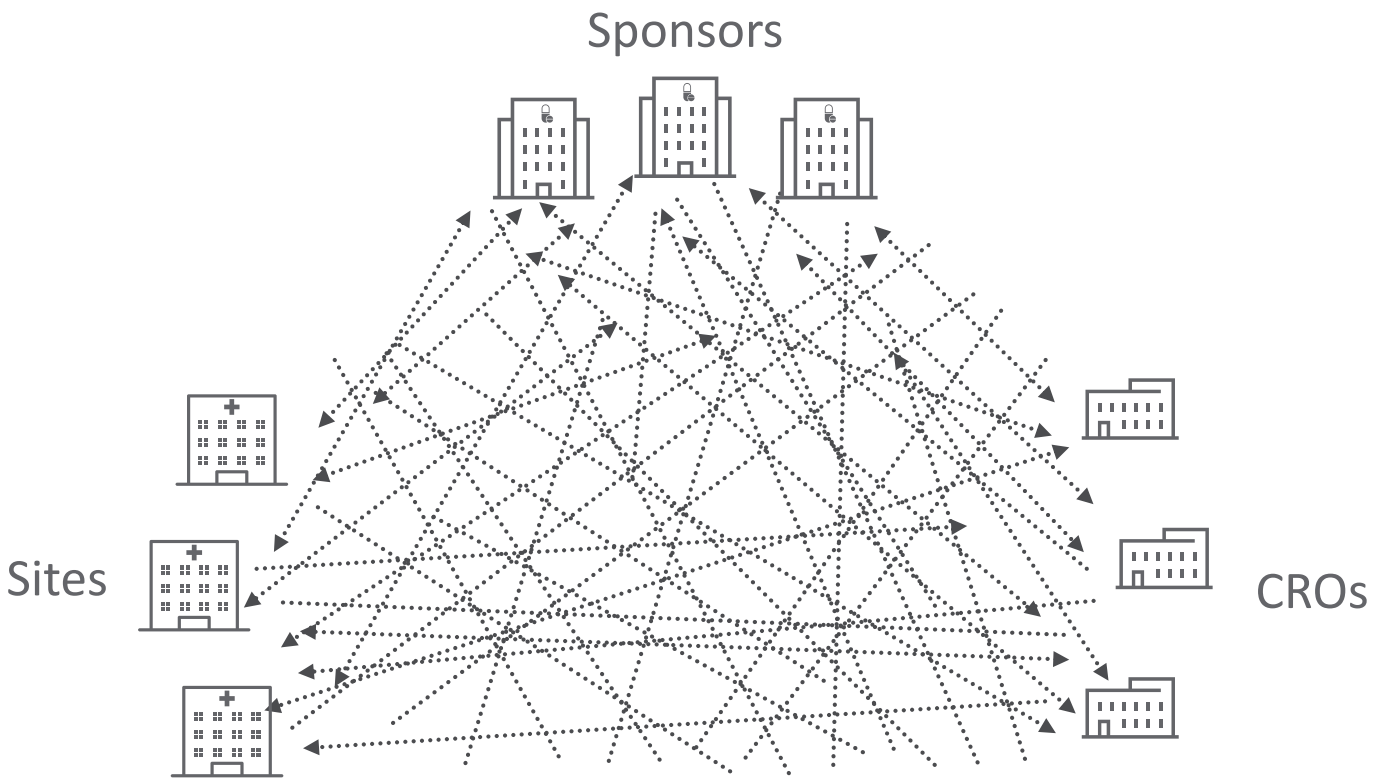


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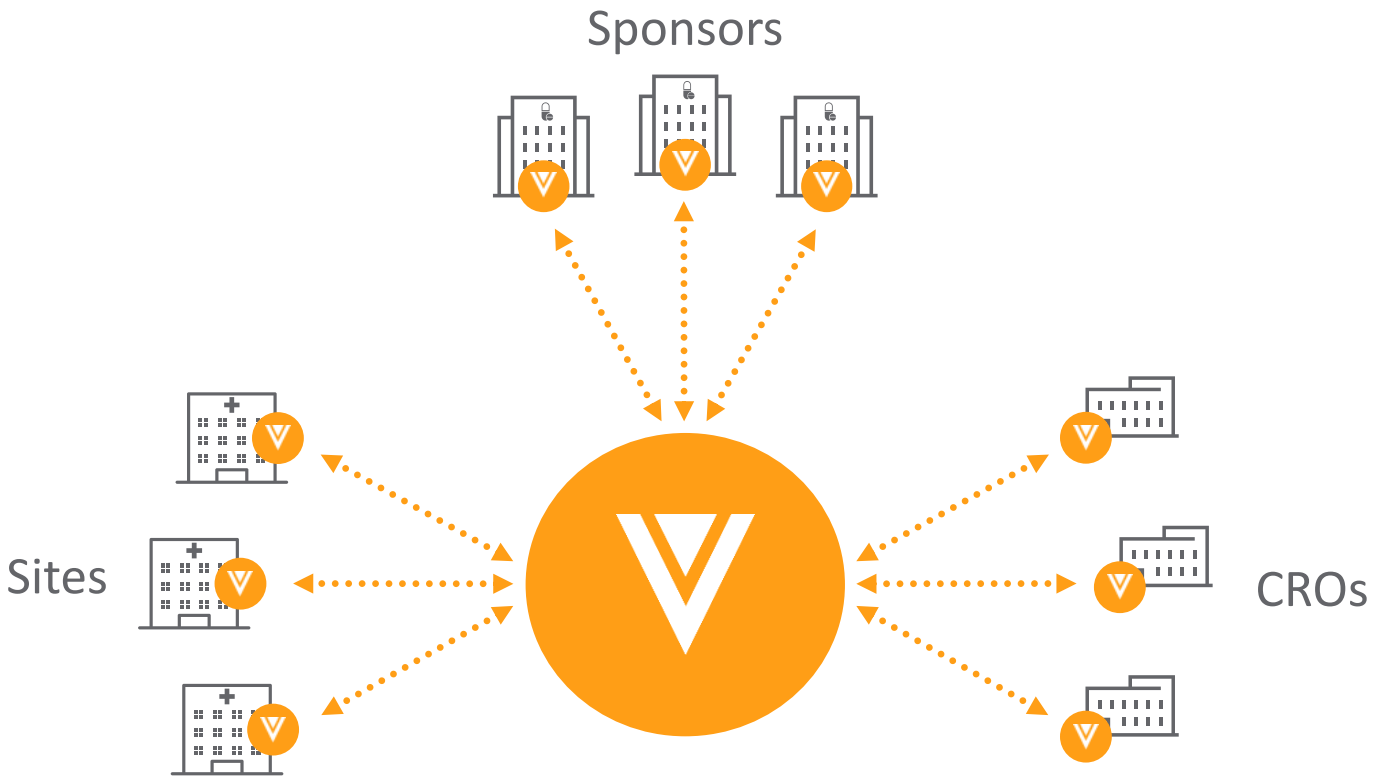
Looking Ahead

Clinical Collaboration Today



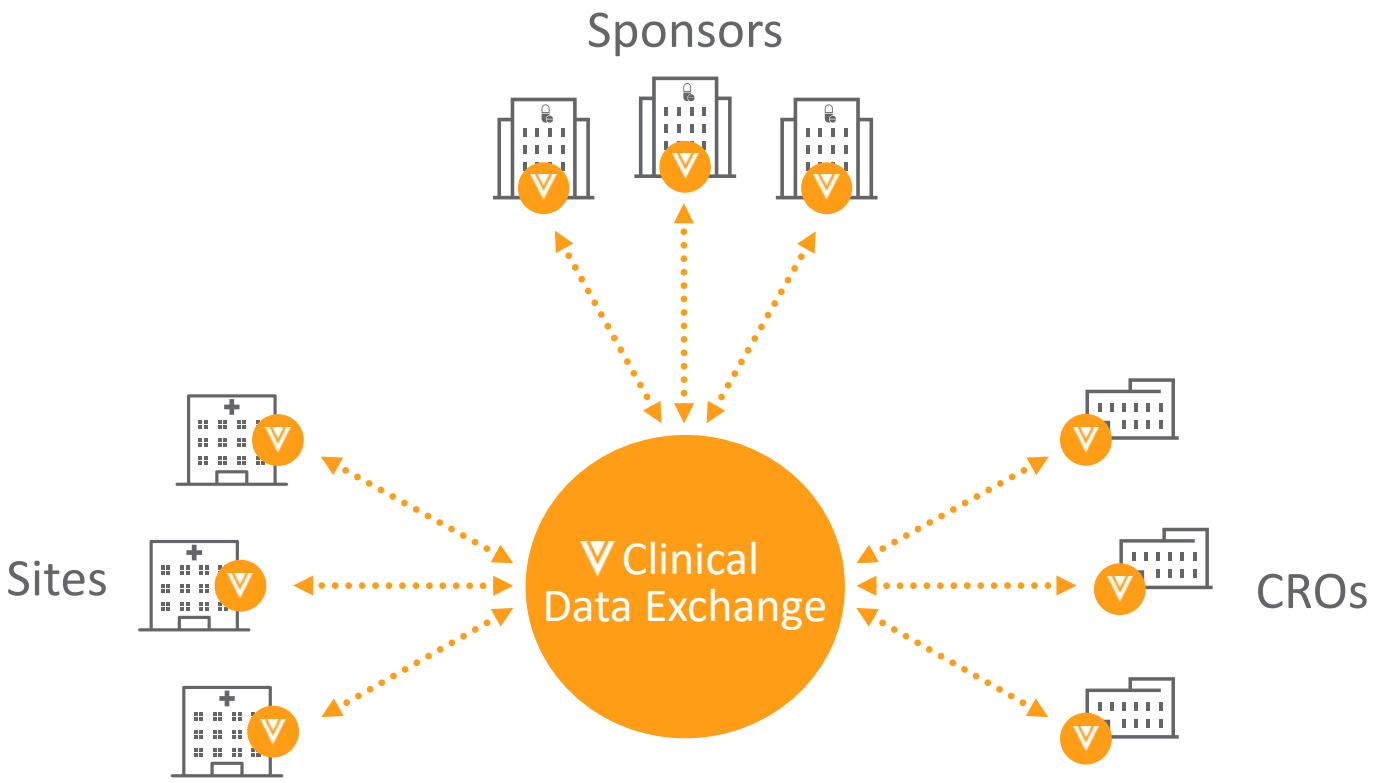
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Veeva Clinical Network



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Veeva Clinical Network



Coming mid-2019

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New for Clinical Research Sites



Clinical Document Management for Sites

Available Now

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Veeva Outside Life Sciences

VQualityOne

Vault QMS Vault QualityDocs Vault Training

Vault Platform

Initial Target Industries

Consumer Goods | Chemicals | Cosmetics | Industrial Products

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VQualityOne

Comprehensive Quality Solution



Document Control



Training



NCR & Investigation



CAPA



Complaints



Supplier Quality



Audits



Change Control

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Progress Since Last Year

- Progressing well in the Veeva Way
- 31 customers
- First seven-figure customer
- $10M+ in total revenue expected this year
- Expansion to Europe

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Learnings

- Veeva Way works well outside life sciences
- Expansion to Europe going well
- Interest beyond QualityOne
  - QualityOne is the lead
  - Regulatory applications of interest to consumer goods, cosmetics, chemicals
  - Clinical applications of interest to consumer goods and cosmetics
  - Common platform is a benefit

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Looking Ahead for QualityOne

- More Customers
- Refine Products
- Refine Processes
- Establish Long-term Leadership

- Execution Matters Most!

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Expanding the Model Over Time

Veeva as a Multi-Product Company

- Started 2010 with Vault
- Separated company and product processes
- Five years to operational excellence

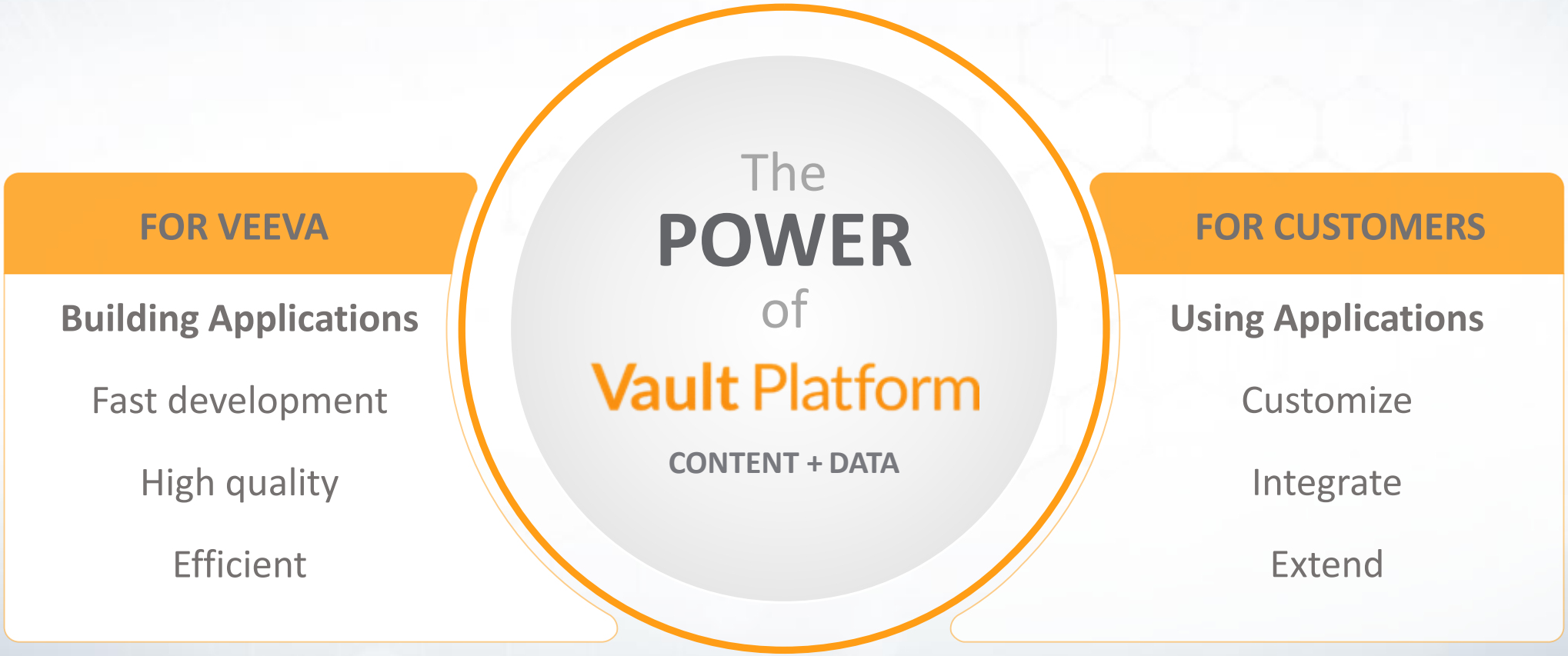
Veeva as a Multi-Industry Company

- Started 2016 with Vault outside life sciences
- Separating company and industry processes
- Five years to operational excellence

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Vault Platform


FOR VEEVA
Building Applications
Fast development
High quality
Efficient
The
POWER
of
Vault Platform
CONTENT + DATA
FOR CUSTOMERS
Using Applications
Customize
Integrate
Extend

Vault Platform Progress



Migrated to AWS



Features, Function, Scale



Supporting New Applications & Industries

Getting ready for the next leap

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On a Path to Multi-Billion Dollar Cloud Leader

- Continued Innovation and Significant Market Expansion
- Long-term Leadership in Strategic Markets
- Powerful and Unique Cloud Platform
- Business Model Advantage – The Veeva Way

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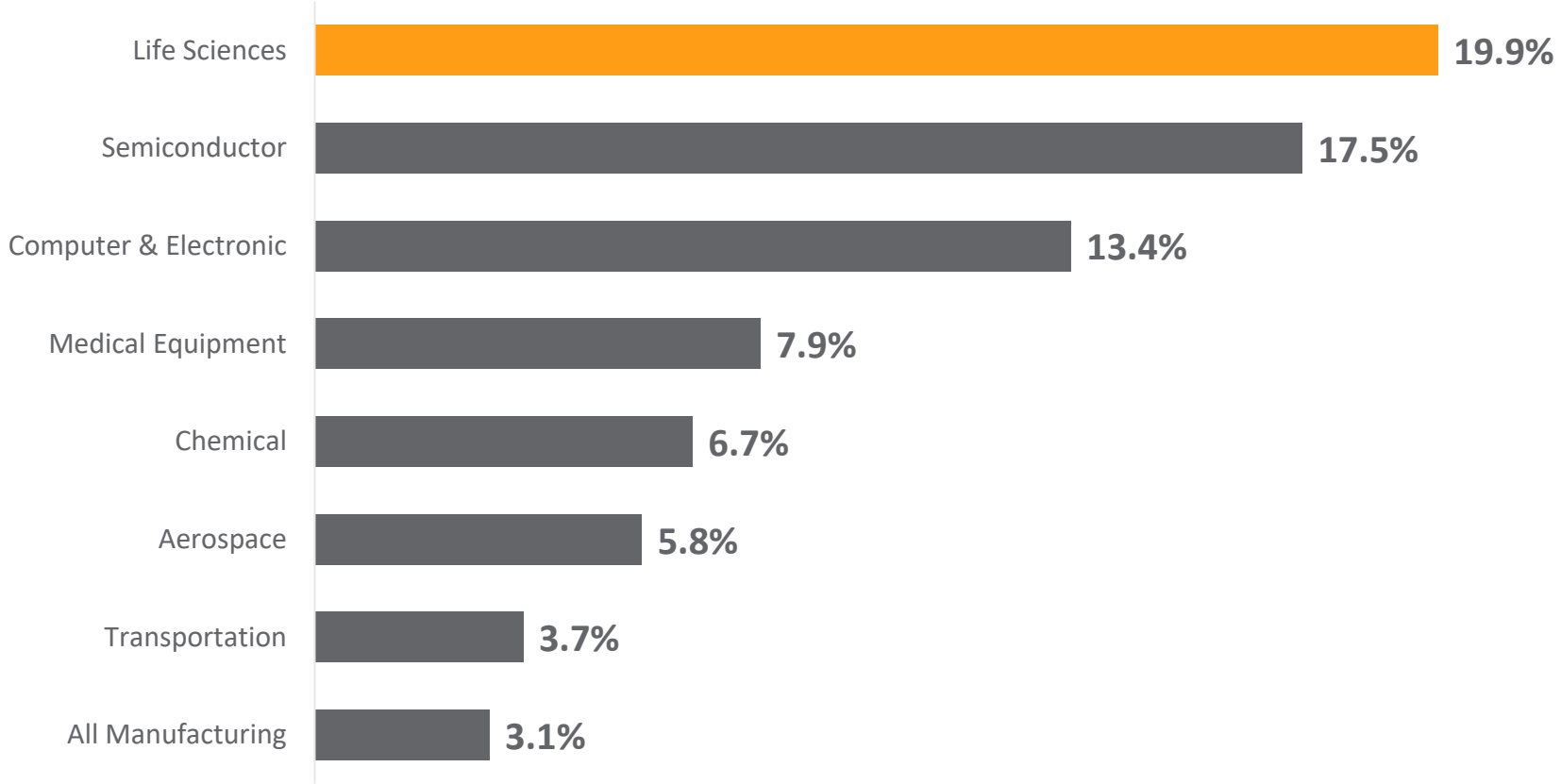
Industry Perspective

Matt Wallach, Co-founder & President



Significant Investment in R&D

R&D as a percentage of sales

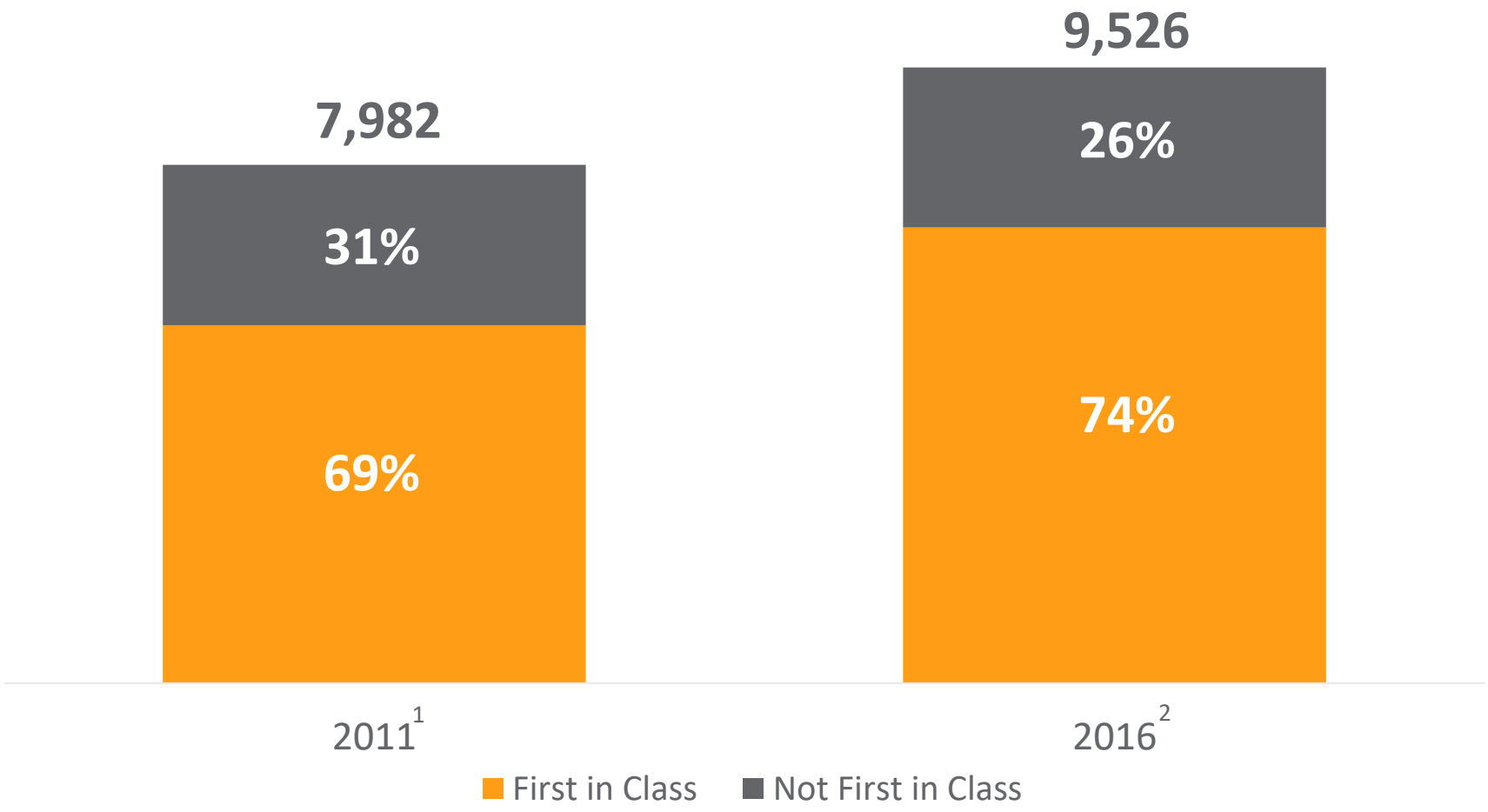


Average R&D spend as percentage of Sales from 2000 – 2013
Source: IP-Intensive Manufacturing Industries: Driving U.S. Economic Growth, ndp | analytics (September 2017)

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Innovative Therapies in Development

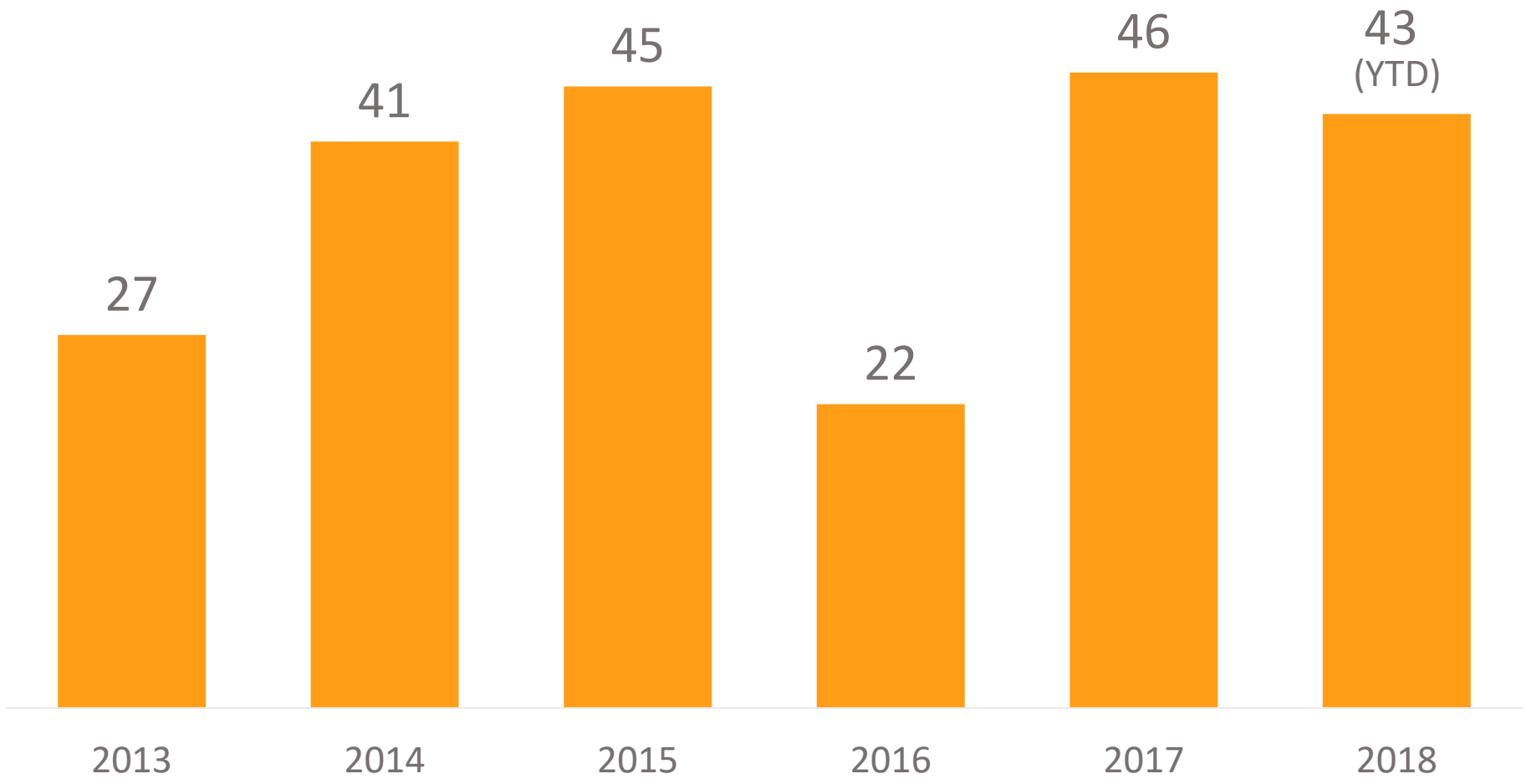
74% of medicines in the pipeline are “First in Class”



Sources:
[1] Innovation in the Biopharmaceutical Pipeline: A Multidimensional View (Analysis Group, January 2013).
[2] The Biopharmaceutical Pipeline: Innovative Therapies in Clinical Development (Analysis Group, July 2017).

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Steady Stream of New Drug Approvals



Source: FDA.gov as of Oct 3, 2018

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Key Partner to the Industry

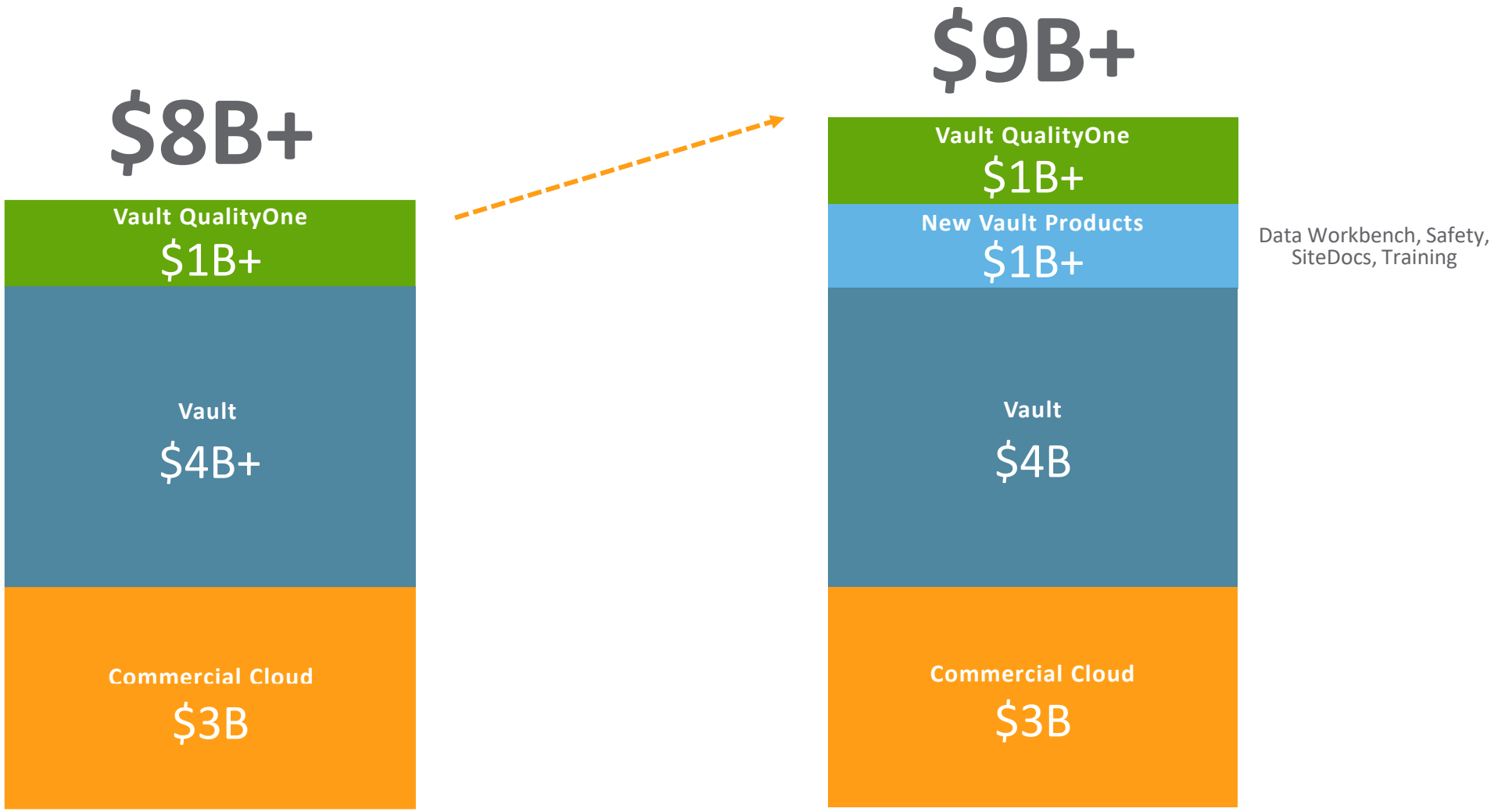
Top 10 life sciences software vendors by spend

	2012	2017
1	Oracle	Veeva
2	SAP	Medidata
3	Medidata	Oracle
4	SAS	SAP
5	Accelrys	Dassault
6	Thermo Fisher	SAS
7	Cegedim	Parexel
8	Parexel	IQVIA
9	Veeva	Thermo Fisher
10	TIBCO	Model N

Sources: IDC, Vendor Assessment, #HI240273, March 2013, IDC, Market Share, #US43964017, June 2018

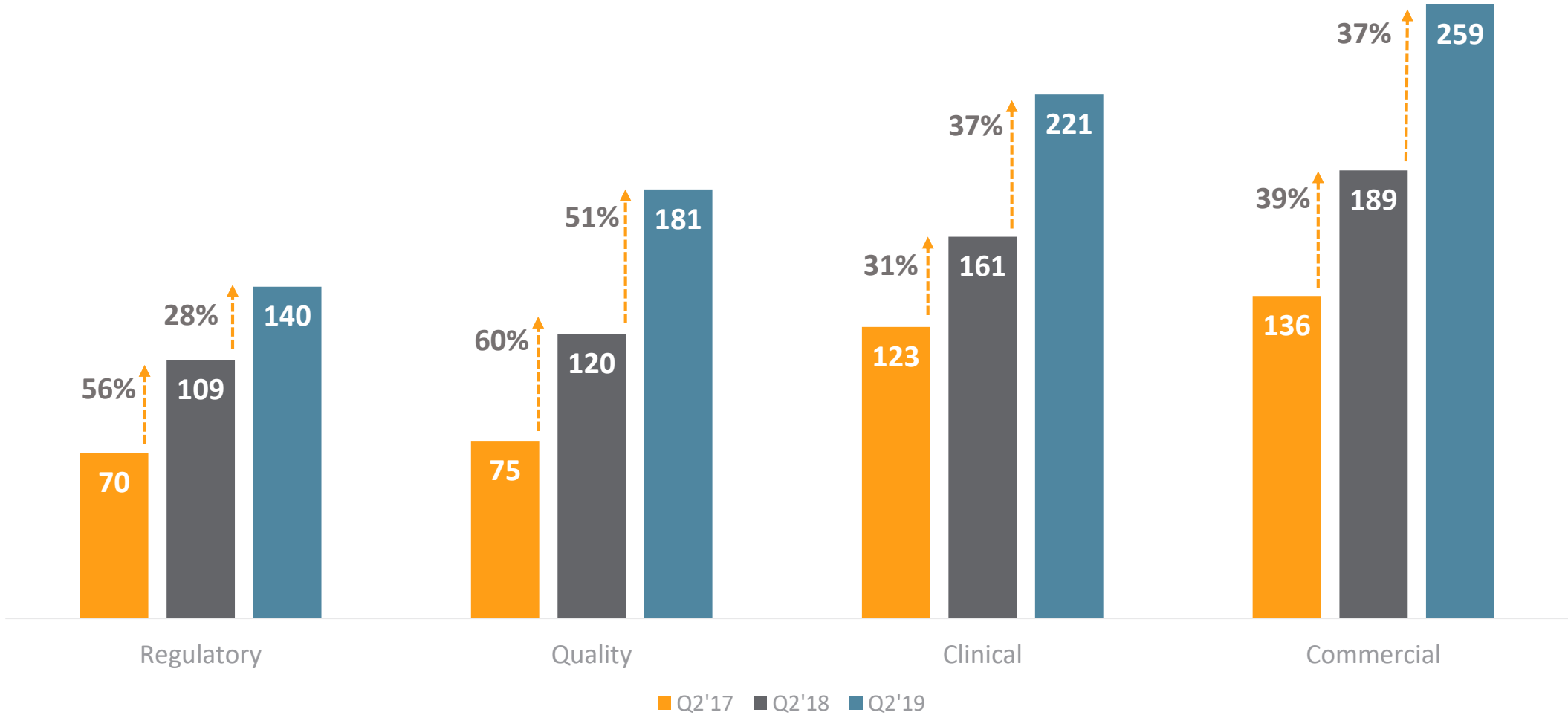
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Veeva's TAM is Now $9B+



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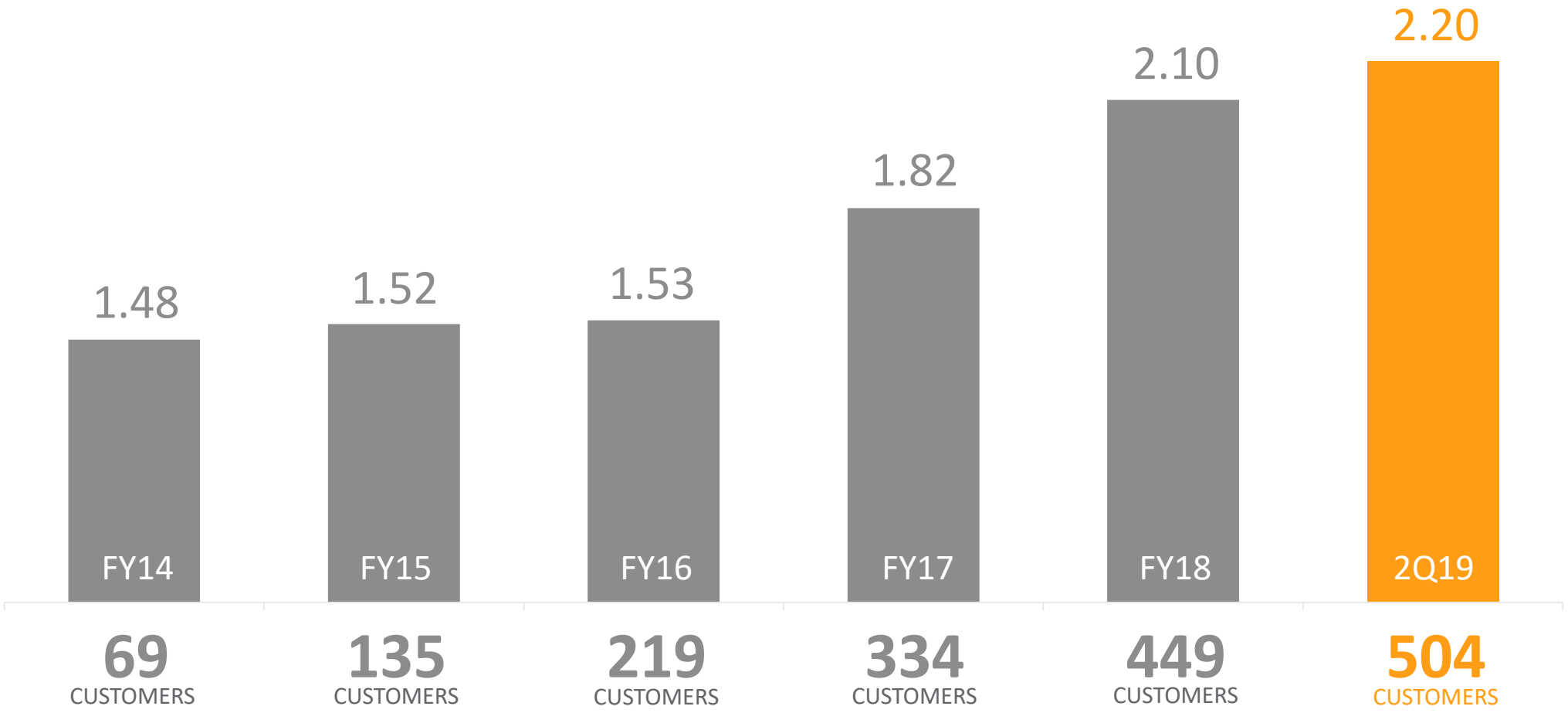
Vault Customer Count Up Across All Areas



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Vault Adoption Accelerating

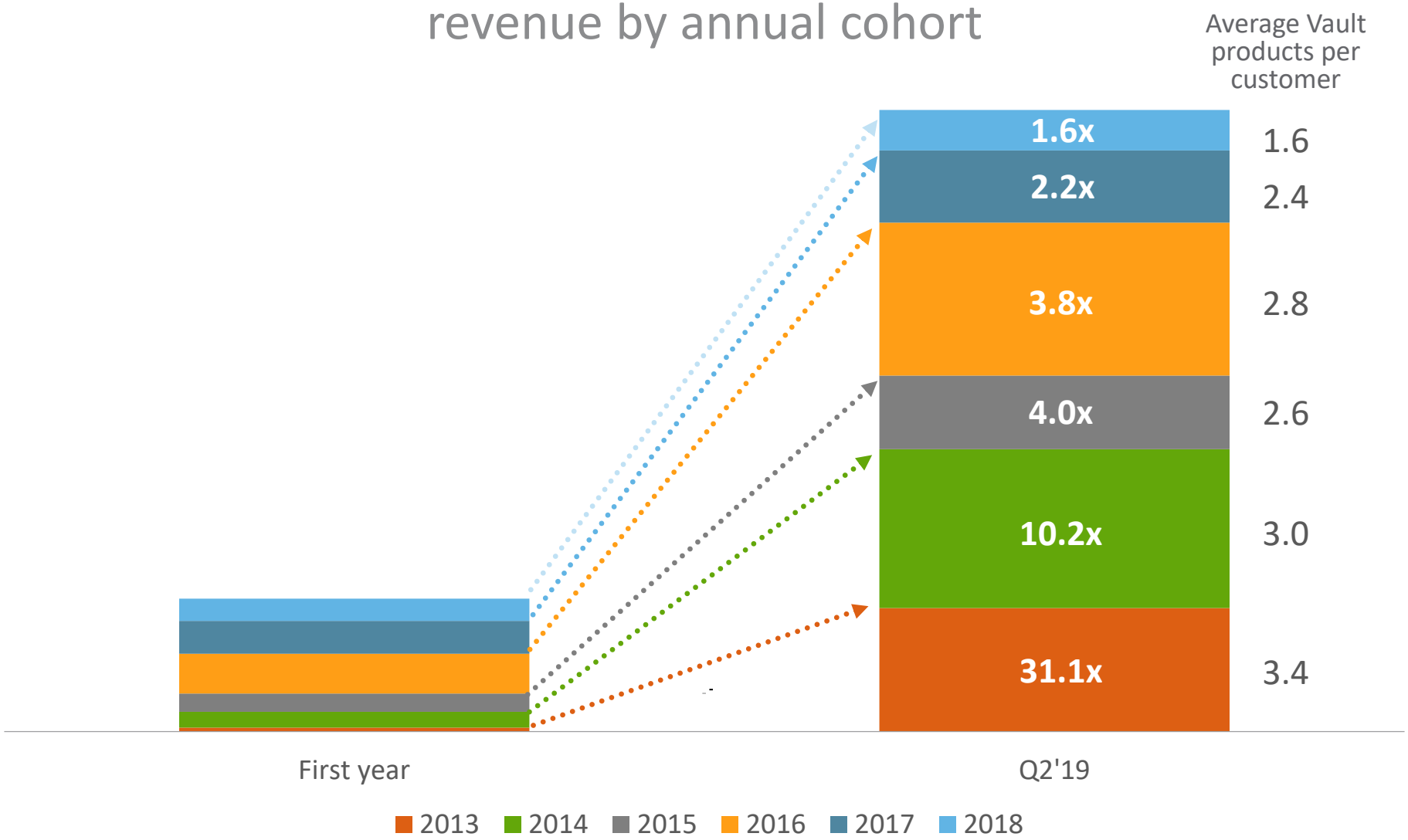
Average Vault products per Vault customer



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Vault Customers Expand Over Time

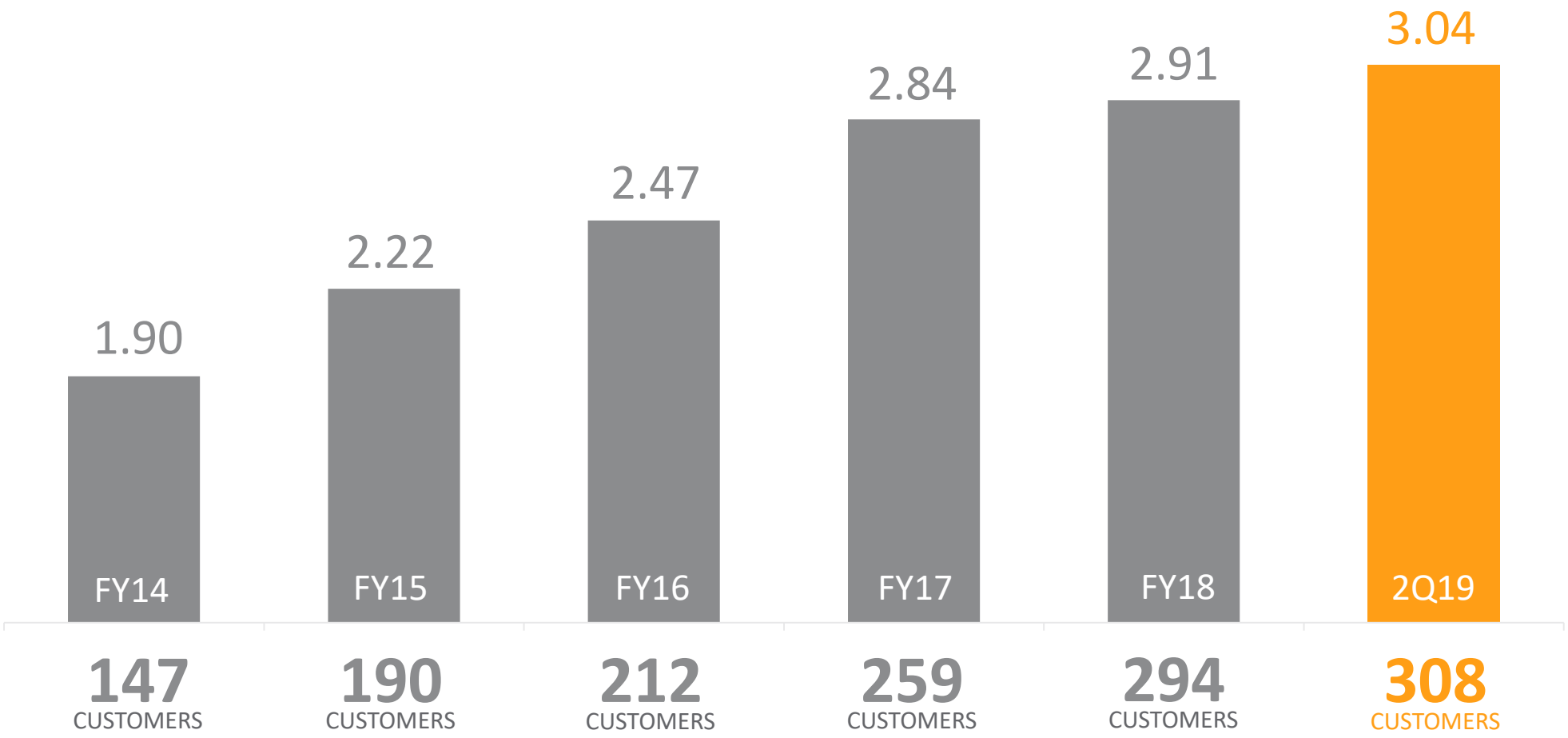
Annualized Vault subscription revenue by annual cohort



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Customers Adopting More Commercial Cloud

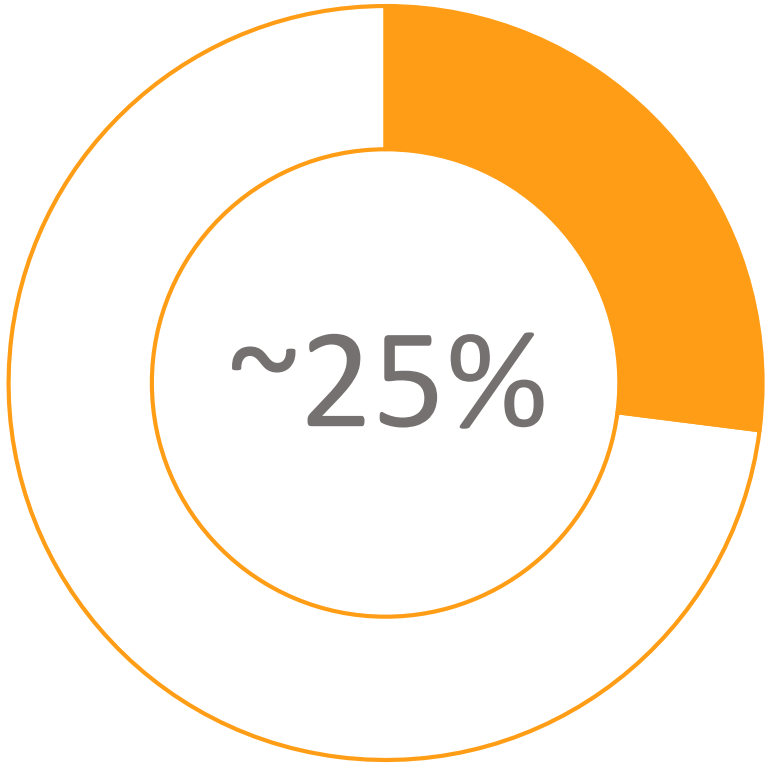
Average Commercial Cloud Products per Customer



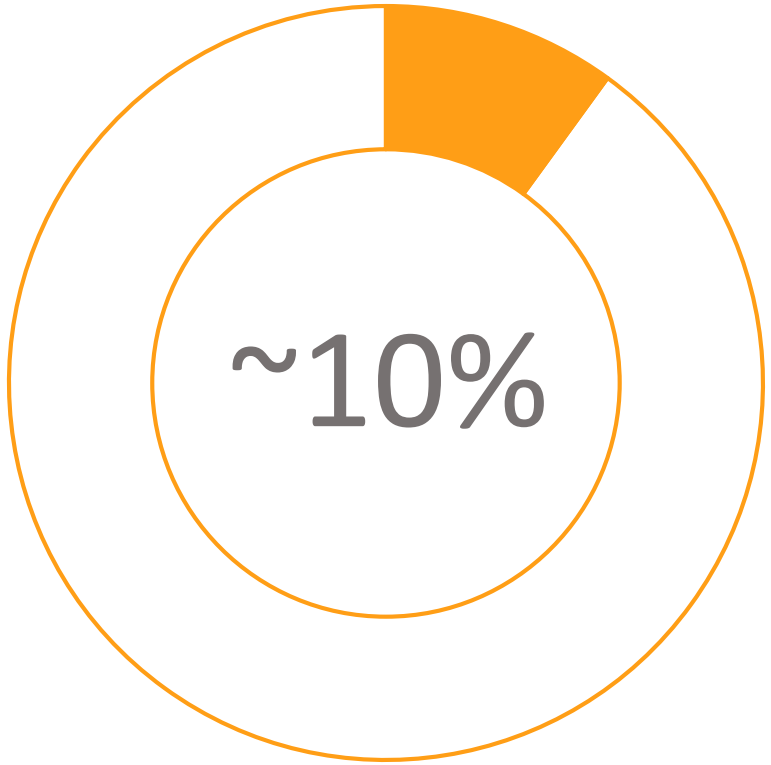
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Lots of White Space Remaining

Subscription dollar penetration within
large enterprise customers with current products



Commercial Cloud



Vault

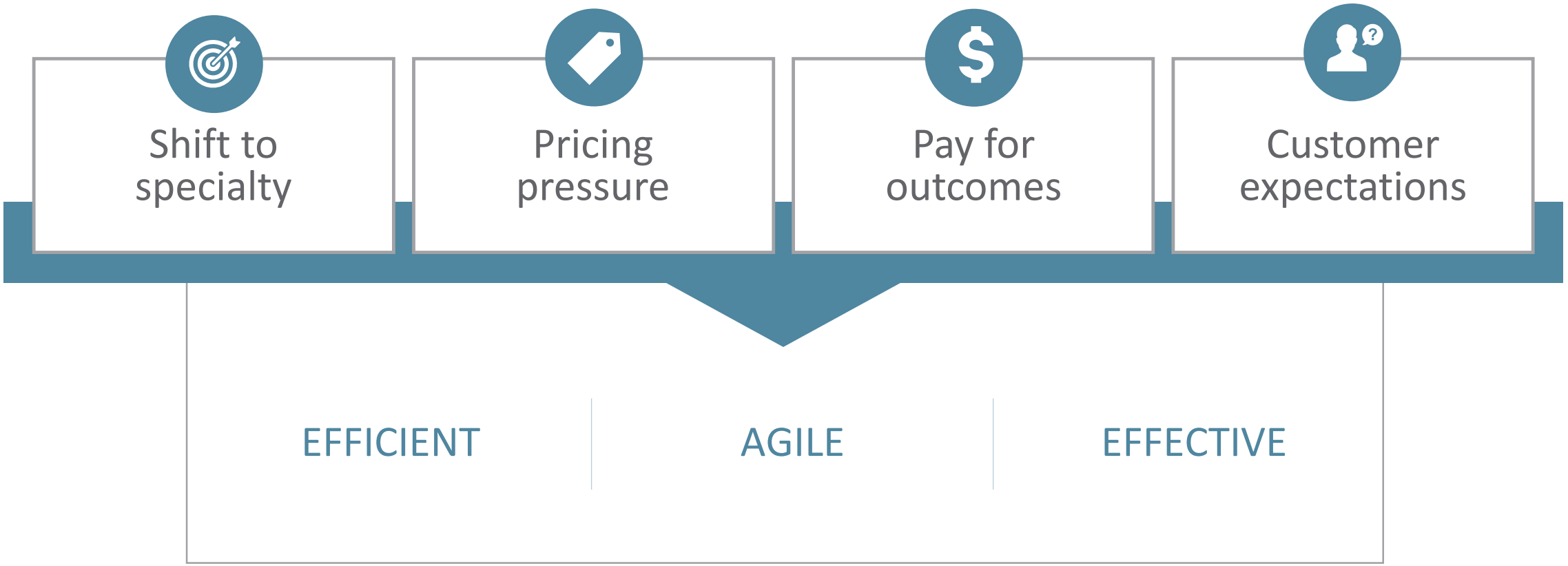
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Veeva Commercial Cloud

Paul Shawah, SVP, Commercial Cloud

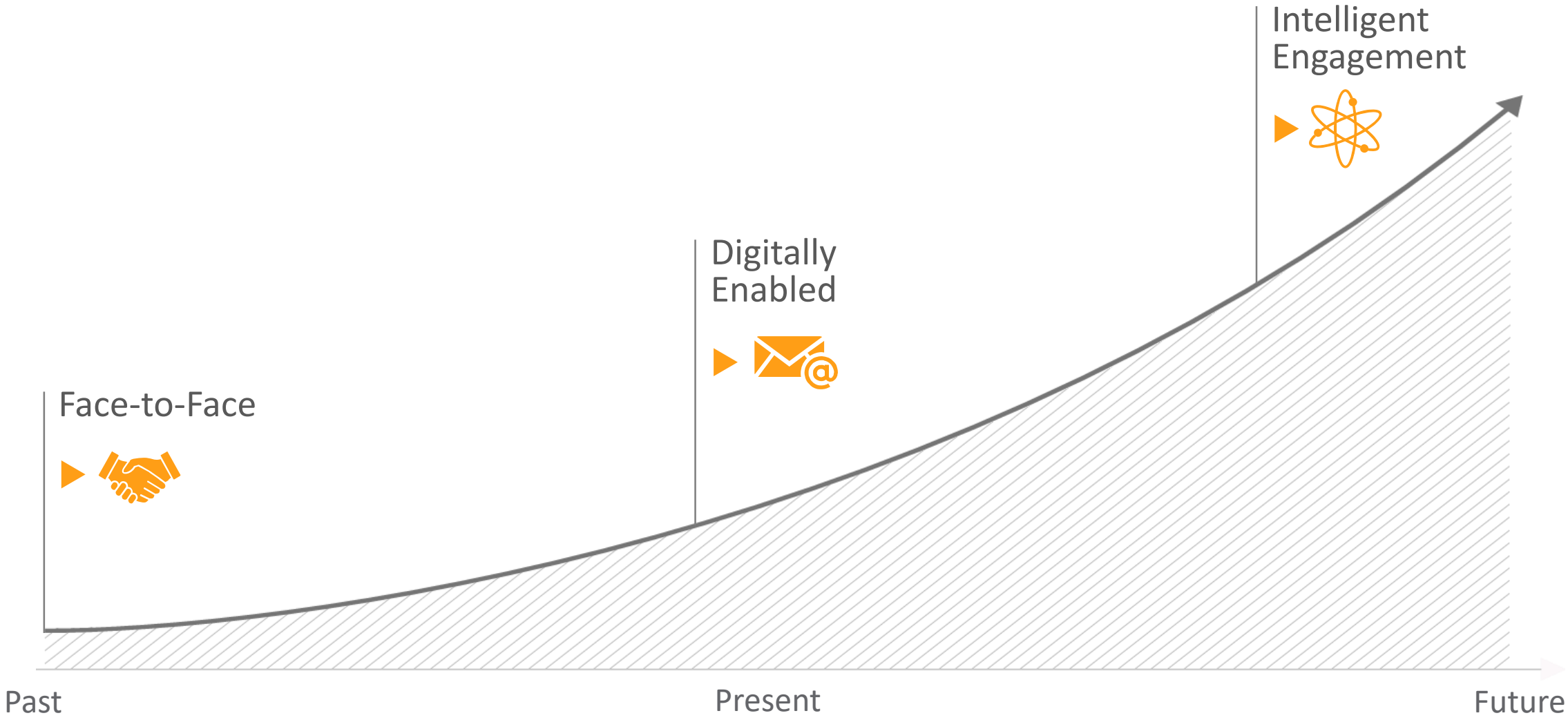
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Industry Trends



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Commercial Evolution



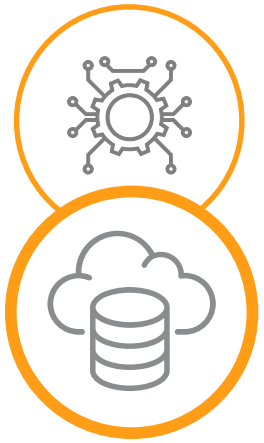
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Commercial Offerings



Execution

CRM Suite



Intelligence

Nitro & Andi



Content

Commercial Vault

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CRM Suite

CRM



Core CRM & CLM



Approved Email

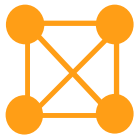


Engage

OpenData



Align



Events Management



Network



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Commercial Content

Vault PromoMats



Creative Collaboration

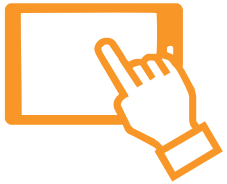


Preview Approval



Multichannel Distribution

Digital Asset Management

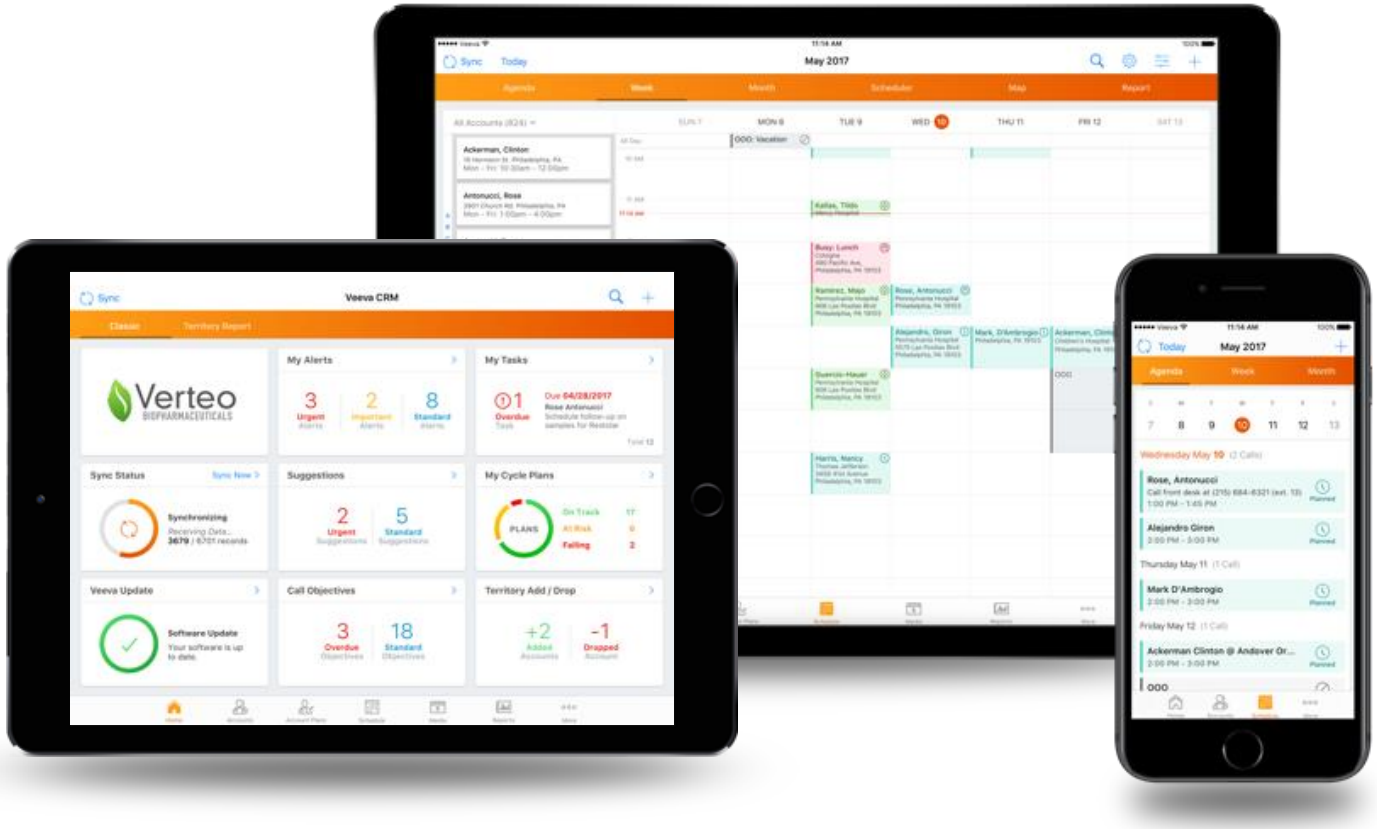


Brand Portal

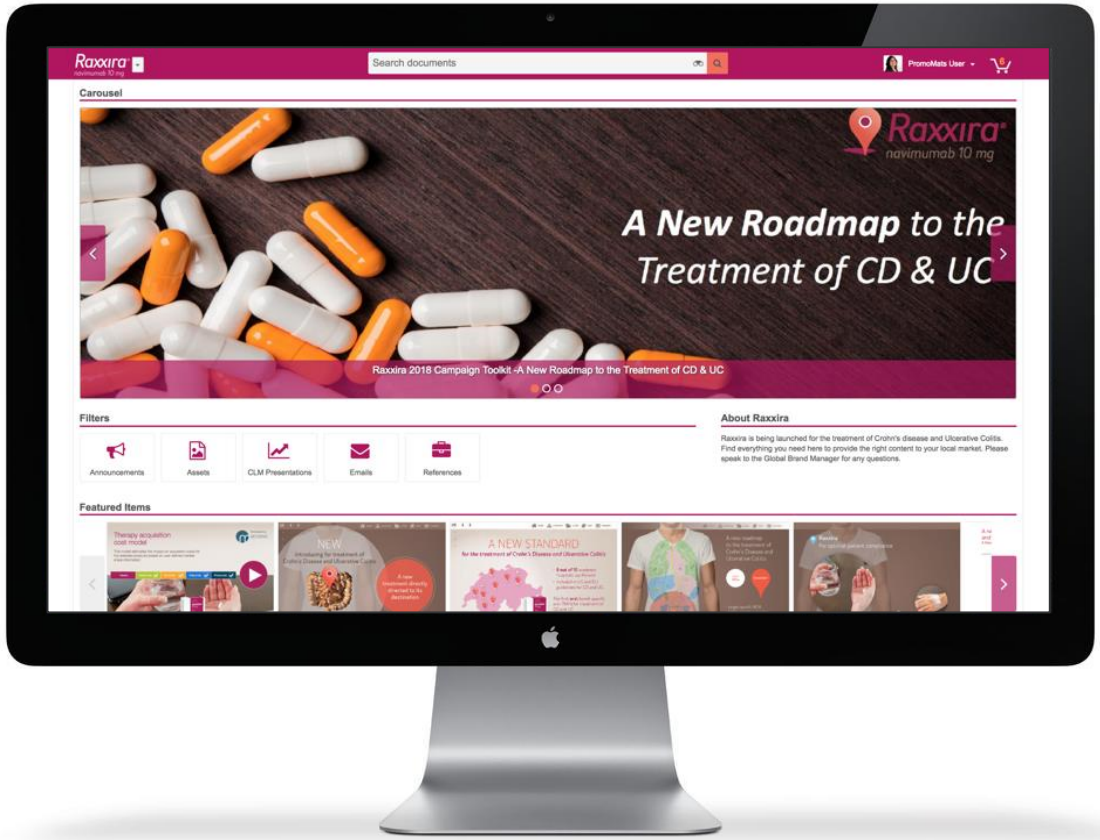


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Sunrise UI



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Brand Portal

The Digital Store Front



Augmented Reality

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Continuous Innovation

Industry
Best Practices



Regulatory
Requirements

Veeva
Innovation

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Veeva Customer Trends



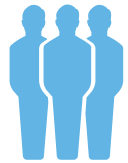
CRM expansions



Growth of add-ons



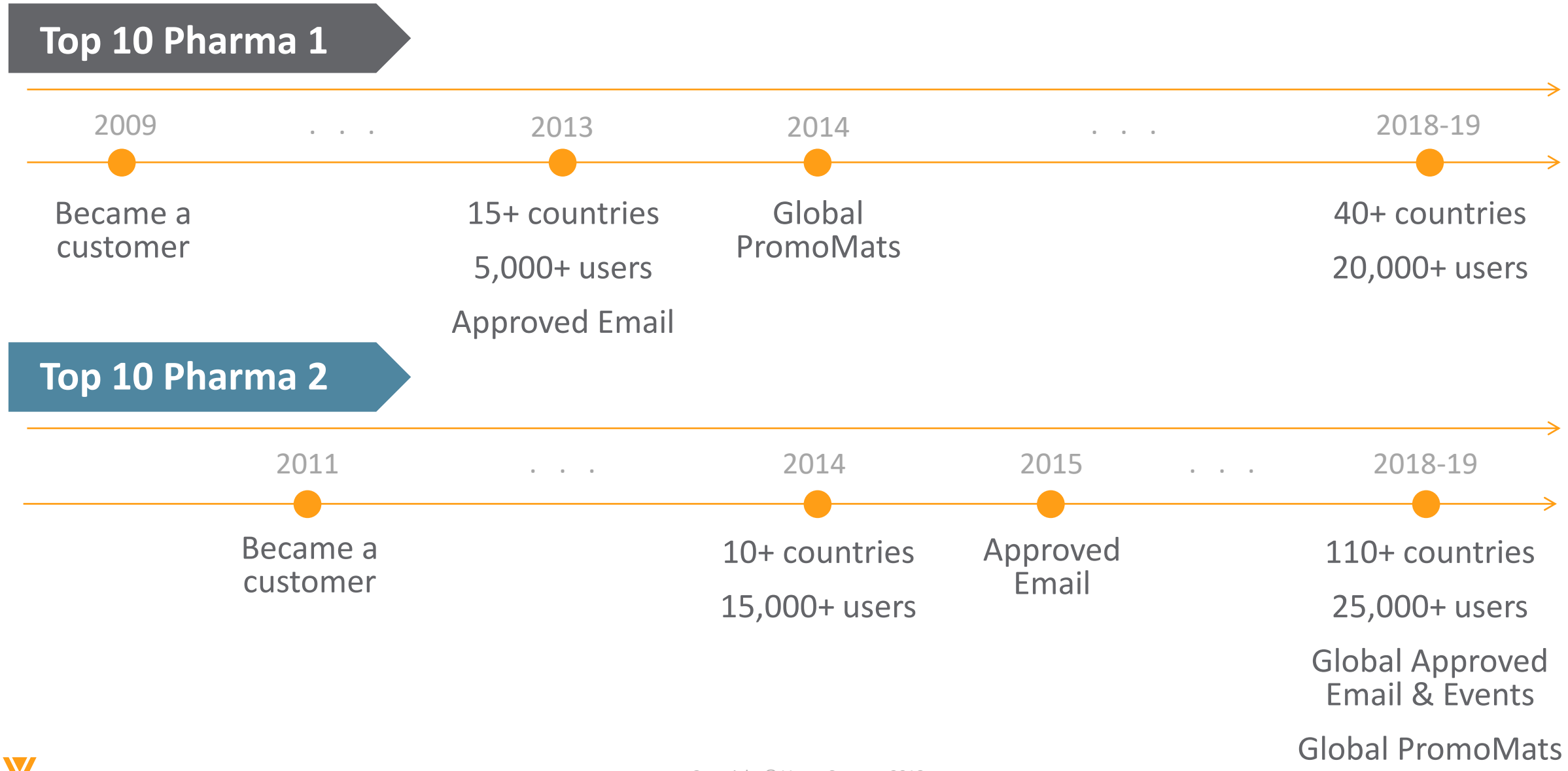
Move to digital



SMBs go all-in

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CRM: Enterprise Expansions



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Case Study: Biotech Goes All-In

Emerging Biotech

- Pre-commercial
- Oncology focus
- Novel therapies
- Approval expected Fall 2018

Commercial Cloud

CRM • CLM • Network

OpenData • PromoMats

Align • MedComms • Nitro

4-week implementation

Ready for commercial launch

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CRM Approved Email

2018

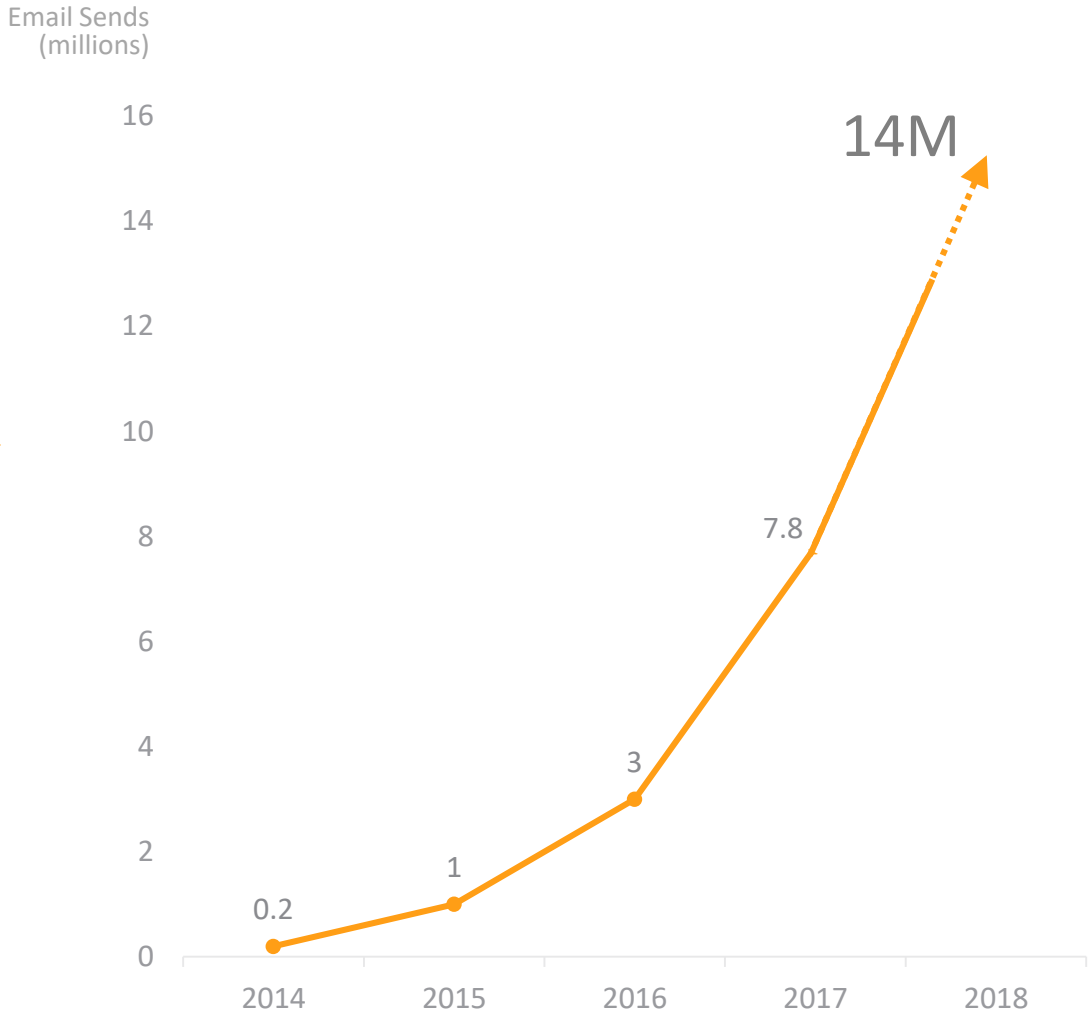
64%
CRM users with Approved Email

13x
More emails sent*

5x
More emails sent per user*

**Compares calendar year 2015 to projected calendar year 2018*

Global Growth



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Engage Meeting: Early Market Adoption

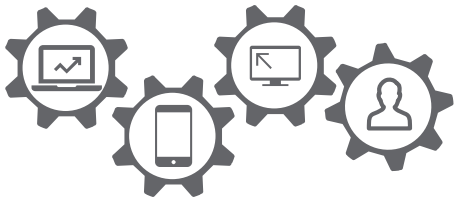


*Compared to reported industry average

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Intelligent Engagement



DELIVERY

ARTIFICIAL INTELLIGENCE

DATA

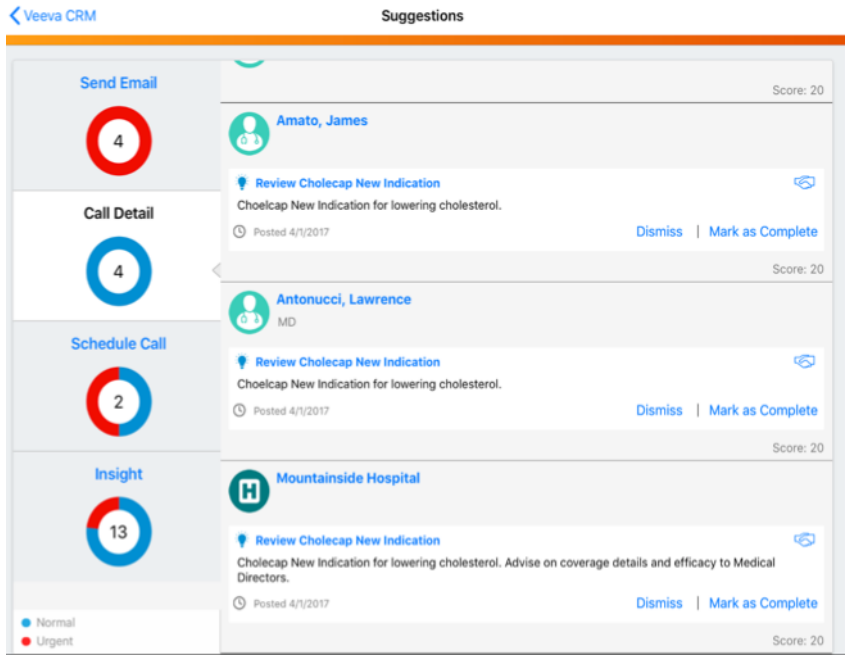


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Delivery

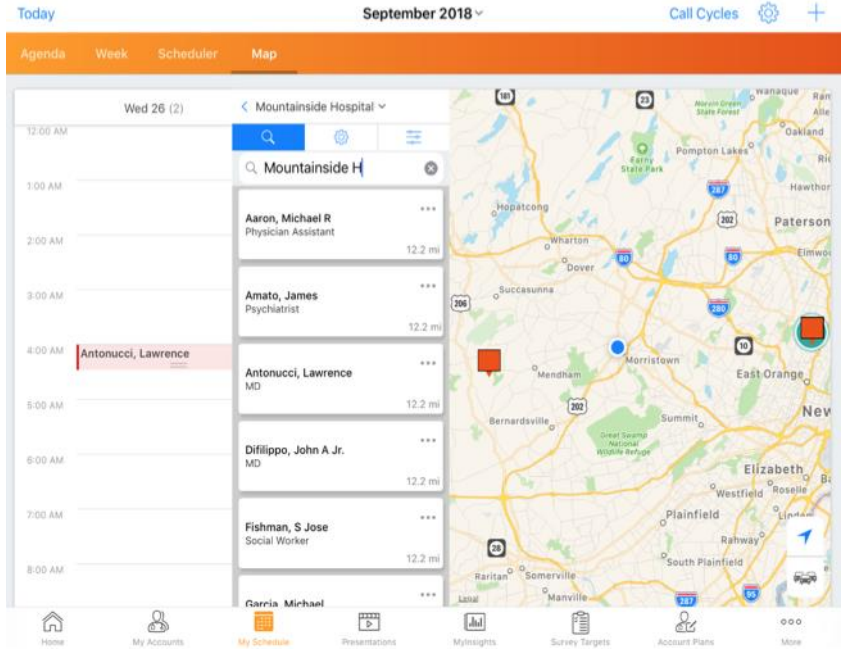
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VIEW SUGGESTIONS



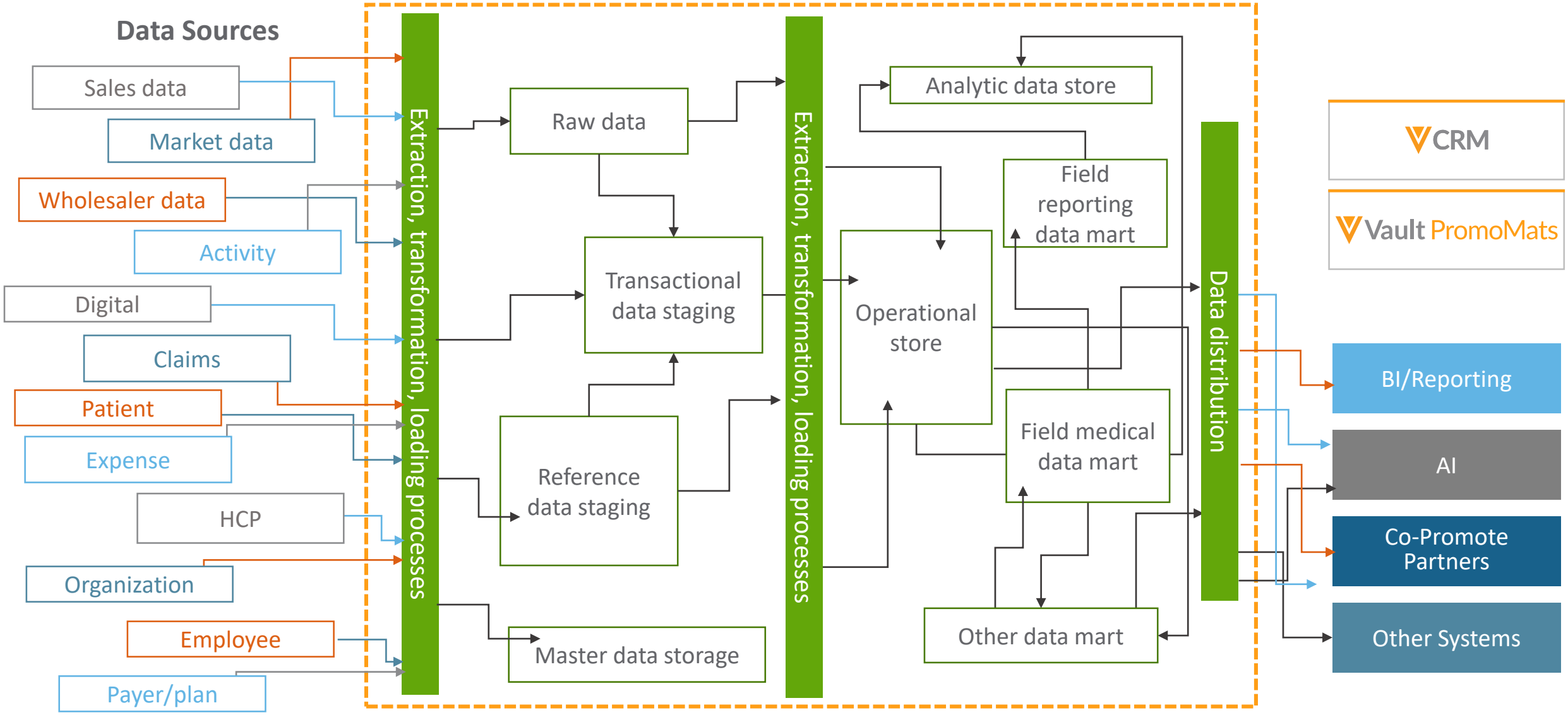
2

TAKE ACTION



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The Data Layer is Difficult



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Next-generation Data Warehouse



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CRM

- ✓ Analytics requirement
- ✓ Define data model
- ✓ Load data in staging layer
- ✓ Build operational data model
- ✓ Create mappings to operational store
- ✓ Transform to operational data model
- ✓ Transform to analytic data model

Custom Data Warehouse

Months…



Minutes

Nitro Early Adopters

COMMERCIAL COMPANY

Replacing legacy data warehouse

Multiple data sets



PRE-COMMERCIAL COMPANY

No data warehouse

Multiple data sets

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Veeva Nitro

Next-generation Commercial Data Warehouse

Product Excellence	Ecosystem	Stays Current	Built for AI

Introducing

Veeva Andi

Artificial Intelligence Engine

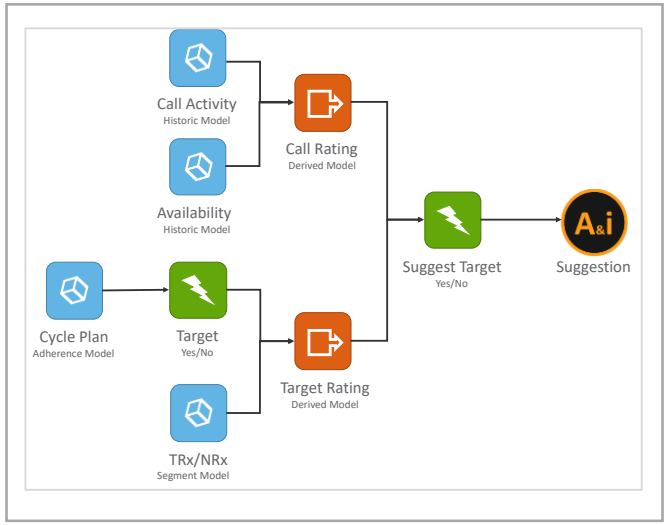
Available late 2019

Andi Driving Action

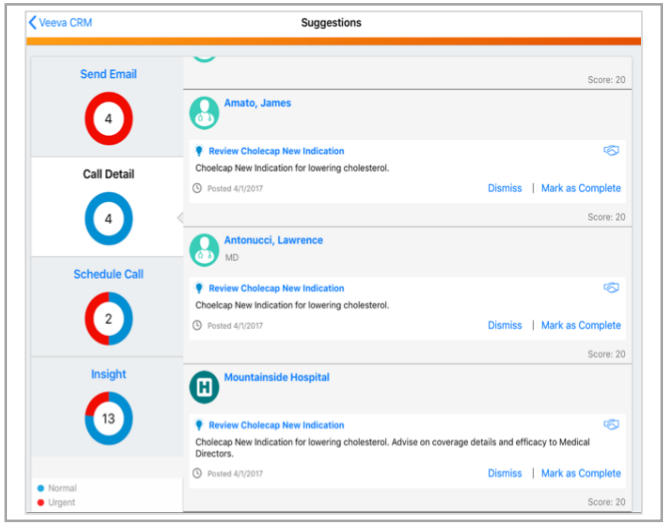
Veeva Andi

Field Reps

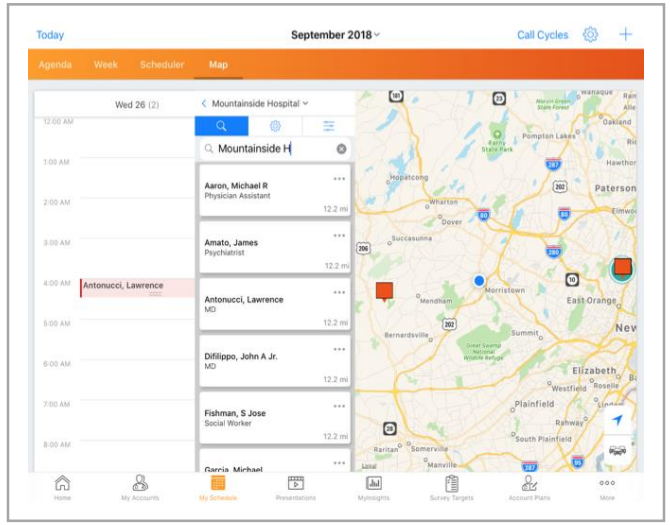
1. Generate Suggestions



2. View Suggestions



3. Take Action



Feedback

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Summary



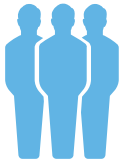
Expand CRM leadership



Growth of add-ons



Move to digital



SMBs go all-in



Ready for AI

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Veeva Development Cloud

Henry Levy, GM, Vault CDMS

Veeva

Development Cloud

Vault Clinical Data Management	**Vault** Clinical Operations	**Vault** Quality	**Vault** RIM	**Vault** Safety *future*
				

Vault Platform

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2018 R&D Summit

1,400+
attendees

250+
customer companies

"Next year, I want to present how to implement 10 vaults in 18 months."

- CIO, Midsize Biotech



Clinical Operations Update



- eTMF adoption expanding across sponsors and CROs
- First top 10 Study Startup customer live
- Rapid CTMS adoption. Initiating enterprise engagement

eTMF | Study Startup | CTMS

Regulatory Update



- 140 regulatory customers
- Publishing ready for early adopters
- Completing the suite – innovation and integration

Submissions | Submissions Archive | Registrations | Publishing

Quality Update



- 180 quality customers
- Transforming quality across documents and data
- Training ready for early adopters
- Completing the suite

QualityDocs | QMS | Training

Vault Safety



- Deep area – no innovation in a decade
- On track for delivery in early 2019
- Significant customer interest
- Early focus on SMB

Coming Soon



Reinventing Clinical Data Management

Veeva Vault EDC Progress

16
Customers

1
Top 20 customer

9
Therapeutic areas

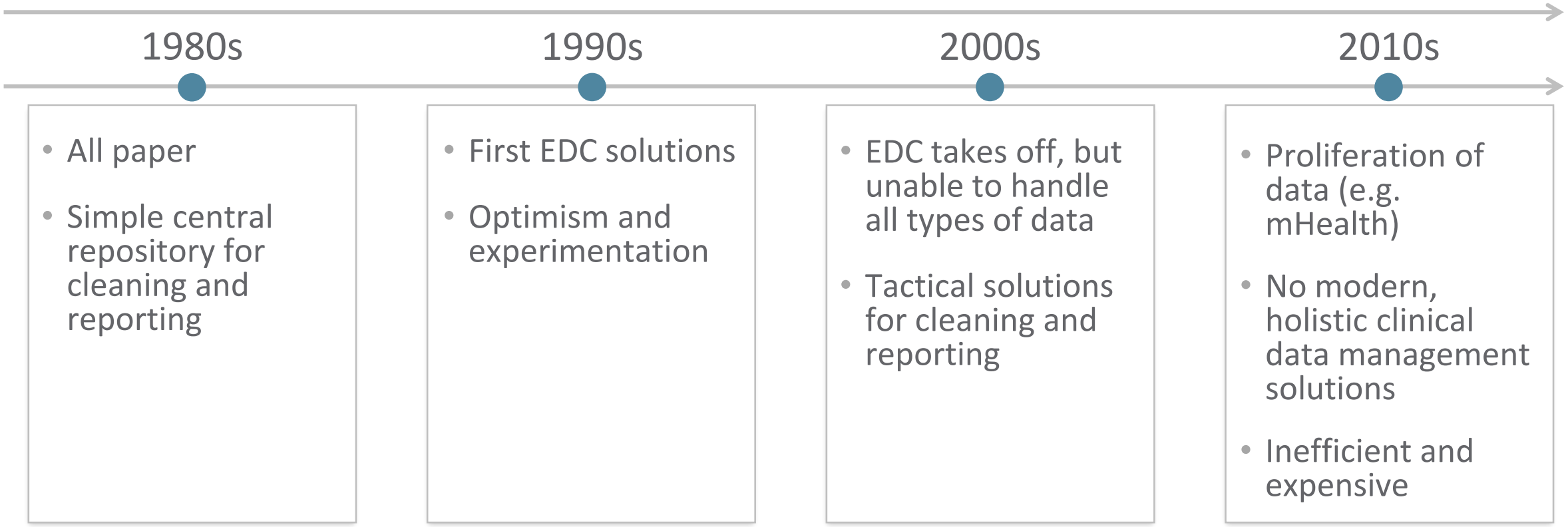
3
Trials locking in October

7
Average weeks to DB build*

** Industry average 10 weeks (Tufts Center for the Study of Drug Development)*

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Evolution of Clinical Data Management



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Example of Data Flow – Blood Pressure

Research Site

1. Physician takes patient blood pressure (BP)



2. Physician enters BP into EHR



3. Assistant creates paper record for research entry



4. Assistant enters BP into EDC



Sponsor

5. Sponsor reviews individual BP in EDC



6. Sponsor reviews all patient BP in separate cleaning database



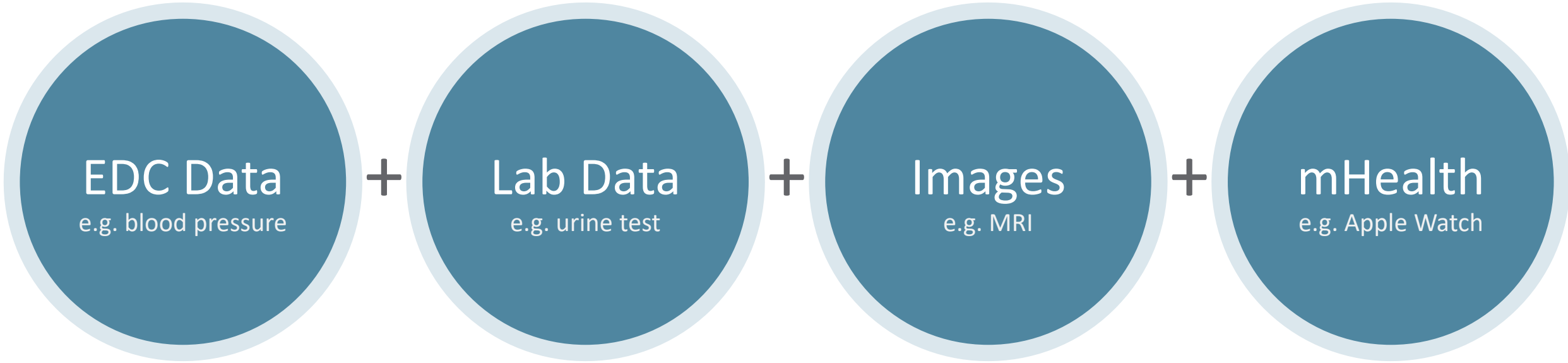
7. Sponsor reports data from a separate clinical data warehouse



- Burden on the sites
- Data replicated at least three times at sponsor
- Massive costs for data transfer and integration
- Complexity explodes with outsourcing and co-development

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Data Ecosystem



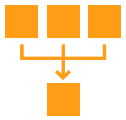
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Reinventing Clinical Data Management

One product for coding, EDC, data cleaning, and data management

Vault CDMS

Coder
Clinical Coding



EDC
Data Capture & Monitoring



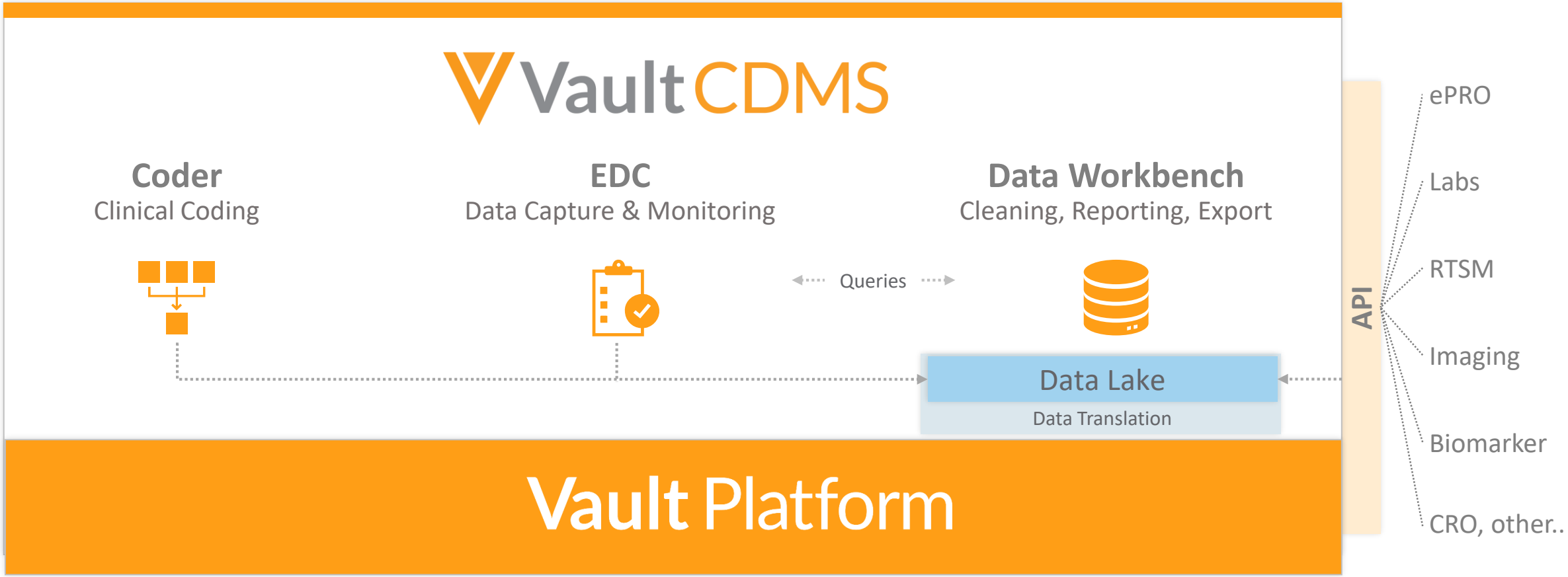
Data Workbench
Cleaning, Reporting, Export



Vault Platform

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Complete & Concurrent Data



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Vault CDMS



Accelerated time to submission



IT simplification



Significant reduction in data integration and transfer costs

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Value of Veeva Development Cloud

Development Cloud

Vault Clinical Data Management	**Vault** Clinical Operations	**Vault** Quality	**Vault** RIM	**Vault** Safety *future*
CDMS	eTMF	QualityDocs	Submissions	Coming Soon
Coder | EDC | Data Workbench *future*	CTMS	QMS	Submissions Archive	
	Study Startup	Training	Registrations	
			Submissions Publishing	

Vault Platform

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Benefits of the Development Cloud



Vendor rationalization



Reimagining processes

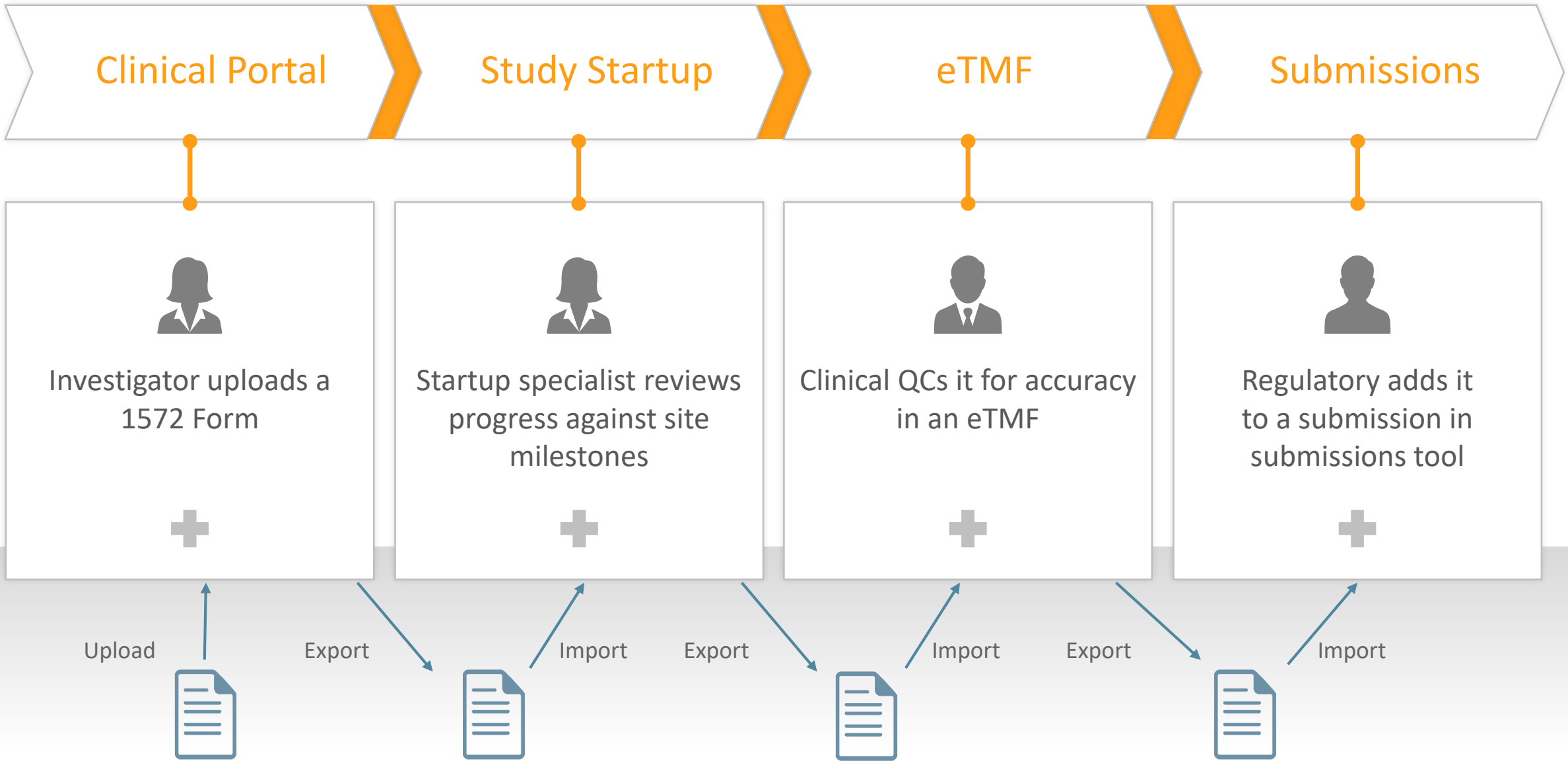


Reduce data & document transfers & integration

Transformation

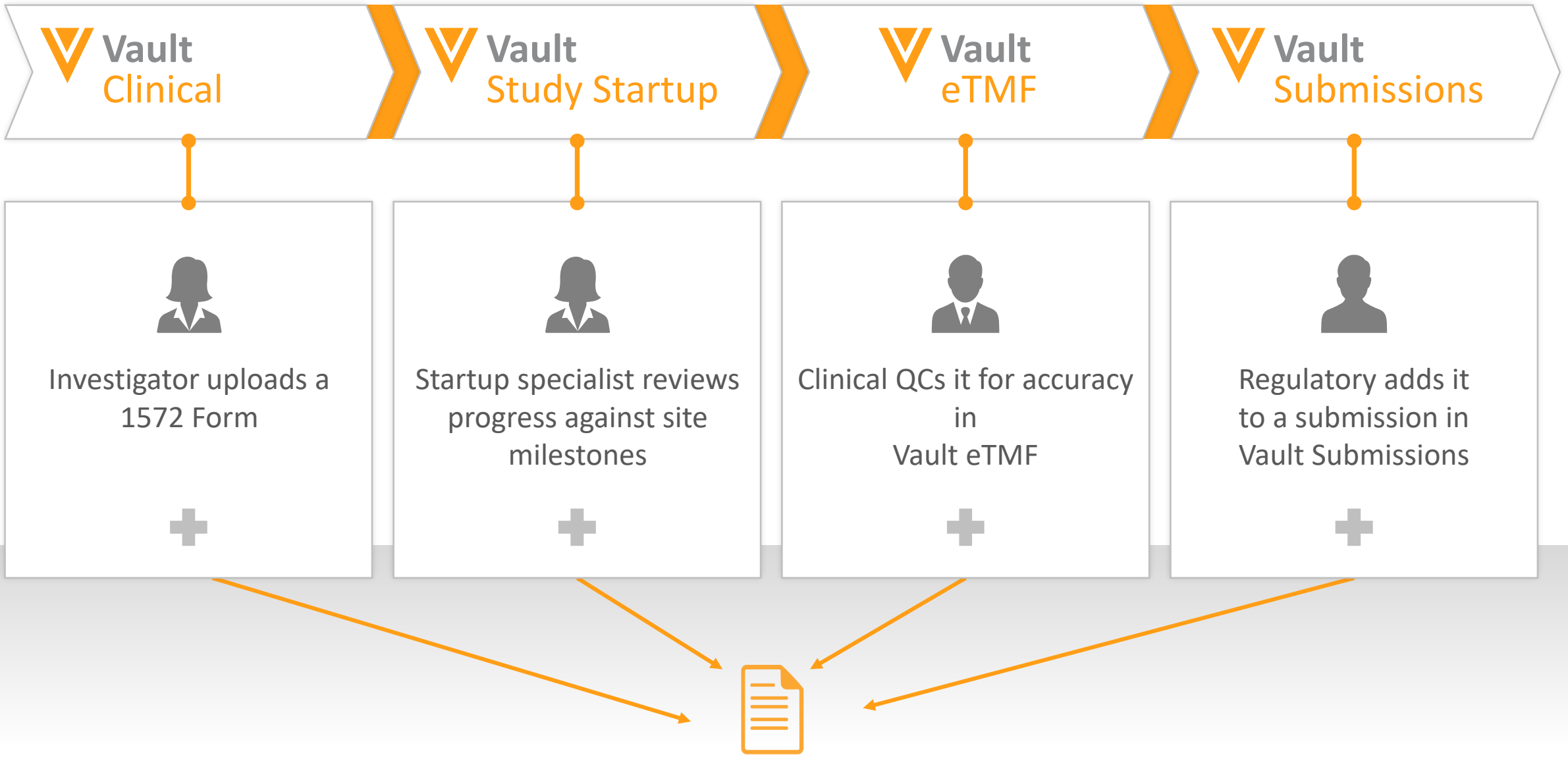
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Customer Example with Disconnected Technology



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Connected Across the Enterprise



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Variation Management

Maintaining compliance for a drug to be sold in a country

- Variations are required when any part of the drug process changes
- Required for every product in every country
- Complexity driven by product/country combinations

Examples

Mid-sized company

500 - 3,000 variations per year

Large company

Could be >10,000 variations per year

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Post Approval Variation (Type 1A) Management

HQ TRIGGER NEW VARIATION

1. Organization triggers need for a Type IA Variation
2. Create new HQ tracking activity to manage request
3. Perform an impact assessment of the variation
4. Review the impact assessment in HQ tracking system (18 steps)
22. Approve the impact assessment
23. Identify impacted Affiliates

CONFIRM WITH LOCAL AFFILIATES

24. Email local affiliates with details of planned variation
25. Affiliate performs local impact assessment
26. Follow-up with questions and requ
27. Local affiliate creates local request tracking

BUILD SUBMISSION CORE PACKAGE(S)

28. Determine, based on the countries impacted, the Core Package needed for the change
29. Identify affiliate groupings and types of submissions in each region
30. Build Submission Schedule for each group
31. Build appropriate Content Plans for each grouped set of affiliates (US, ROW, EU)
32. Agree Baseline submission schedules with Affiliates
33. Update tracking systems at HQ and Affiliates
34. Create the core package content & distribute (by email) to impacted Affiliates

BUILD THE LOCAL SUBMISSIONS

35. Receive and review the core package
36. Create the local content to support the local Submission including translations
37. Assemble the local Submission & Dispatch to the local HA
38. Update local tracking sheet
39. Archive to local Archive

HQ CLOSEOUT

40. Receive notification from Affiliate of dispatch
41. Update HQ tracking system
42. Await local approvals (chasing Affiliates, weekly)
43. Update Registrations System



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Results of Single System for Content and Data

from >43 steps to	11
from multiple systems	1 Unified Suite
from complex planning to	Unified Collaboration
from low process adherence to	Full Compliance
from complex and siloed to	Full Visibility and Control
from slow and redundant to	Improved Efficiency

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Summary

- Development cloud strategy is working
- Success in EDC has fueled the broader strategy for CDMS
- Clinical Network has transformational potential
- Execution and customer success

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Customer Success

Dan Utzinger, VP & CIO, Intra-Cellular Therapies

Veeva

Financial Update

Tim Cabral, CFO

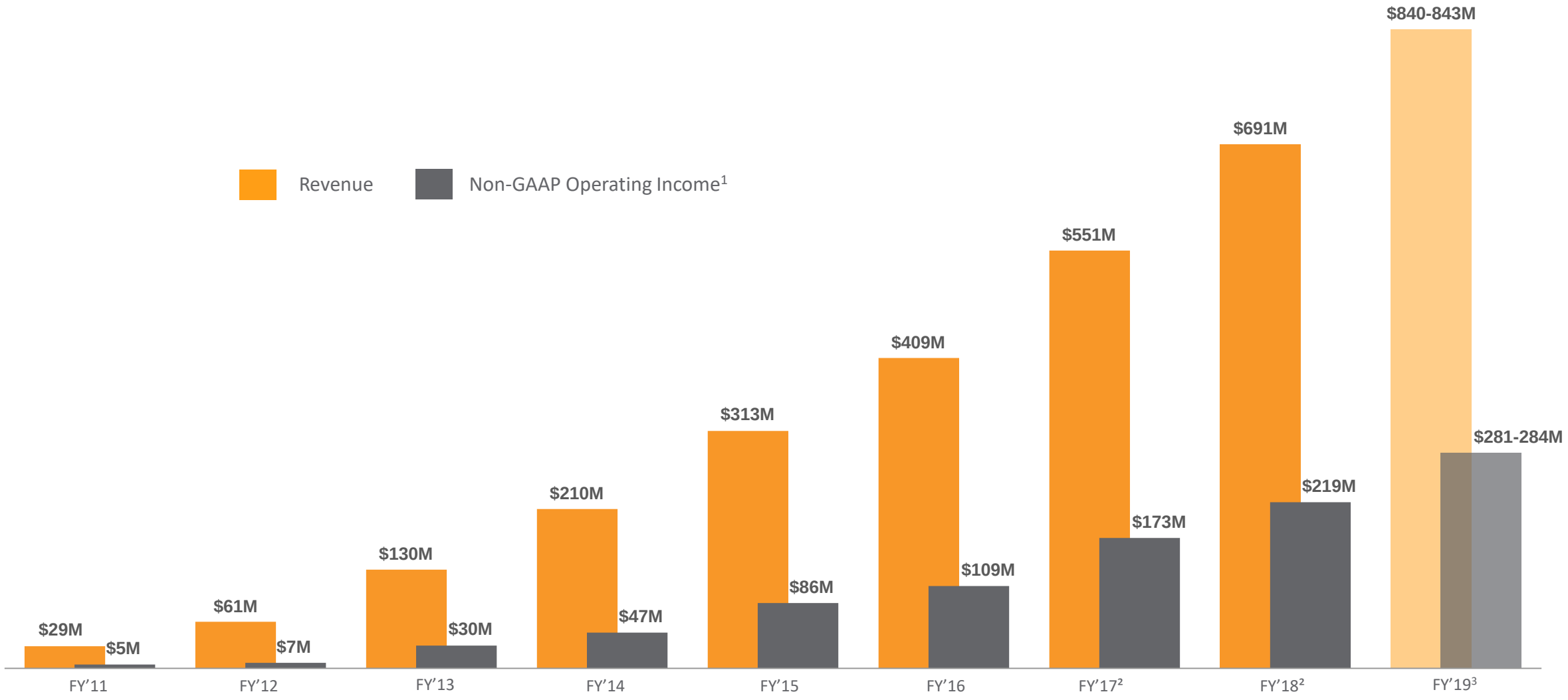
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Highlights

- Unique and Powerful Operating Model
- Consistent, Disciplined Execution
- Innovation Engine Fuels Long-term Growth
- Delivering Ahead of 2020 Target

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Strong Growth and Profitability



Fiscal Year Ending January 31

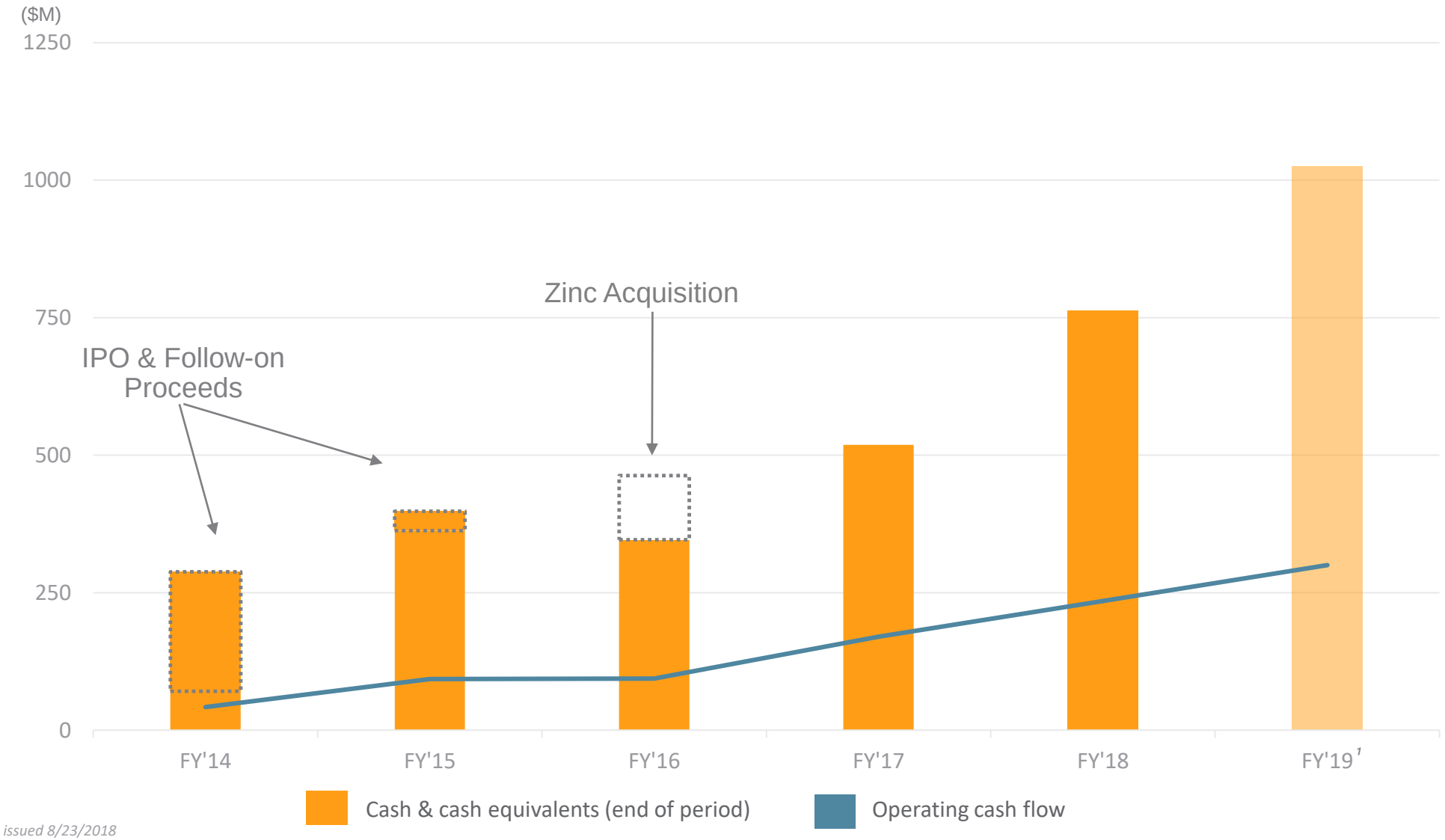
[1] A reconciliation of GAAP to non-GAAP measures is set forth in Appendix 1.

[2] Restated for ASC 606

[3] Based on our latest guidance issued 8/23/2018

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Generating Healthy Cash Balances

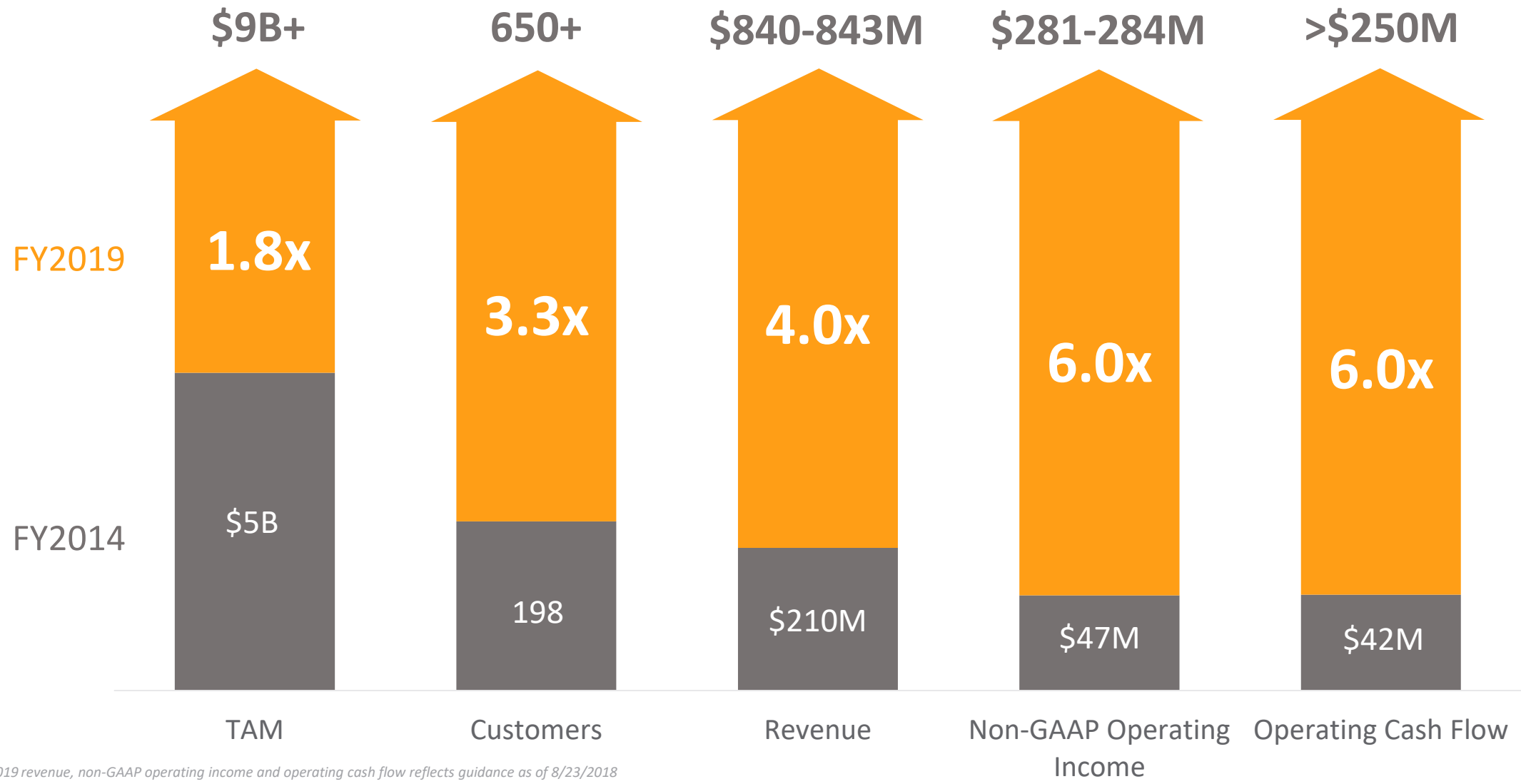


Fiscal Year Ending January 31

[1] Based on our latest guidance issued 8/23/2018

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Progress Since IPO

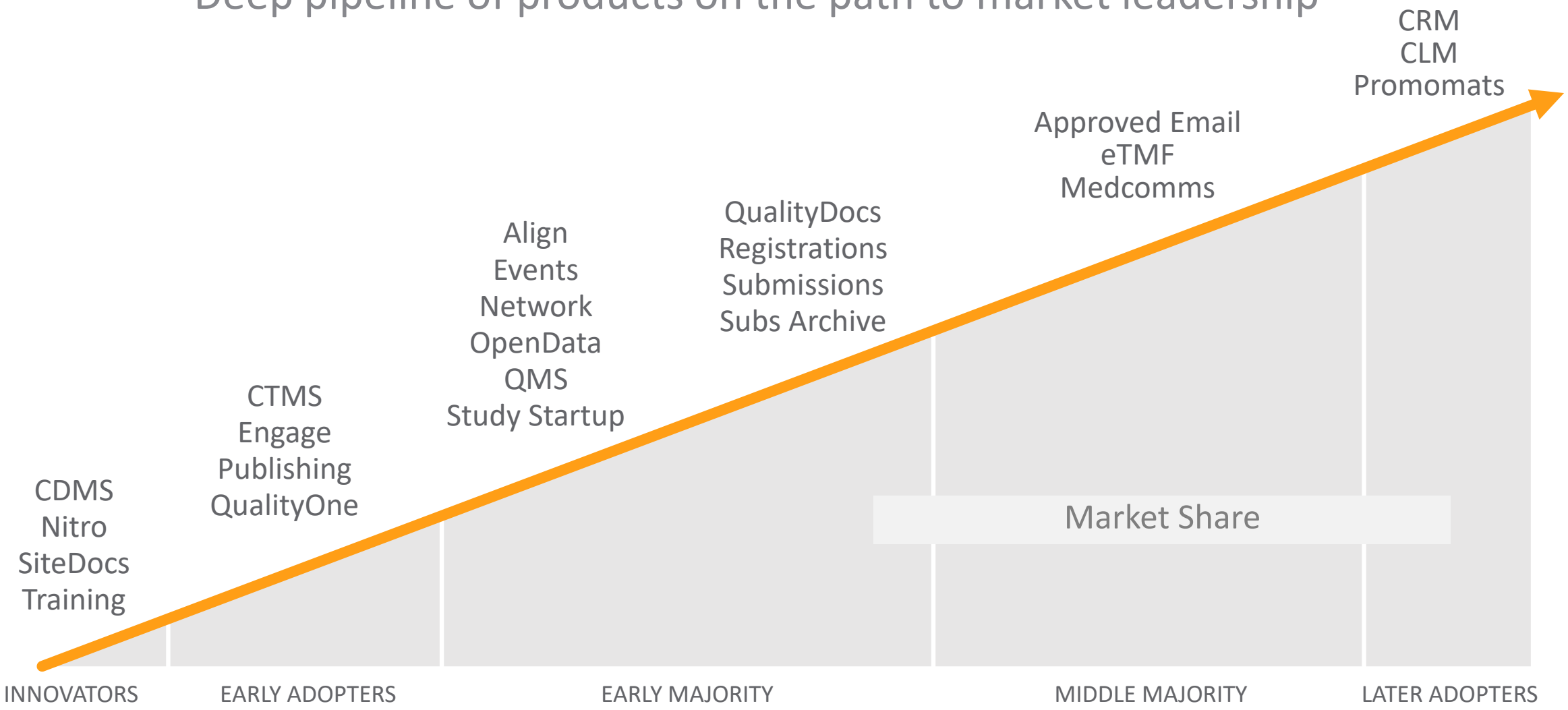


Note: FY2019 revenue, non-GAAP operating income and operating cash flow reflects guidance as of 8/23/2018

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Innovation Engine Fuels Long Term Growth

Deep pipeline of products on the path to market leadership



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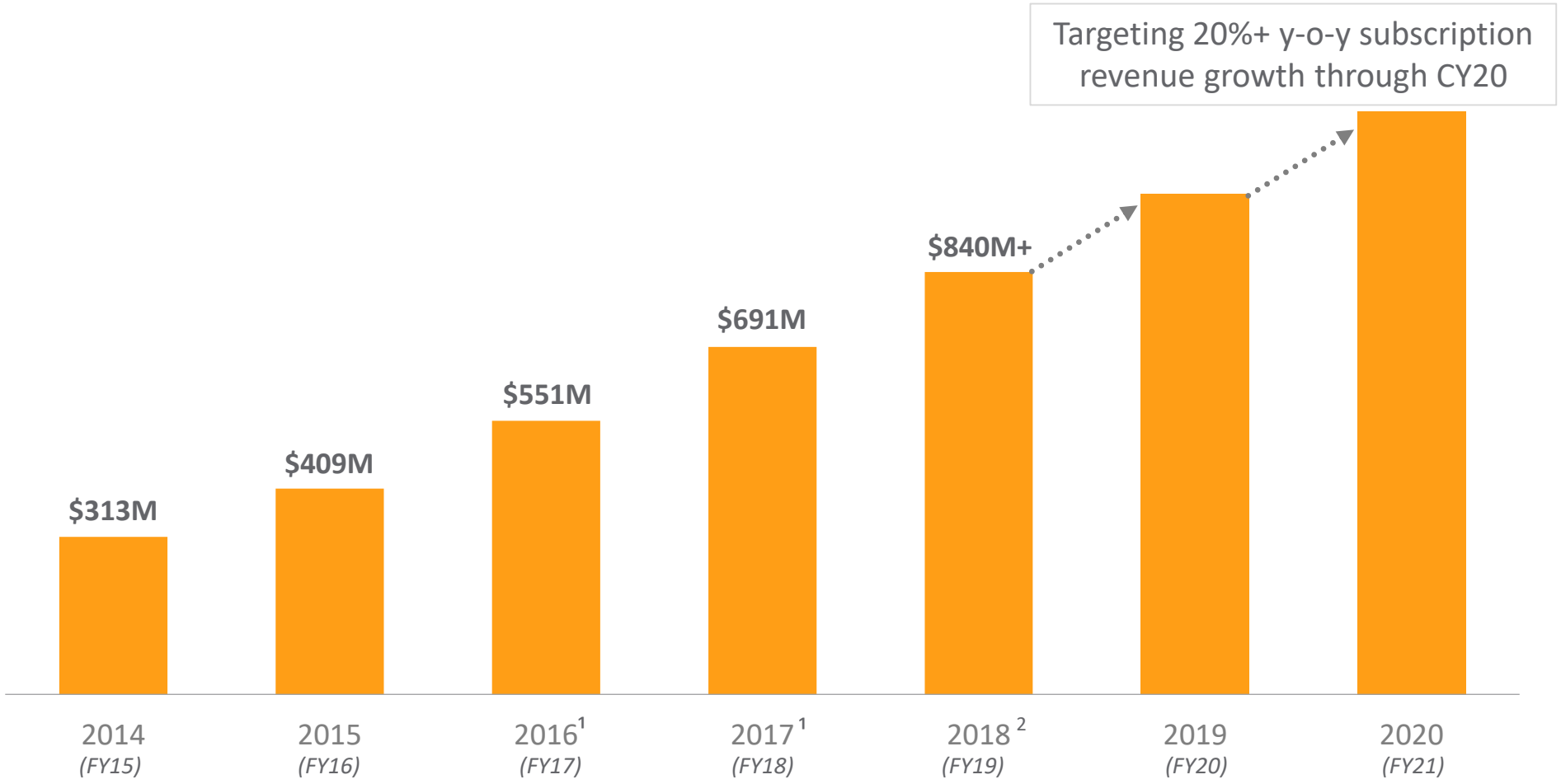
Proven Reference Selling Model

Disciplined approach ensures success in new markets



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One Year Ahead of Target:
Now Tracking to Hit $1B Revenue Run Rate in CY19



Fiscal Year Ending January 31
[1] Restated for ASC 606
[2] Based on our latest guidance issued 8/23/2018 for total revenue of $840-843m

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Progress Against 2020 Targets

	FY16 Q2	FY17 Q2	FY18 Q2	FY19 Q2	CY20
Total Revenue Run Rate	~$400M	~$525M	~$665M	~$835M	$1B+
Non-CRM as a % of Total Revenue	20%+	~35%	40%+	~50%	50%+ ✓
Eight-figure Customers	9	13	17	19	20
Customers	350	450+	550+	650+	500+ ✓

Note: Eight-figure customers are defined as those whose, at the parent company level, annualized value of subscription revenue as of the end of the period and the annualized value of professional services revenue in the last quarter of the period is at least $10m; the Q2'16 customer count is adjusted to include Zinc customers

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Target Operating Model in 2020

	2016 (FY17)[2]	2017 (FY18)[2]	2018 (FY19)[3]		2020 (FY21)
Non-GAAP Gross Margin[1]	71%	71%	~73%	- Improved revenue mix - Greater Vault contribution to revenue	75–76%
S&M % of Revenue (Non-GAAP)[1]	17%	16%	~16%	- Continued scaling of field teams - Building the outside life sciences team	17–18%
R&D % of Revenue (Non-GAAP)[1]	15%	17%	~17%	- Product innovation - Investment for future products	17–18%
G&A % of Revenue (Non-GAAP)[1]	7%	7%	~7%		~7%
Non-GAAP Operating Margin[1]	31%	32%	~34%		33–35%

Fiscal Year Ending January 31
[1]A reconciliation of GAAP to non-GAAP measures is set forth at Appendix 1.
[2]Restated for ASC 606
[3]Based on guidance provided as of 8/23/2018.

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Execution Matters Most

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On a Path to Multi-Billion Dollar Cloud Leader

- Continued Innovation and Significant Market Expansion
- Long-term Leadership in Strategic Markets
- Powerful and Unique Cloud Platform
- Business Model Advantage – The Veeva Way

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Appendix

Reconciliation of GAAP to non-GAAP Measures

in millions	FY'12	FY'13	FY'14	FY'15	FY'16	FY'17	FY'18
Operating income on a GAAP basis	$ 7	$ 30	$ 39	$ 70	$ 79	$ 121	$ 158
Stock-based compensation expense	—	—	7	14	24	41	54
Amortization of purchased intangibles	—	—	1	2	5	8	8
Capitalization of internal-use software	—	—	(1)	—	—	—	(2)
Amortization of internal-use software	—	—	1	—	—	—	1
Deferred compensation associated with Zinc Ahead acquisition	—	—	—	—	1	3	—
Operating income on a non-GAAP basis	$ 7	$ 30	$ 47	$ 86	$ 109	$ 173	$ 219

Veeva is not able, at this time, to provide GAAP targets for operating income for the fiscal year ending January 31, 2019 because of the difficulty of estimating certain items excluded from non-GAAP operating income that cannot be reasonably predicted, such as charges related to stock-based compensation expense, capitalization of internal-use software development expenses and the subsequent amortization of the capitalized expenses, and deferred compensation associated with the Zinc Ahead acquisition. The effect of these excluded items may be significant.

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Reconciliation of GAAP to non-GAAP Measures

	Q2 FY'19
Gross margin on total revenues on a GAAP basis	71.7%
Stock-based compensation expense	1.5
Amortization of purchased intangibles	0.4
Amortization of internal-use software	0.1
Gross margin on total revenues on a non-GAAP basis	73.7%

in millions	Q2 FY'19
Operating income on a GAAP basis	$ 52.8
Stock-based compensation expense	19.7
Amortization of purchased intangibles	1.8
Capitalization of internal-use software	(0.3)
Amortization of internal-use software	0.2
Deferred compensation associated with Zinc Ahead acquisition	0.1
Operating income on a non-GAAP basis	$ 74.3

	Q2 FY'19
Net income on a GAAP basis	$ 50.3
Stock-based compensation expense	19.7
Amortization of purchased intangibles	1.8
Capitalization of internal-use software	(0.3)
Amortization of internal-use software	0.2
Deferred compensation associated with Zinc Ahead acquisition	0.1
Income tax effect on non-GAAP adjustments	(10.4)
Net income on a non-GAAP basis	$ 61.4

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Reconciliation of GAAP to non-GAAP Measures

	FY'17	FY'18
Gross margin on total revenues on a GAAP basis	68.5%	69.4%
Stock-based compensation expense	1.3	1.4
Amortization of purchased intangibles	0.8	0.6
Amortization of internal-use software	0.1	0.1
Deferred compensation associated with Zinc Ahead acquisition	—	—
Gross margin on total revenues on a non-GAAP basis	70.7%	71.5%

	FY'17	% of Revenue	FY'18	% of Revenue
Sales and marketing expense on a GAAP basis	$ 110.6	20%	$ 128.8	19%
Stock-based compensation expense	(13.3)		(16.3)	
Amortization of purchased intangibles	(3.9)		(3.9)	
Deferred compensation associated with Zinc Ahead acquisition	—		—	
Sales and marketing expense on a non-GAAP basis	$ 93.4	17%	$ 108.6	16%

	FY'17	% of Revenue	FY'18	% of Revenue
Research and development expense on a GAAP basis	$ 96.7	18%	$ 132.0	19%
Stock-based compensation expense	(11.9)		(17.8)	
Capitalization of internal-use software	0.6		1.7	
Deferred compensation associated with Zinc Ahead acquisition	(0.4)		(0.4)	
Research and development expense on a non-GAAP basis	$ 85.0	15%	$ 115.5	17%

	FY'17	% of Revenue	FY'18	% of Revenue
General and administrative expense on a GAAP basis	$ 48.8	9%	$ 60.4	9%
Stock-based compensation expense	(8.5)		(10.0)	
Deferred compensation associated with Zinc Ahead acquisition	(2.3)		—	
General and administrative expense on a non-GAAP basis	$ 38.0	7%	$ 50.4	7.3%

	FY'17	FY'18
Operating margin on a GAAP basis	21.9%	22.9%
Stock-based compensation expense	7.4	7.8
Amortization of purchased intangibles	1.5	1.1
Capitalization of internal-use software	(0.1)	(0.3)
Amortization of internal-use software	0.1	0.1
Deferred compensation associated with Zinc Ahead acquisition	0.5	0.1
Operating margin on a non-GAAP basis	31.3%	31.7%

Veeva is not able, at this time, to provide GAAP targets for gross margin, operating expenses or operating margin for the fiscal years ending January 31, 2019 and January 31, 2021 because of the difficulty of estimating certain items excluded from non-GAAP gross margin, operating expenses and operating margin that cannot be reasonably predicted, such as charges related to stock-based compensation expense, capitalization of internal-use software development expenses and the subsequent amortization of the capitalized expenses, and deferred compensation associated with the Zinc Ahead acquisition. The effect of these excluded items may be significant.

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Veeva Application Financial Segment Definitions

Commercial Cloud

- Veeva Andi
- Veeva CRM
- Veeva CLM
- Veeva CRM Approved Email
- Veeva CRM Events Management
- Veeva CRM Align
- Veeva CRM Engage Meeting
- Veeva CRM Engage Webinar
- Veeva Network
- Veeva Nitro
- Veeva Oncology Link (KOL Data)
- Veeva OpenData

Vault

- Vault CDMS
- Vault CTMS
- Vault eTMF
- Vault MedComms
- Vault Platform
- Vault PromoMats
- Vault Publishing
- Vault QMS
- Vault QualityDocs
- Vault QualityOne
- Vault Registrations
- Vault SiteDocs
- Vault Submissions
- Vault SubmissionsArchive
- Vault Study Startup
- Vault Safety
- Vault Training

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