



NEWS RELEASE

Software Industry Veteran Alan Mateo Joins Veeva Systems as Executive Vice President of Global Sales

3/17/2015

PLEASANTON, Calif.--(BUSINESS WIRE)-- Veeva Systems (NYSE: VEEV) today announced industry veteran Alan Mateo will join the company in mid-April as executive vice president of global sales. Mateo will lead Veeva's worldwide sales force at a time when the company is growing globally and rapidly expanding its customer relationships. He will report to Veeva CEO, Peter Gassner .

Mateo brings more than 30 years of experience in enterprise software. His career is marked by directing high-performing sales teams and forging strategic relationships with leading companies. Mateo spent the last 10 years selling clinical cloud solutions in life sciences while head of worldwide field operations at Medidata Solutions, working closely with the top 50 pharmaceutical companies and leading contract research organizations. At Medidata, he consistently delivered annual growth and helped build the company to global market leadership in clinical.

"The power of Veeva's industry cloud solutions is driven by our deep understanding of what customers need to succeed," said Gassner. "Alan's life sciences expertise, decades of software sales leadership experience, and proven track record of delivering customer success make him a tremendous addition to Veeva."

Prior to Medidata, Mateo worked in various sales positions at top software companies, including PeopleSoft, JD Edwards, and Red Pepper Software. At PeopleSoft, Mateo headed up the product sales organization, helping to drive PeopleSoft's transition to a billion dollar company with multiple product lines. He also led the successful integration of the JD Edwards and PeopleSoft sales organizations with combined revenue of more than \$2.5 billion.

"Veeva is a pioneer of the industry cloud and is fast becoming one of the most strategic providers to life sciences, with solutions spanning R&D, medical, and commercial," said Mateo. "This is an incredible opportunity to join a

stellar team and help further propel the industry's transition from legacy systems to the most innovative cloud technology for the life sciences industry."

About Veeva Systems

Veeva Systems Inc. is a leader in cloud-based software for the global life sciences industry. Committed to innovation, product excellence, and customer success, Veeva has more than 275 customers, ranging from the world's largest pharmaceutical companies to emerging biotechs. Veeva is headquartered in the San Francisco Bay Area, with offices in Europe, Asia, and Latin America. For more information, visit www.veeva.com.

Forward-looking Statements

This release contains forward-looking statements, including the future impact of the hiring of Mr. Mateo, demand for Veeva's solutions, and general business conditions. Any forward-looking statements contained in this press release 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 press announcement. 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. 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 October 31, 2014, which is available on the company's web site at www.veeva.com under the Investors section and on the SEC's website at www.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.

Source: Veeva Systems Inc.

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