



NEWS RELEASE

Veeva's Kilian Weiss Named Among the 100 Most Inspiring People in Life Sciences

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Industry visionary is driving Veeva KOL Data to be the most sophisticated information platform in life sciences

PLEASANTON, Calif.--(BUSINESS WIRE)-- Veeva Systems (NYSE: VEEV) announced today that Kilian Weiss, general manager of **Veeva KOL Data**, was named to **PharmaVOICE magazine's** prestigious annual list of the 100 most inspiring people in the life sciences industry.

As one of the foremost global experts on stakeholder data, Kilian has devoted the last decade to turning complex data and analytics into value for life sciences companies. Originally conceived while conducting research on social networks at the University of Frankfurt, his vision was to help the industry connect the dots between their fragmented customer data and analytics. Over the last decade he brought together primary research, crowdsourcing, and healthcare transactional data to construct and understand customer networks around the world. His pioneering work has transformed the life sciences industry by enabling an integrated model for stakeholder engagement.

"Kilian is a rare talent who has created groundbreaking new ways to capture and analyze a complex sea of stakeholder data across the healthcare landscape," said Matt Wallach, president and co-founder of Veeva. "His contributions to the industry will have lasting impact on how life sciences companies use data to get drugs and treatments to the right patients."

Under Weiss' leadership, Veeva launched KOL Data in 2015 and in one year, five of the top 20 life sciences companies have become Veeva customers. The subscription-based solution provides comprehensive insights into global KOL data by combining the most extensive set of data sources for complete coverage of stakeholders important to life sciences companies, including thought leaders, payers, and regulators. As a result, field teams can

reduce the time they spend on meeting preparation from hours down to seconds, and increase efficiency and drive greater value throughout the enterprise.

“We’re seeing a massive industry shift from ad hoc KOL data gathering to sophisticated, always up-to-date intelligence that is helping life sciences organizations build lasting relationships,” said Kilian Weiss. “I’m honored to be recognized by PharmaVOICE and will continue to make it my mission to deliver the most complete single source of stakeholder data with new levels of quality and scale for the industry.”

The PharmaVOICE 100 recognizes the inspirational leaders representing a wide range of industry sectors and functional areas that are having an extraordinary impact on their colleagues, companies, and the greater healthcare community. This elite group leads by passionate inspiration, contributes positively with unique approaches, addresses the big challenges facing the industry, and presents innovative strategies, products, and services.

Additional Information

To learn more about Veeva’s KOL Data services, visit: [Veeva/KOLData](#)

For more on Veeva, visit: <https://www.veeva.com/>

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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 400 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 [veeva.com](https://www.veeva.com).

Forward-looking Statements

This release contains forward-looking statements, including the market demand for and acceptance of Veeva’s products and services, the results from use of Veeva’s products and services, and general business conditions, particularly in the life sciences industry. 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 April 30, 2016. 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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