NEWS RELEASE

Veeva Streamlines Regulatory and Quality Operations at ICON

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Veeva Vault Submissions and Veeva Vault QualityDocs help ICON increase visibility and improve collaboration with sponsors

PHILADELPHIA--(BUSINESS WIRE)-- 2016 Veeva R&D Summit - Today at the **Veeva R&D Summit**, to an audience of more than 600 industry leaders, **Veeva Systems** (NYSE:VEEV) today announced that ICON, a global provider of drug development solutions and services, is streamlining its regulatory and quality operations with Veeva Vault applications to increase transparency and enable greater collaboration with sponsors.

This Smart News Release features multimedia. View the full release here:
http://www.businesswire.com/news/home/20161018005699/en/

(Graphic: Business Wire)

Veeva Vault provides ICON an integrated suite of best-in-class applications that unify content and data for improved quality and compliance across their global operations. **Veeva Vault Submissions** delivers a single, authoritative source for ICON and their affiliates and partners to speed the entire regulatory submission preparation process – from authoring to assembly. Separately, **Veeva Vault QualityDocs** improves GxP document management for greater compliance, improved quality, and reduced operational overhead.

Communication, visibility, and process inefficiency are common challenges between CROs and sponsors when data and content are managed in multiple, disconnected systems. This hinders collaboration and often creates duplicate work and content among teams, introducing compliance risks that can delay time to market.

With Veeva Vault at the heart of its regulatory and quality operations, ICON has a single source of truth for regulatory information and key quality policies and procedures that global stakeholders can share in real time. Now ICON can provide its sponsors and partners with full visibility into regulatory and quality content for increased control and collaboration.

"Veeva Vault applications enable ICON to more easily collaborate with sponsors on all documents throughout product development lifecycles and streamline communications to shorten delivery timeframes," said Quintin van Wyk, vice president, safety, regulatory, and writing services for ICON.

Faster, more efficient global submissions process

Vault Submissions will be part of ICON's medical writing and regulatory services as well as submissions management offering to globalize their processes and make it easier to build and track submissions content through approvals. Submission preparations are fast and efficient, while meeting global compliance requirements.

Improved audit readiness in quality

ICON is leveraging Vault QualityDocs to enable efficient routine audits for its quality assurance department. The solution provides real-time access to information, reducing compliance risk and improving quality processes. In addition, ICON is now able to expand its service offerings, including support for remote audits – a service clients are requesting more often.

"Veeva Vault is a game-changer for many companies looking to unify processes in regulatory, quality, clinical, and beyond," said Jennifer Goldsmith, senior vice president of Veeva Vault. "As the level of activity between sponsors and contract services organizations continues to increase, customers such as ICON will be able to provide greater visibility, efficiency, and compliance for their sponsors."

In other news today, Veeva announced broad industry adoption of its **Veeva Vault Quality** applications. Read our **press release** to learn more.

Additional Information

For more on Veeva Vault Submissions, visit: **veeva.com/Submissions**
For more on Veeva Vault QualityDocs, visit: **veeva.com/QualityDocs**
Connect with Veeva on LinkedIn: **linkedin.com/company/veeva-systems**
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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 450 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 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 July 31, 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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