



NEWS RELEASE

inVentiv Health Expedites Site Activation with Veeva Systems

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Leading global biopharma outsourcing company adopts Veeva Vault Study Startup following its success with Veeva Vault eTMF

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 inVentiv Health, a leading biopharma outsourcing company, is expanding its adoption of the **Veeva Vault Clinical Suite** to expedite site activation for clients. inVentiv Health – comprised of a top-tier full-service CRO and the industry's only Contract Commercial Organization (CCO) – is building on its successful use of **Veeva Vault eTMF** by adopting **Veeva Vault Study Startup** to accelerate document-intensive site activation and speed time to first patient enrollment.

This Smart News Release features multimedia. View the full release here:

<http://www.businesswire.com/news/home/20161018005685/en/>

(Graphic: Business Wire)

“We recognized the value an innovative technology solution

could have in knocking down hurdles that slow progress during the study start-up phase, where improvements can have a significant impact on overall trial results,” said Rachel Stahler, CIO, inVentiv Health. “inVentiv identified Veeva as a best-of-breed platform that can maximize efficiencies and accelerate the delivery of much needed drugs to patients.”

Vault Study Startup will help inVentiv streamline complex activities related to site activation, including ethics committee and Ministry of Health submissions and approvals, document distribution and tracking, and site contract transactional activities. Now inVentiv can improve the efficiency of trial processes by managing documents, data,

and study start-up activities on a single cloud platform, as well as provide stakeholders easy access to the same, up-to-date clinical information for improved collaboration. In addition, seamless interoperability between Vault Study Startup and Vault eTMF ensures that documents and data are available in both applications.

The current clinical operations environment is highly complex and often includes upwards of 20 disparate systems to manage trials – from electronic data capture (EDC) systems and study start-up applications to clinical trial management systems (CTMS) and electronic trial master files (eTMF). Legacy technologies limit efficiency, visibility, and collaboration between sponsors, investigator sites, and CROs. In fact, in a recent industry-wide survey, nearly half (49%) of all respondents cited integration between their eTMF and CTMS applications as a key, unmet need.¹

Kristen Jackson, senior director, Essential Document Collection and Submissions, Site Centricity Unit, inVentiv, will be a speaker at the 2016 Veeva Global R&D Design Summit in Philadelphia on October 18 and will discuss these challenges and the benefits of Vault Study Startup.

About Veeva Vault Clinical Suite

The Veeva Vault Clinical Suite is the only unified suite of applications on a single cloud platform that streamlines clinical operations and data management, from study start-up to archive. Veeva's clinical operations solutions include Vault eTMF, Vault Study Startup, and **Vault CTMS**, while newly announced **Veeva Vault EDC** and **Veeva Vault eSource** will support clinical data management. Read our **press release** to learn more about Vault EDC and Vault eSource and how Veeva will transform clinical data management by delivering real-time, accurate data to help enable faster, more informed decisions in clinical trials.

Additional Information

For more on Veeva Vault Study Startup, visit: veeva.com/studystartup

For more on Veeva Vault eTMF, visit: veeva.com/eTMF

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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](http://www.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.

1 Veeva 2016 Paperless TMF Survey: Annual Report (Veeva: June 2016)

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