



NEWS RELEASE

Veeva Further Expands Clinical Leadership

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Veeva attracts top talent in clinical operations and clinical data management

PLEASANTON, Calif.--(BUSINESS WIRE)-- **Veeva Systems** (NYSE:VEEV) today announced it continues to grow its clinical leadership team with the addition of five industry veterans in **clinical operations** and **clinical data management**.

"Veeva is focused on delivering the best clinical products in the market on one unified cloud platform," said Peter Gassner, founder and CEO of Veeva Systems. "This mission is attracting the most widely respected people from across the industry with deep domain expertise and a consistent track record of innovation."

New members of Veeva's clinical team include:

Raymond Letulle, senior vice president, Veeva Vault EDC – Raymond has more than 25 years of experience in enterprise software. Prior to Veeva, he was chief operating officer and head of products at Medrio, responsible for product strategy and running the product management and design teams for the company's eClinical products, including EDC and eSource. In his role at Veeva, Raymond will lead the development of **Vault EDC** and **Vault eSource**, delivering the technology innovation that customers need to improve speed and data quality and cut the cost and complexity in clinical trials.

Ami Dudzinski Mehr, vice president of services, Veeva Vault EDC – Ami has nearly 20 years of experience in professional services spanning life sciences, research and development, and consulting. She has extensive software and delivery methodology expertise in implementing SaaS-based EDC and IRT/IVRS for Phase I-IV clinical trials. She most recently led the services team for EDC at Oracle. At Veeva, Ami is responsible for the Veeva Vault EDC Global Services team and ensuring delivery excellence, quality, and speed for customers.

Hugo Cervantes, vice president, Veeva Vault EDC – Hugo is responsible for Vault EDC strategy, market adoption, and customer engagement. He has spent the last 15 years in management consulting and professional services, helping biopharmaceutical R&D organizations increase their productivity, innovate, and grow. Prior to Veeva, Hugo was senior director, corporate strategy at QuintilesIMS and held senior management roles at Deloitte and Accenture. His earlier career was spent implementing across biopharma EDC for Phase Forward.

Jason Rizzo, senior director of sales, Veeva Vault EDC – Jason brings nearly 20 years of life sciences experience to Veeva, where he leads the EDC sales team. Recognized for building customer-centric and inquisitive sales teams, Jason combines his broad expertise in eClinical applications with deep domain knowledge in the drug development functions of clinical data management and clinical operations. Prior to joining Veeva, Jason held multiple roles at Medidata Solutions, including vice president of platform sales.

Henry Galio, senior director, Veeva Vault CTMS – Henry is involved in developing the strategy for **Vault CTMS**. He has nearly 25 years of experience in the enterprise software industry and 20 years of experience in clinical, implementing more than 50 CTMS projects and advising approximately 200 life sciences clients on CTMS. Most recently, Henry was senior director of clinical for Oracle, where he led a group of solutions architects creating cloud service offerings for CTMS and CDA.

Connect with the Veeva clinical team on LinkedIn:

Ray Letulle

Ami Dudzinski Mehr

Jason Rizzo

Hugo Cervantes

Henry Galio

Additional Information

For more on Veeva Vault Clinical Suite, visit: veeva.com/clinical

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 525 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.

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, 2017. 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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