



NEWS RELEASE

Veeva Vault CTMS Gains Momentum as Industry Moves to Unify Clinical Applications and Processes

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Modern CTMS cloud application streamlines trial management and delivers end-to-end visibility of clinical trials on one platform

CHICAGO--(BUSINESS WIRE)-- **DIA 2017 Annual Meeting** — Today at the Drug Information Association's annual meeting (DIA), **Veeva Systems** (NYSE: VEEV) announced that **Veeva Vault CTMS** is gaining momentum as customers drive toward a unified clinical operating model. Within just two months of the product's release, five customers, including a top 50 global pharmaceutical company, are implementing Veeva Vault CTMS. Veeva Vault CTMS is the industry's first application that unifies global data, content, and processes across clinical operations on a single cloud platform.

Life sciences companies are experiencing widespread challenges with legacy CTMS applications, according to the **Veeva 2017 Unified Clinical Operations Survey**, one of the industry's largest surveys of clinical operations professionals. Nearly all sponsors say their CTMS applications are limiting their organization's ability to improve clinical operations.¹ This is prompting companies to unify their processes and provide one source of data and information across their operations.

"Veeva Vault CTMS establishes a new era of innovation in clinical trial management with an easy-to-use, intuitive design," said Lynn Sutton, vice president, Clinical Operations, at inSection Group, a new Veeva Vault CTMS customer. "Veeva has a track record of helping their customers be successful. We expect to drive new levels of efficiency and productivity by streamlining our clinical processes."

There is an industrywide drive toward a unified clinical operating model. Organizations cite the need to unify applications across their clinical operations for faster study execution and improved study quality. However, the

majority of companies have challenges integrating CTMS with other clinical applications, which is limiting their ability to improve operations. 2

“The ability to bring together CTMS, eTMF, and study start-up on a single, modern cloud platform is a real game-changer,” said Edward Leftin, manager, Clinical Information Systems, at Ora Inc., another recent Veeva Vault CTMS customer. “Veeva will enhance our ability to leverage the same business processes and workflows throughout the lifecycle of all our studies.”

Veeva Vault CTMS is part of the **Veeva Vault Clinical Suite**, the industry’s only cloud platform that combines EDC, eSource, CTMS, eTMF, study-startup, and site document exchange across clinical data management and clinical operations. Veeva’s suite of applications empowers teams with global visibility of trial processes and information in one unified system. Now organizations can easily manage their end-to-end trial portfolio and make better, informed decisions.

“The industry has been held back by process and system silos for decades,” said Jennifer Goldsmith, senior vice president of Veeva Vault. “Customer response to the Veeva Vault Clinical Suite has been overwhelmingly positive because, for the first time, they can unify their processes to improve study execution and quality, and gain insight across the clinical lifecycle.”

In related news today, preliminary findings from the Veeva 2017 Unified Clinical Operations Survey are now available. The survey examines the life sciences industry’s progress toward a unified clinical environment by gathering the experiences and opinions of 300 clinical operations professionals from around the globe. Read today’s **press release** or download the full **survey report**.

To learn more about Veeva Vault CTMS, watch the **online demo** or read the whitepaper, **How to Stop Worrying and Love Your CTMS**.

Additional Information

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

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

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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](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, 2017. This is available on the company's website at [veeva.com](https://www.veeva.com) under the Investors section and on the SEC's website at [sec.gov](https://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.

1 Veeva 2017 Unified Clinical Operations Survey (Veeva Systems), June 19, 2017

2 Veeva 2017 Unified Clinical Operations Survey (Veeva Systems), June 19, 2017

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