



NEWS RELEASE

Veeva Announces Merck's Expanded Use of Veeva CRM for Latin America and Asia Pacific

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Expansion will help drive new levels of efficiency and agility globally

PLEASANTON, Calif.--(BUSINESS WIRE)-- **Veeva Systems** (NYSE:VEEV) today announced that Merck (NYSE:MRK), known as MSD outside of the United States and Canada, is expanding its use of multichannel **Veeva CRM** to additional markets, including Latin America and Asia Pacific. Veeva and Merck are building upon their seven-year partnership to help Merck standardize on a single global CRM solution in order to drive new levels of operating efficiency and commercial effectiveness worldwide.

"Our ability to consistently deliver world-class cloud software helps keep our customers ahead as the life sciences industry evolves," said Peter Gassner, founder and CEO at Veeva. "We are proud to team with Merck on their important mission to bring innovative medicines to market."

"Veeva has been a trusted, long-term partner of Merck's," said Phyllis Post, vice president and CIO for Global Human Health at Merck. "Moving to a single global CRM solution can help us be more agile while providing the foundation for delivering an efficient and personalized customer experience."

As part of its expansion with Veeva, Merck will now utilize Veeva CRM, **Veeva CRM Approved Email**, and **Veeva CRM Events Management** for all users and markets around the globe to enable a seamless customer experience across channels.

Join Veeva at the upcoming **2018 Veeva Commercial & Medical Summit**, May 14-16, 2018, in Philadelphia. Registration for the event is complimentary for Veeva customers and invited guests. Register and view the agenda at veeva.com/Summit.

Additional Information

For more on Veeva CRM, visit: veeva.com/CRM

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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 600 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 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-K for the period ended January 31, 2018. 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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