



NEWS RELEASE

4 of the Top 7 Global CROs Have Selected Veeva Vault eTMF as Their Enterprise Standard

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PLEASANTON, Calif.--(BUSINESS WIRE)-- **Veeva Systems** (NYSE:VEEV) today announced four of the world's top seven largest CROs are standardizing on **Veeva Vault eTMF**. These leading CROs have selected Vault eTMF to improve trial efficiency, give sponsors full visibility into TMF status, and ensure their TMFs are always inspection ready.

"CROs are taking steps to modernize their clinical operations to drive more efficient trials," said Jim Reilly, vice president of **Veeva Vault Clinical**. "Our goal is to make it easier for CROs to work with sponsors and sites and accelerate drug development. We're honored to support CROs' mission to speed study execution and get treatments to patients faster."

CROs are adopting Vault eTMF to improve operational performance and deliver greater transparency into TMF quality. Vault eTMF manages all TMF documents and processes in one system, in real-time, as they are executed. This active TMF operating model enables CROs to maintain an always up-to-date TMF and gives sponsors greater control of standard operating procedures for TMF management.

Additional Information

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

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About Veeva Vault Clinical Suite

Veeva Vault eTMF is part of the Veeva Vault Clinical Suite, the industry's first cloud platform that includes CDMS, CTMS, eTMF, and study start-up to unify clinical data management and clinical operations. Veeva's suite of unified applications provides global visibility into trial activities and streamlines end-to-end clinical processes. For more information, visit veeva.com/Clinical.

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 675 customers, ranging from the world's largest pharmaceutical companies to emerging biotechs. Veeva is headquartered in the San Francisco Bay Area, with offices throughout North America, 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 October 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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