

About Veeva Veeva Systems (NYSE: VEEV) is a cloud software (SaaS) company that provides regulatory, quality, clinical study management, advertising claims, and document control applications to the life sciences, consumer products and chemical industries.

These applications are built on Veeva's cloud application platform – Vault – which is designed to manage controlled processes across documents, data, workflow and reporting on a single configurable, extendable, and secure cloud platform.

Veeva is headquartered in the San Francisco Bay Area with offices and focus across the globe. This enables us to bring local regulatory knowledge and be better partners to our domestic and global customers. Veeva was founded in 2007 with a focus on life sciences and today is the #1 software partner to the global life sciences industry. In 2015, we established a new organization within Veeva to provide the same deep focus to other regulated industries such as consumer products and chemicals. While Veeva's focus is on each industry's specific needs, the goal is the same:

Help R&D, quality, regulatory and commercial teams bring high-quality, safe, sustainable products to market without compromising compliance.

What Veeva Offers Veeva has two offerings, each in a software subscription license model:

- 1) Fit for purpose applications and application suites
- 2) Vault Platform licenses for custom applications

The Vault platform and the applications built on it are multi-tenant cloud and enhanced three times a year through Veeva's release cycles. All customers are always on the latest version of the software. Releases are automatic, non-disruptive and at no additional cost. Only the Vault APIs are versioned.

Veeva's applications span the product journey, including:



One or more applications can be part of a defined suite. Licenses are sold at the application or suite level. Each suite is contained in a single Vault instance ("Vaults"). All Vaults for a customer are within a single domain, which connects the different Vaults for that customer. Users have access to only the applications they are licensed for.

Most of Veeva's customers have expanded their partnership with Veeva across more than one Vault suite. In addition to application and platform enhancement through releases, Veeva applies new tools and methods to connect information and processes across multiple Vaults so that the experience and the information within each application is seamless.

Veeva also provides implementation professional services and ongoing managed services to ensure customers get the most value out of their investment. Vault Admin Training is available to enable customers to become self-sufficient in administering and adapting their Veeva applications.

Veeva is managed by three guiding values: **customer success, employee success and speed**. These values guide how Veeva enhances existing applications and which new applications Veeva brings to market.

Outdated technology and disconnected information make it difficult to meet today's business demands. There is a better way. Veeva can help get you where you need to be.