

# Veeva & U Webinar

## Best of CRM 2021

Veeva Innovation delivered in 2021



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**Pauline Millaard**  
Customer Success Manager



**Aleix Deu**  
Customer Success Manager





## 2021 – a continued shift towards digital



Life  
Sciences



Digital  
Health



HCP



Patients

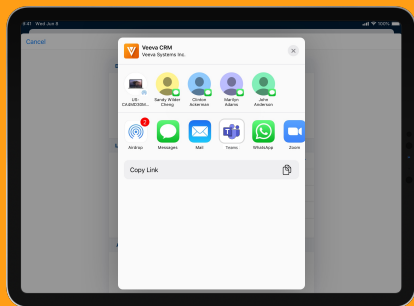


Veeva



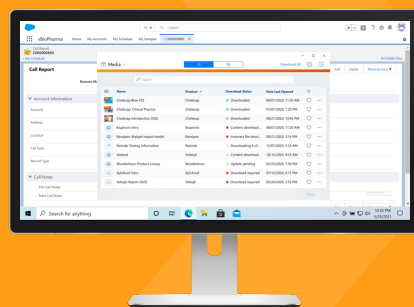
# Best of the last 12 Months

## Digital Engagement



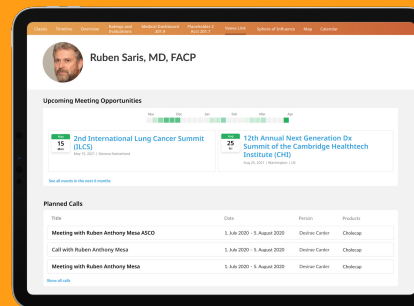
- Virtual events
- Engage join via Zoom
- Multiple Users Joining EM
- Signature capture via link
- Virtual Background
- Alternative Hosts
- Other new Engage Features

## Desktop Experience



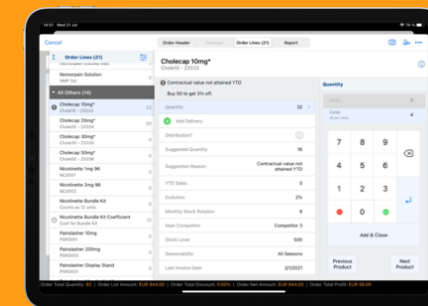
- Desktop Experience
- Browser Experience
- Business Apps
- Stakeholder Navigator
- Account plan deep cloning

## Analytical



- MyInsights
- MyInsights Studio
- Standard Metrics

## Core CRM



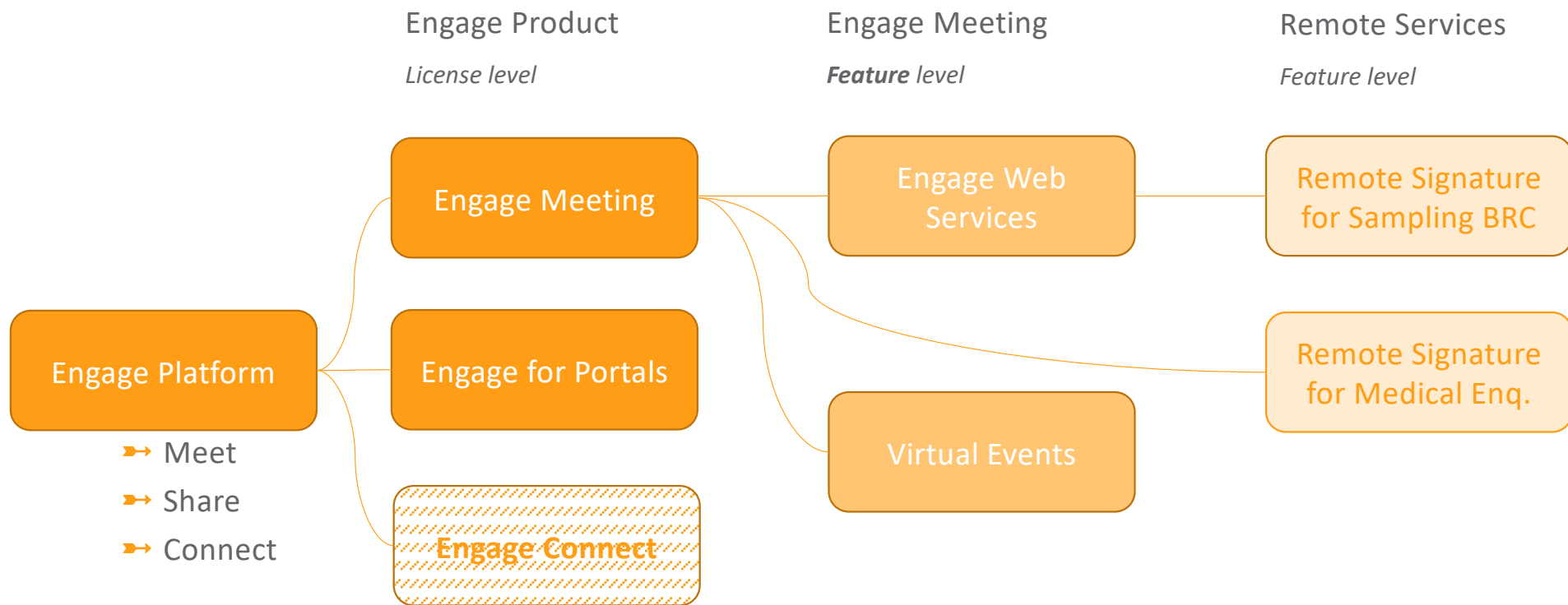
- Approved Notes
- Order Management
- Events Management

# Digital Engagement





# Overview Digital Engagement





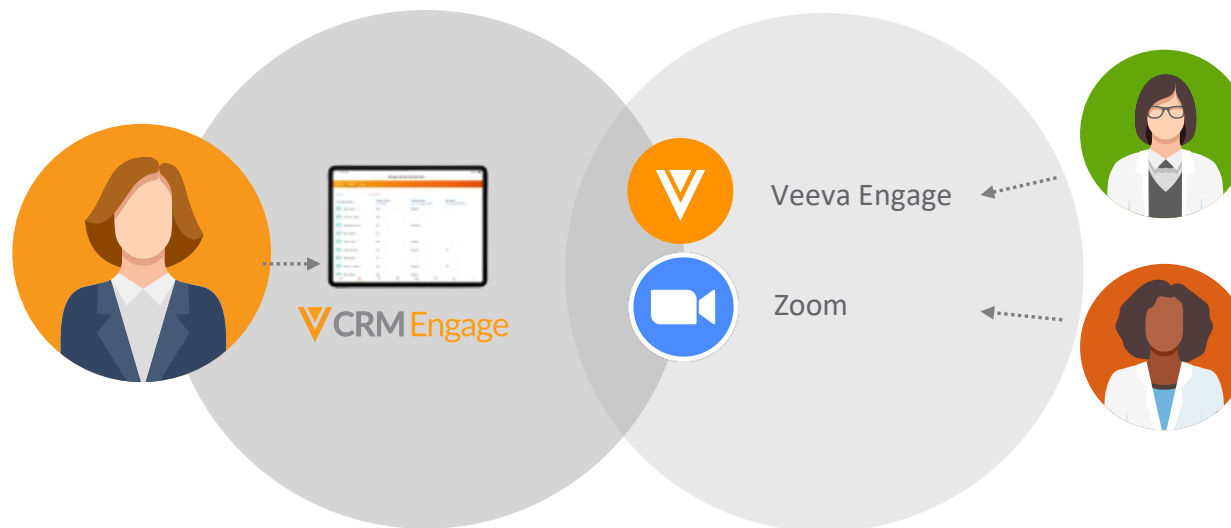
# Overview Digital Engagement







# Engage Meeting



HCP can join via familiar Zoom app



## Engage for Zoom

Attendees will have the option to join the meeting using also Zoom

Maintains all the current compliant hosting capabilities

Existing Engage License; no additional Zoom license

The screenshot shows a mobile application interface for creating an "Engage Meeting". The top bar includes a "Cancel" button, the title "Engage Meeting", and icons for calendar, Zoom, and a menu. Below the title, there is a "Remote Meeting" indicator and buttons for "Send Invitation" and "Start". The main content area is titled "Professional Information" and contains several fields:

- Account:** Abate, Marc
- Record Type:** Engage Meeting
- Address:** 347 Mount Pleasant Ave Ste 205, West Orange, NJ 07052
- Call Channel:** --None--
- Location:** Coventry Hospital
- Activity Type:** Remote
- Call Conflict Status:** Indicated by a yellow warning triangle icon.
- Status:** Saved
- Sample Status:** Indicated by a green checkmark icon.
- Call Type:** Call Only
- DEA Status:** Indicated by a green checkmark icon.
- Datetime:** 11/26/2021, 6:06 PM, GMT+1



## Engage for Zoom

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Existing Engage License; no additional Zoom license

18:08 Fri 26 Nov 91%

Cancel Engage Meeting

Remote Meeting ⓘ Send Invitation Start

**Professional Information**

Account Abate, Marc	Record Type Engage Meeting
Address 347 Mount Pleasant Ave Ste 205, West Orange, NJ 07052	Call Channel --None--
Location Coventry Hospital	Activity Type Remote
Call Conflict Status ⚠️ ⓘ	Status Saved
Sample Status ✅	Call Type Call Only
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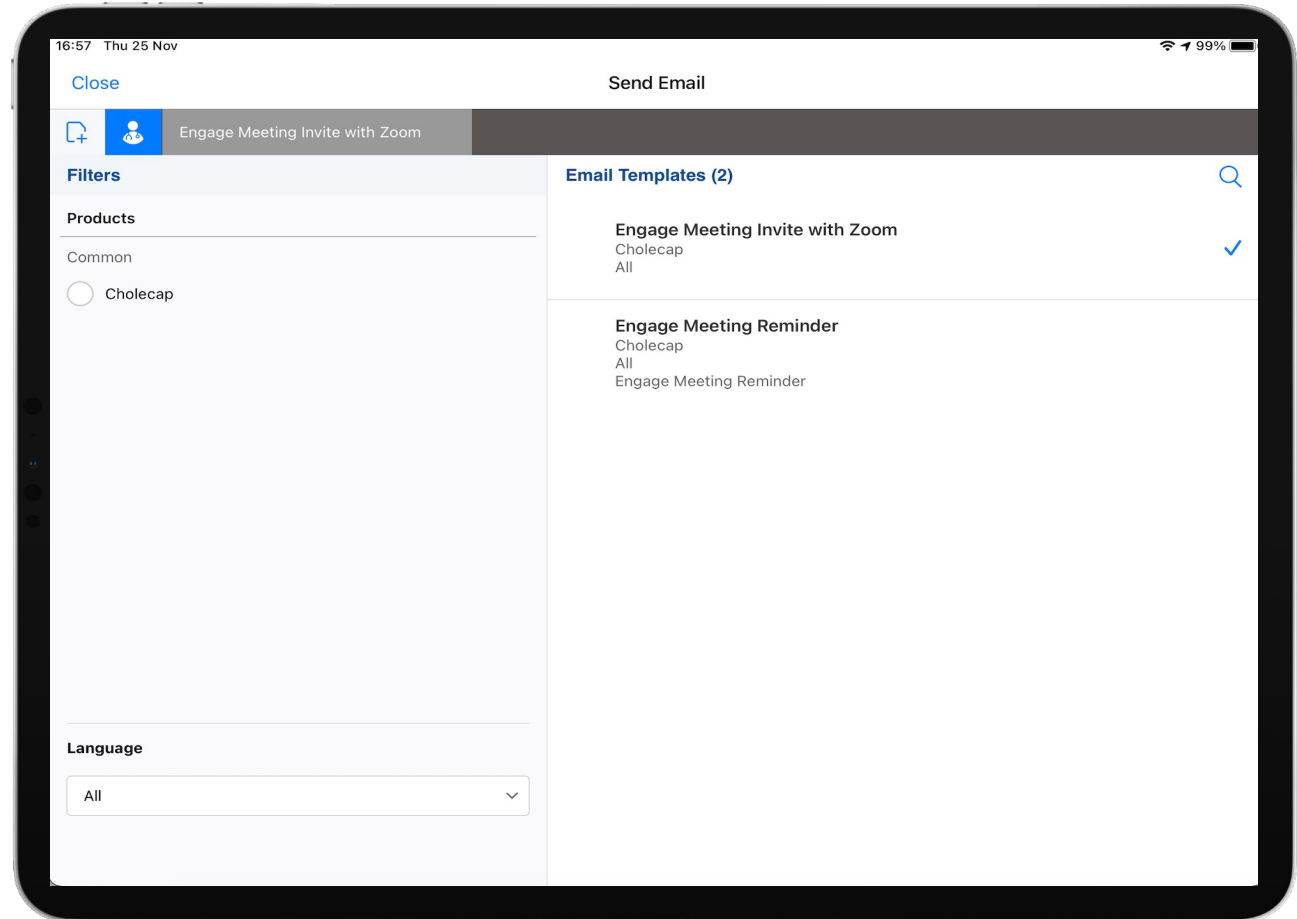


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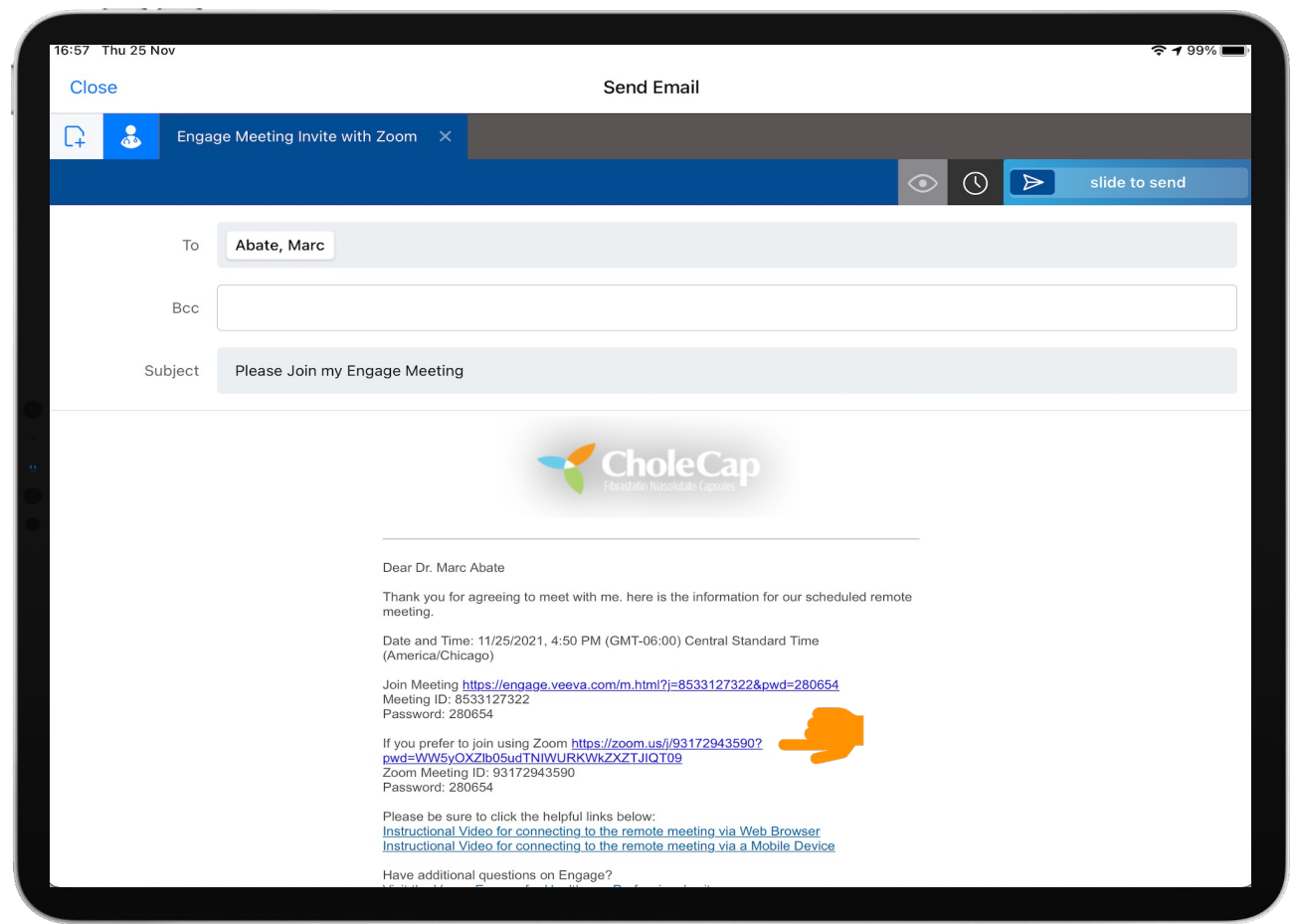


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16:58 Thu 25 Nov 99%

Cancel Engage Meeting

Remote Meeting ? ✓ Invitations Sent! ✉ Send Again 🗨️ Start

**Professional Information**

Account Abate, Marc	Record Type Engage Meeting
Address 347 Mount Pleasant Ave Ste 205, West Orange, NJ 07052	Call Channel --None--
Location Coventry Hospital	Activity Type Remote
Call Conflict Status <span>⚠️</span>	Status Saved
Sample Status <span>✓</span>	Call Type Call Only
DEA Status <span>✓</span>	Datetime 11/25/2021, 4:50 PM, GMT+1

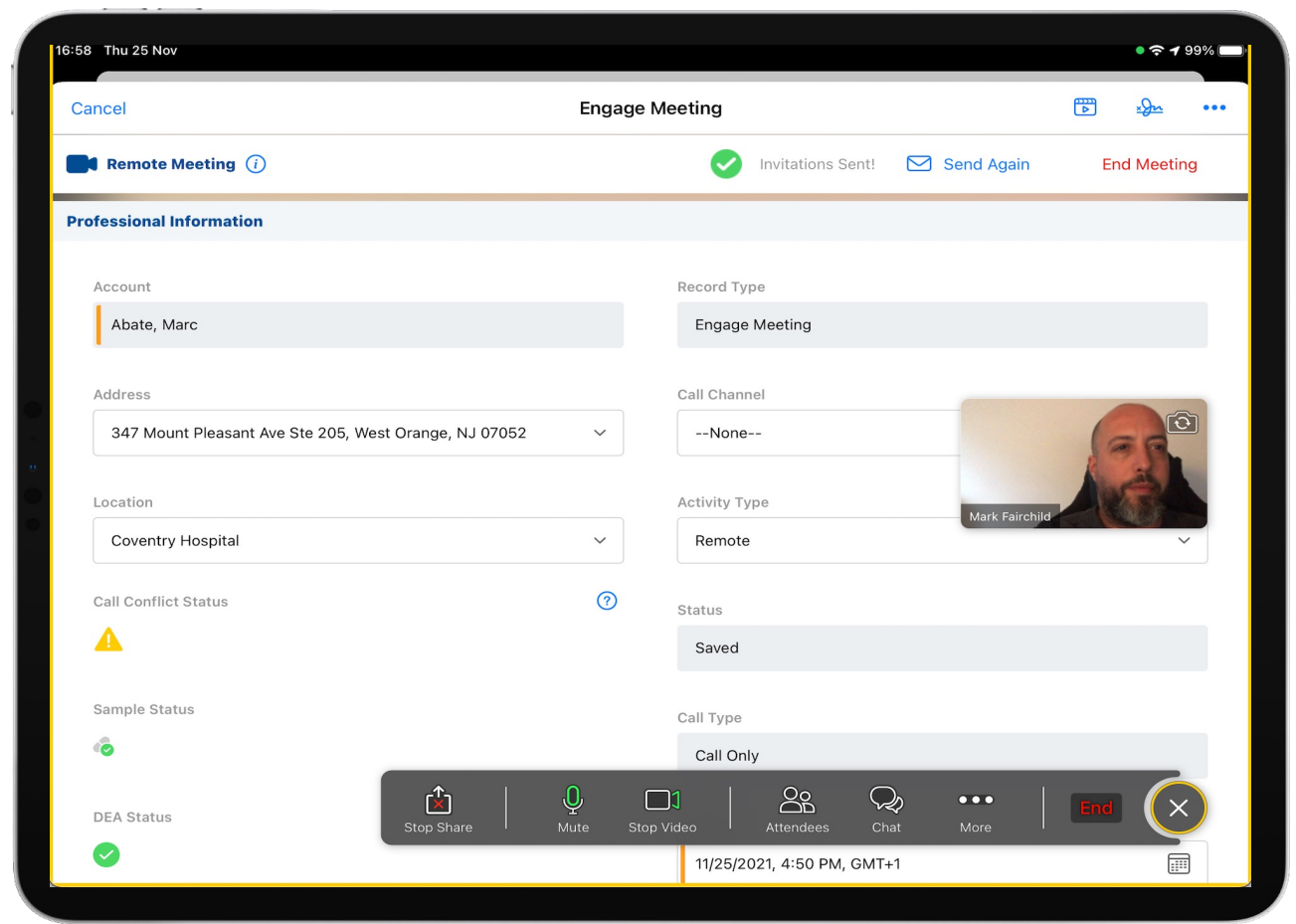


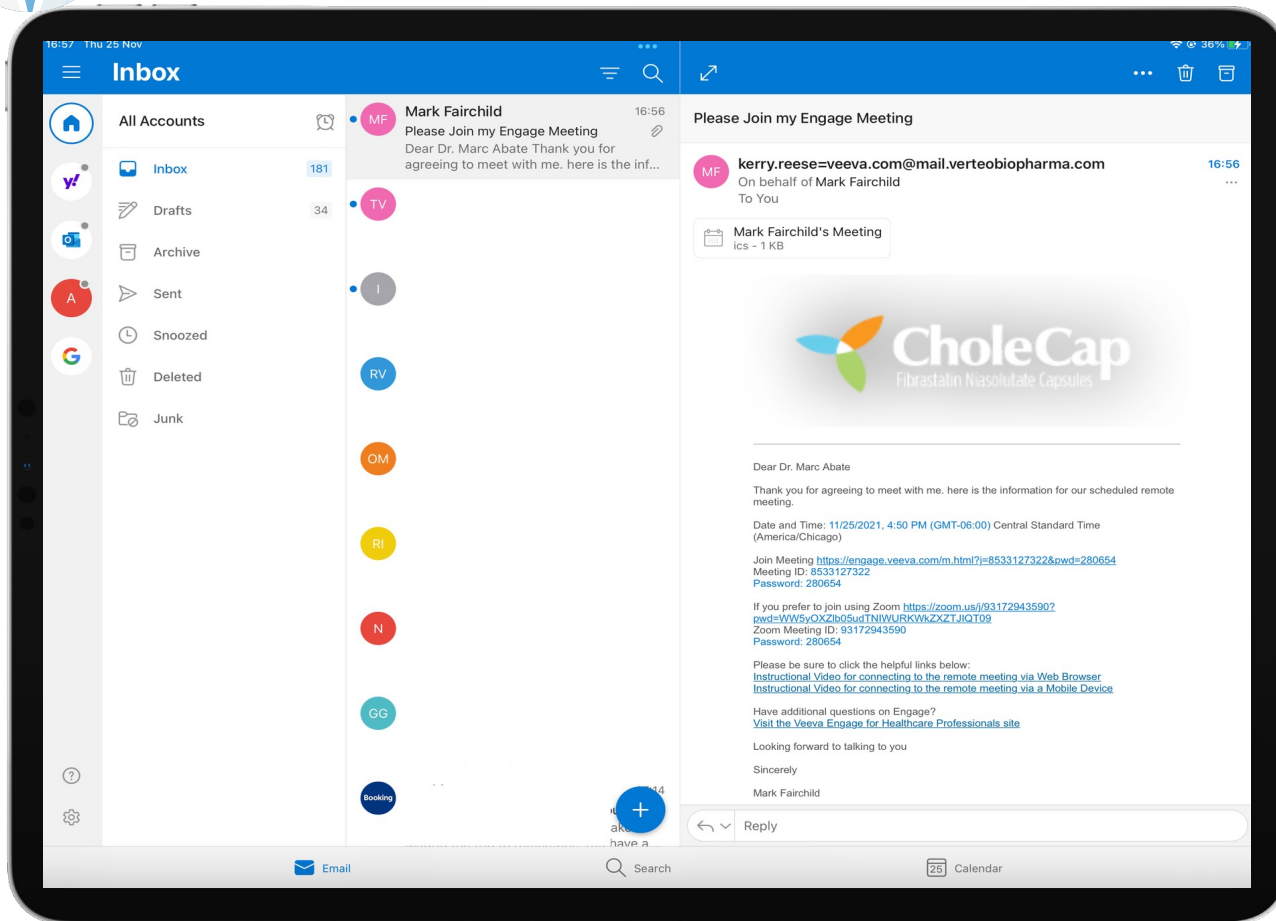
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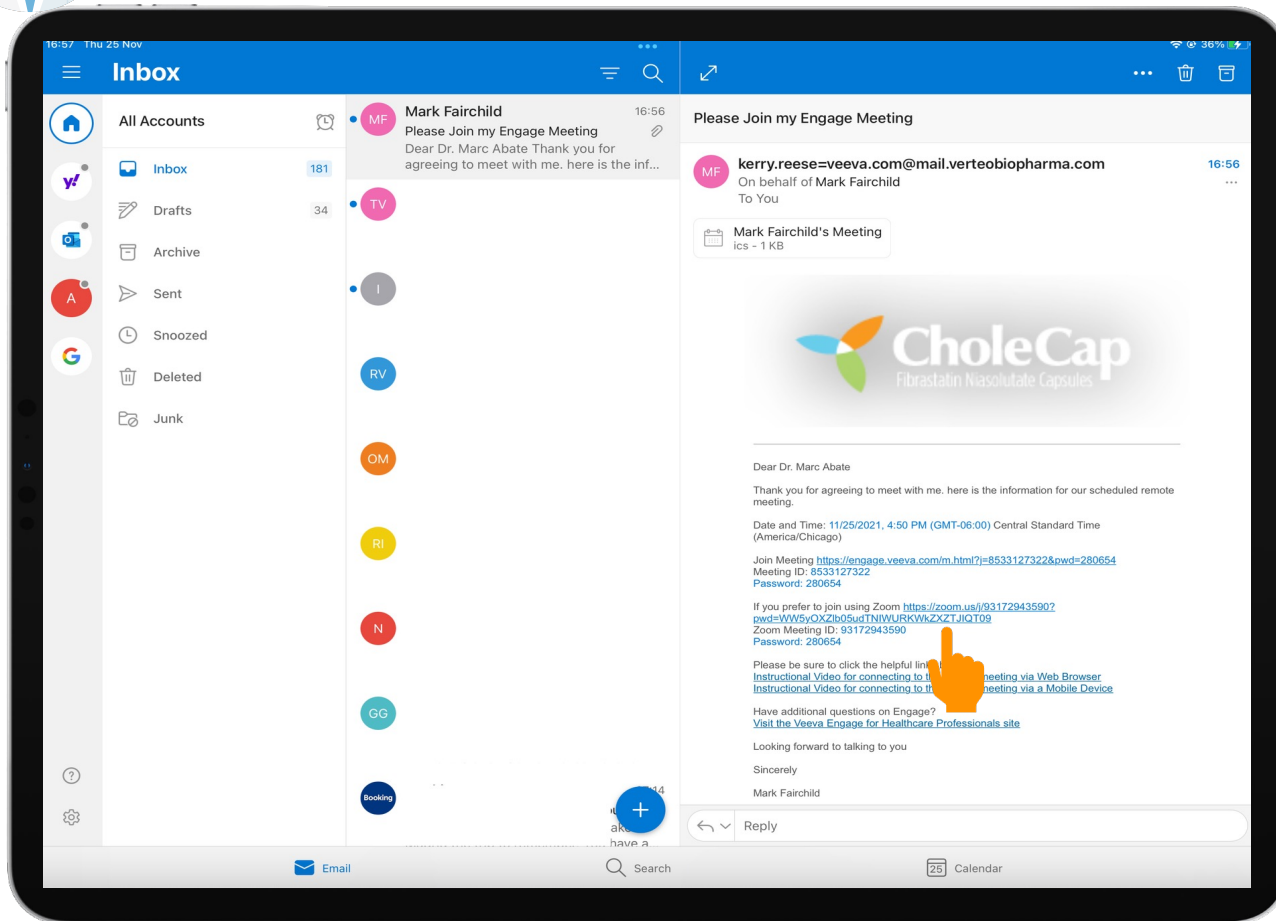
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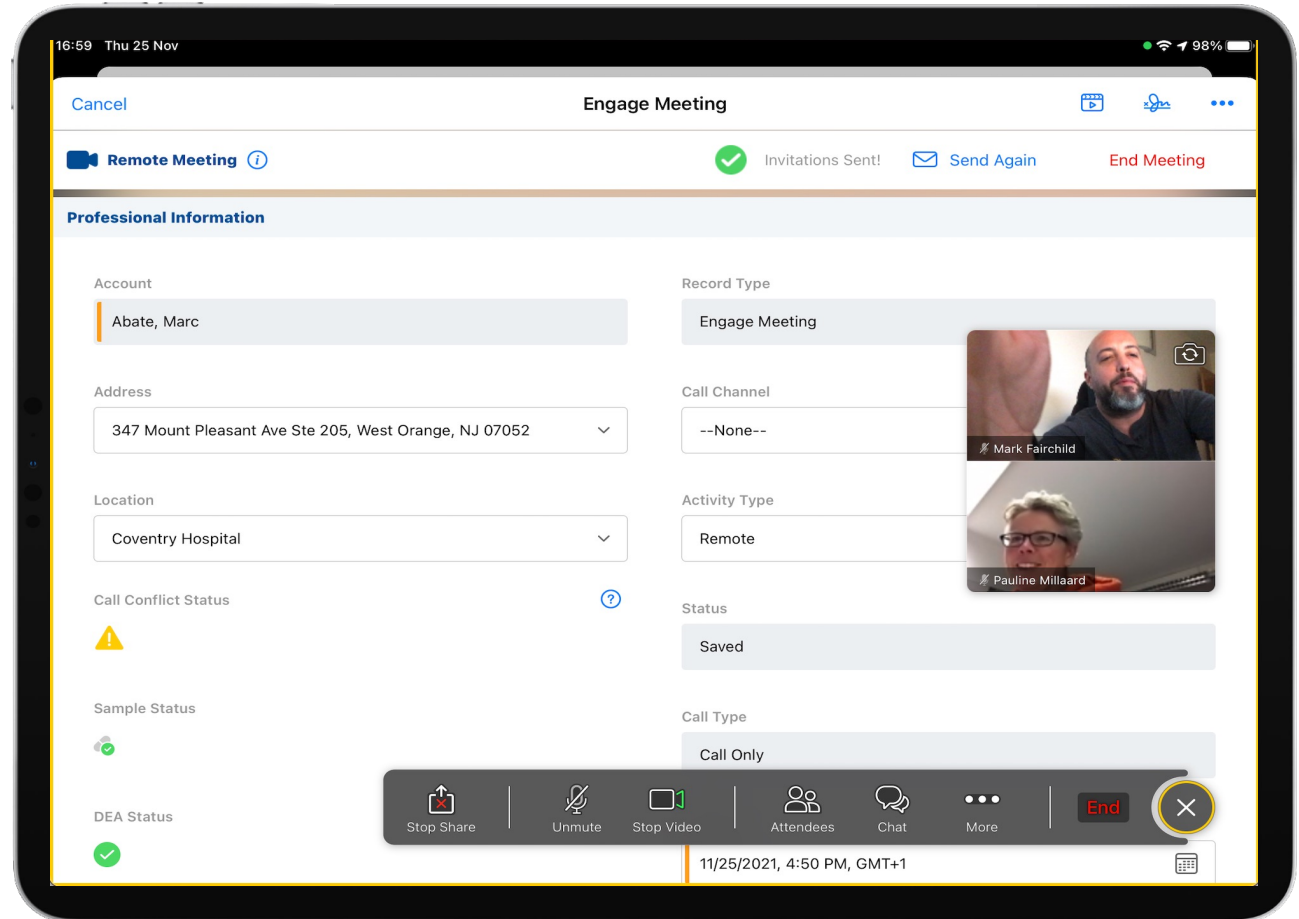


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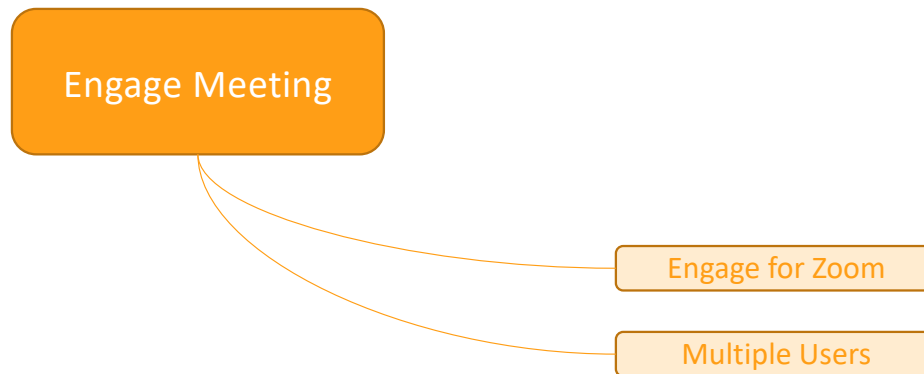
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# Overview Digital Engagement

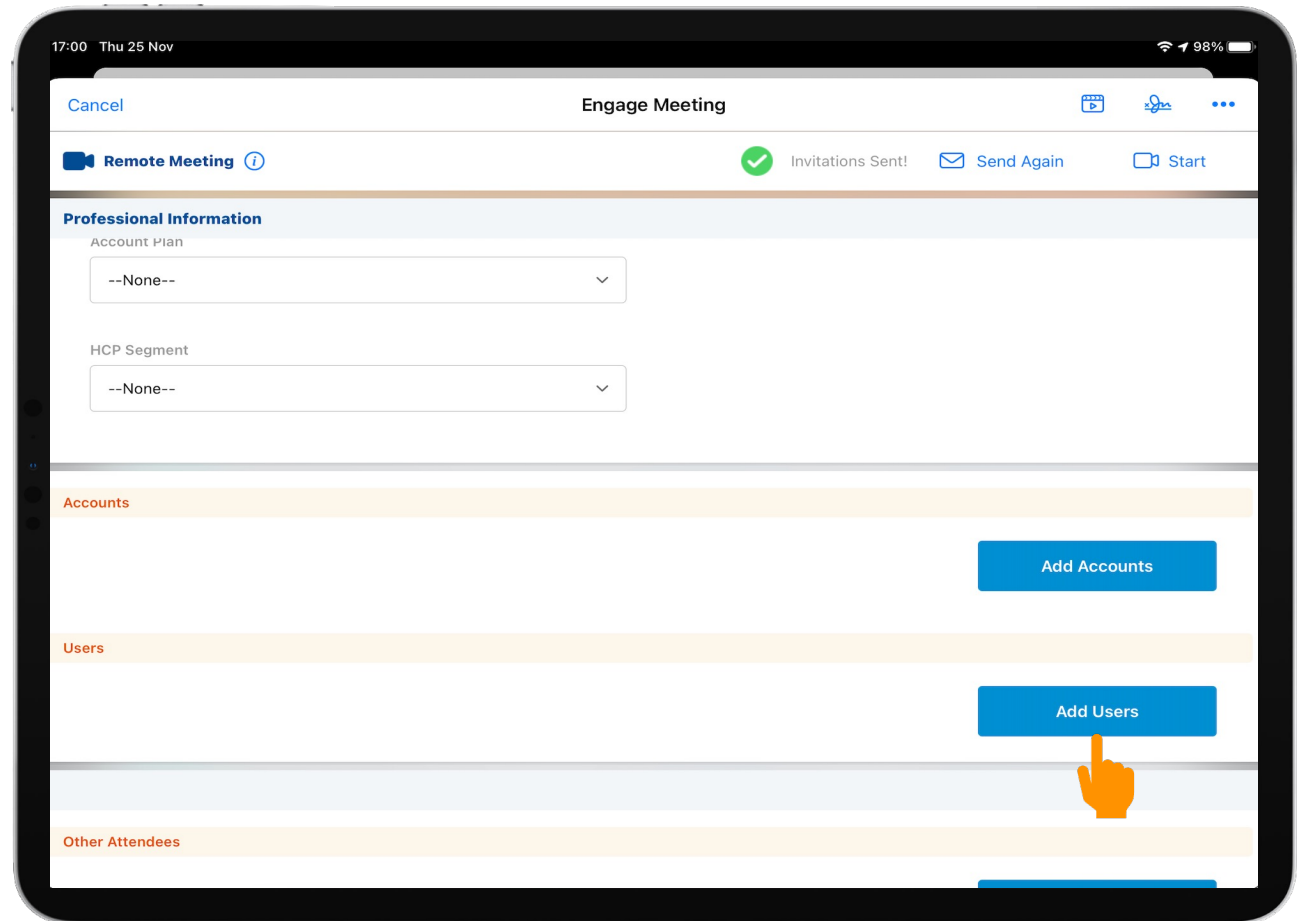




## Multiple Users participate in an EM

Extends Engage Meeting attendance to allow other Veeva users to participate for coaching, compliance, or account team responsibilities

CRM user attendees do not need Engage licenses

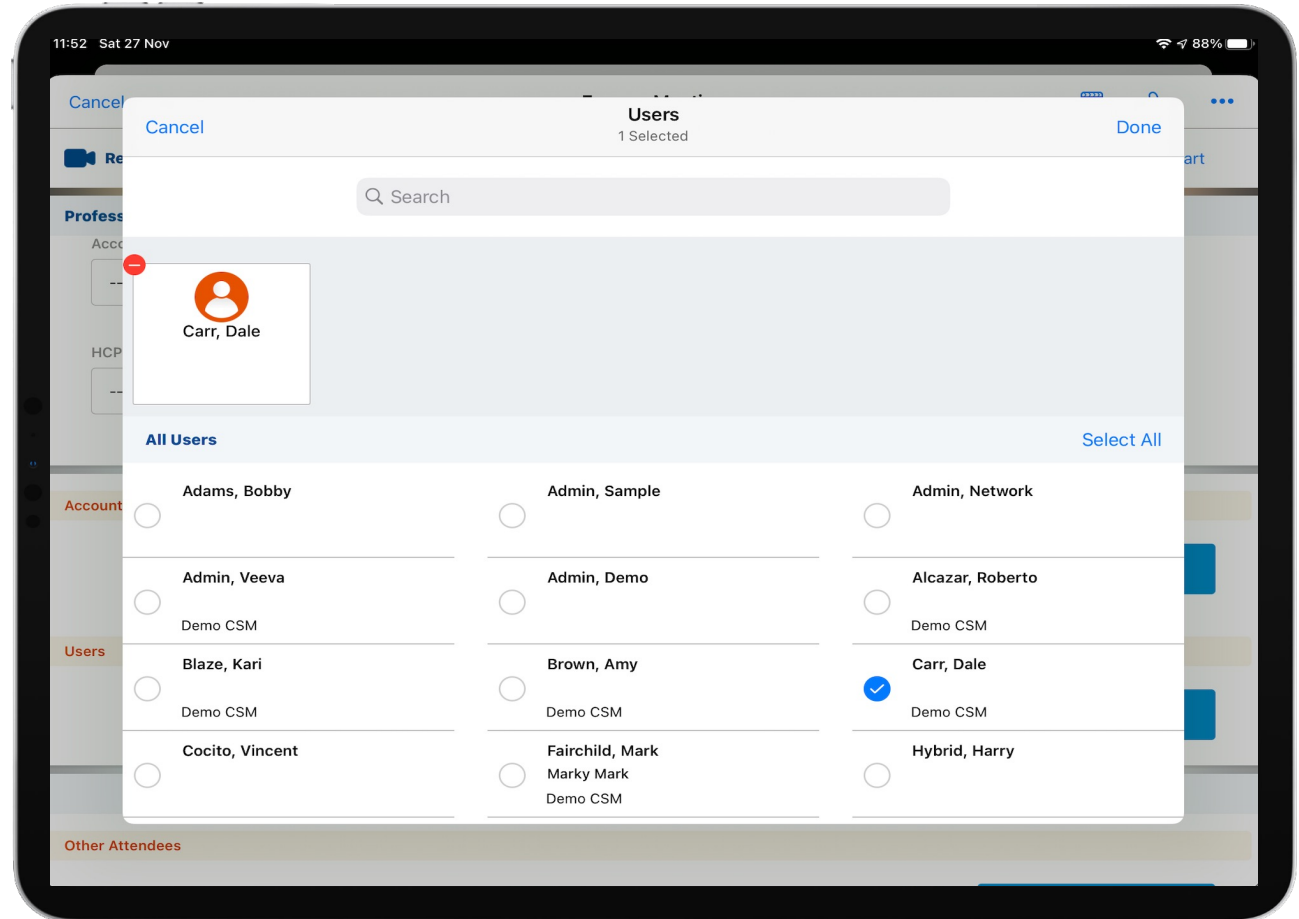




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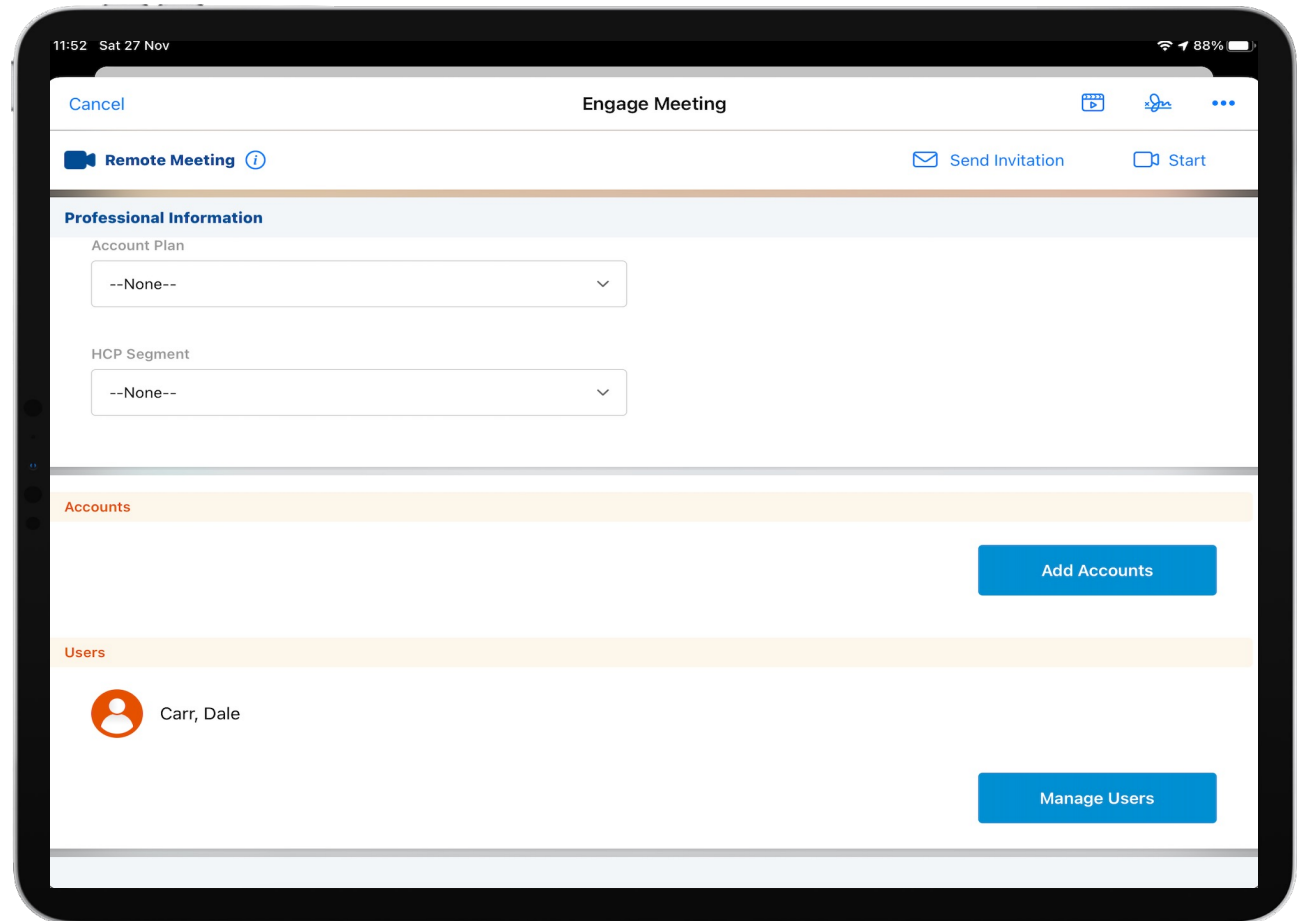




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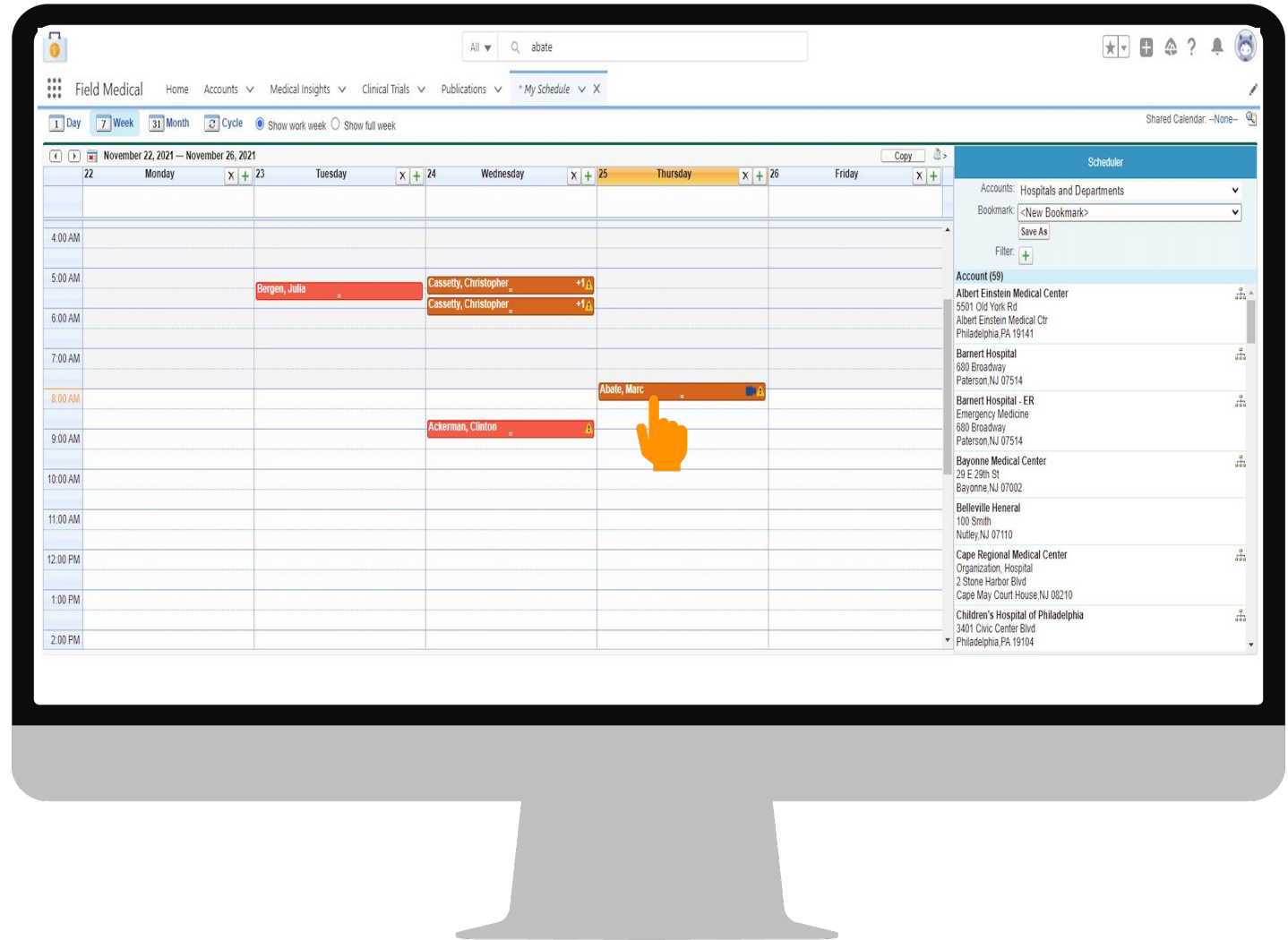




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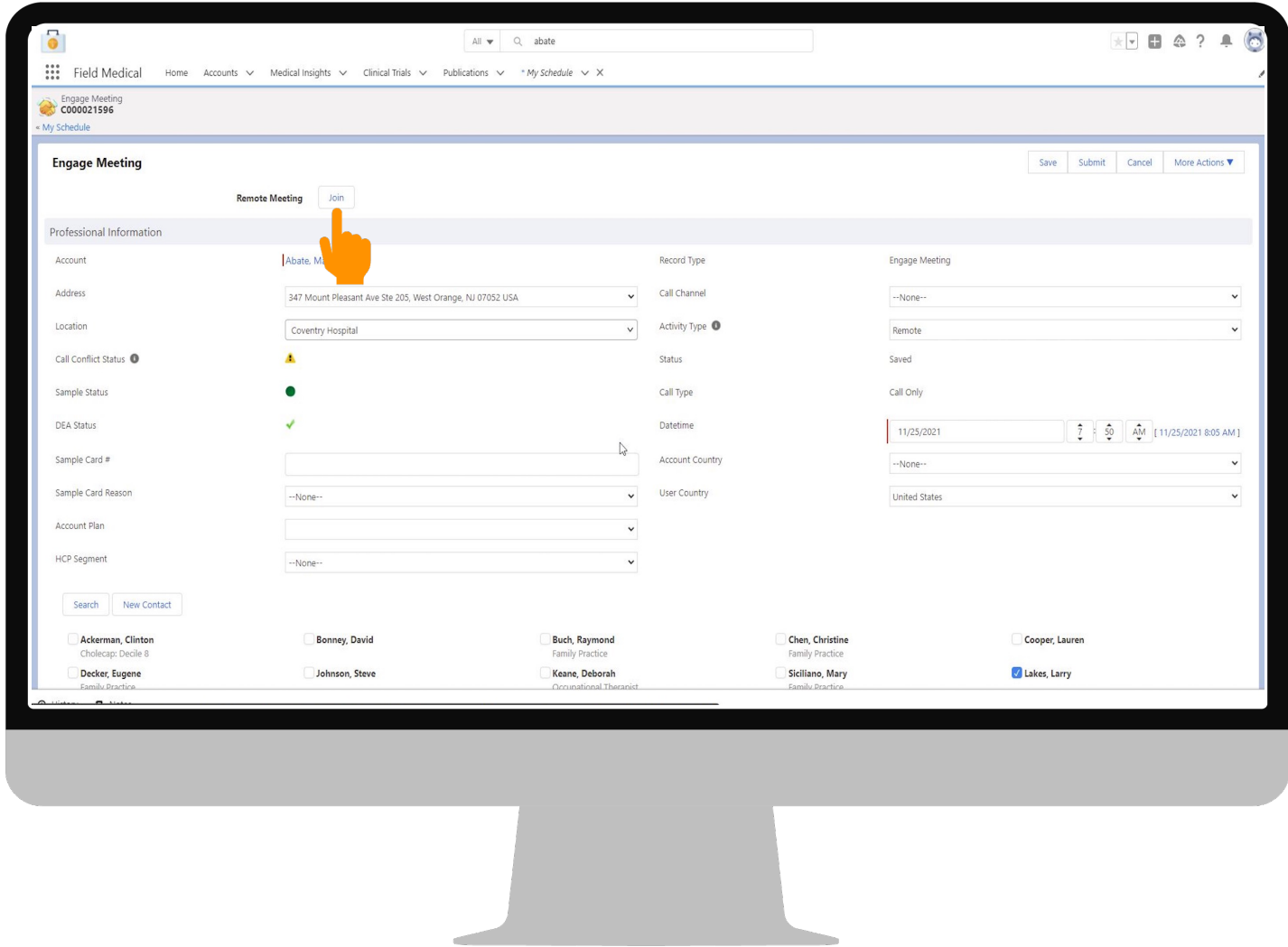




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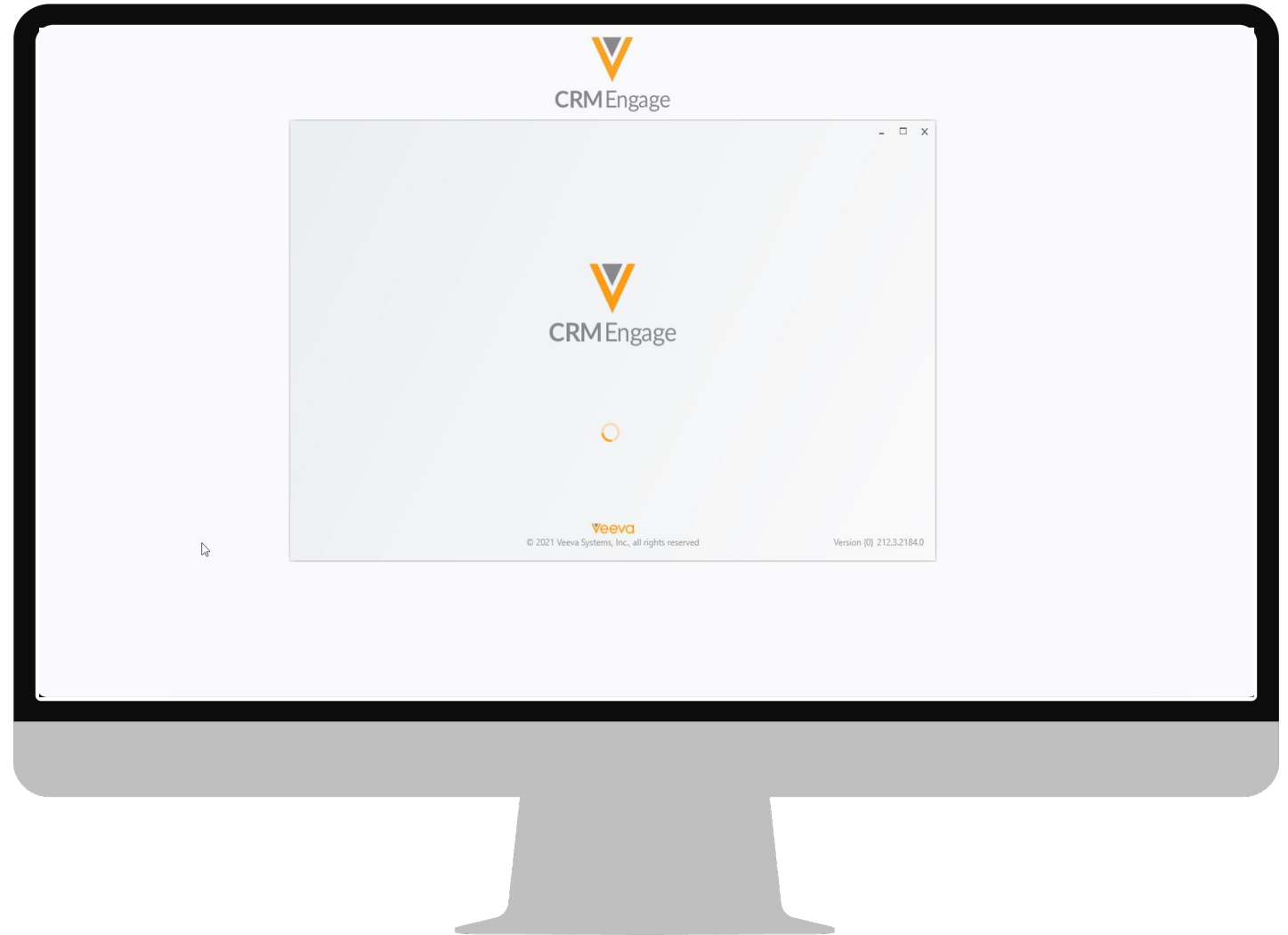




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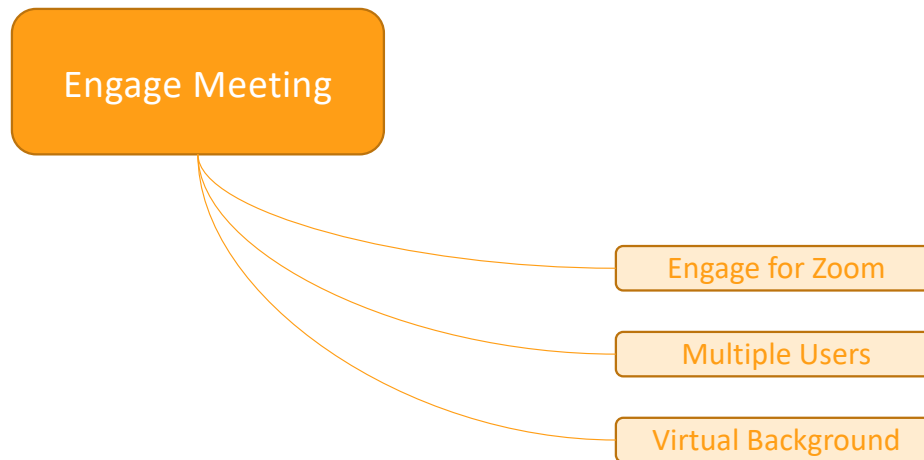
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# Overview Digital Engagement

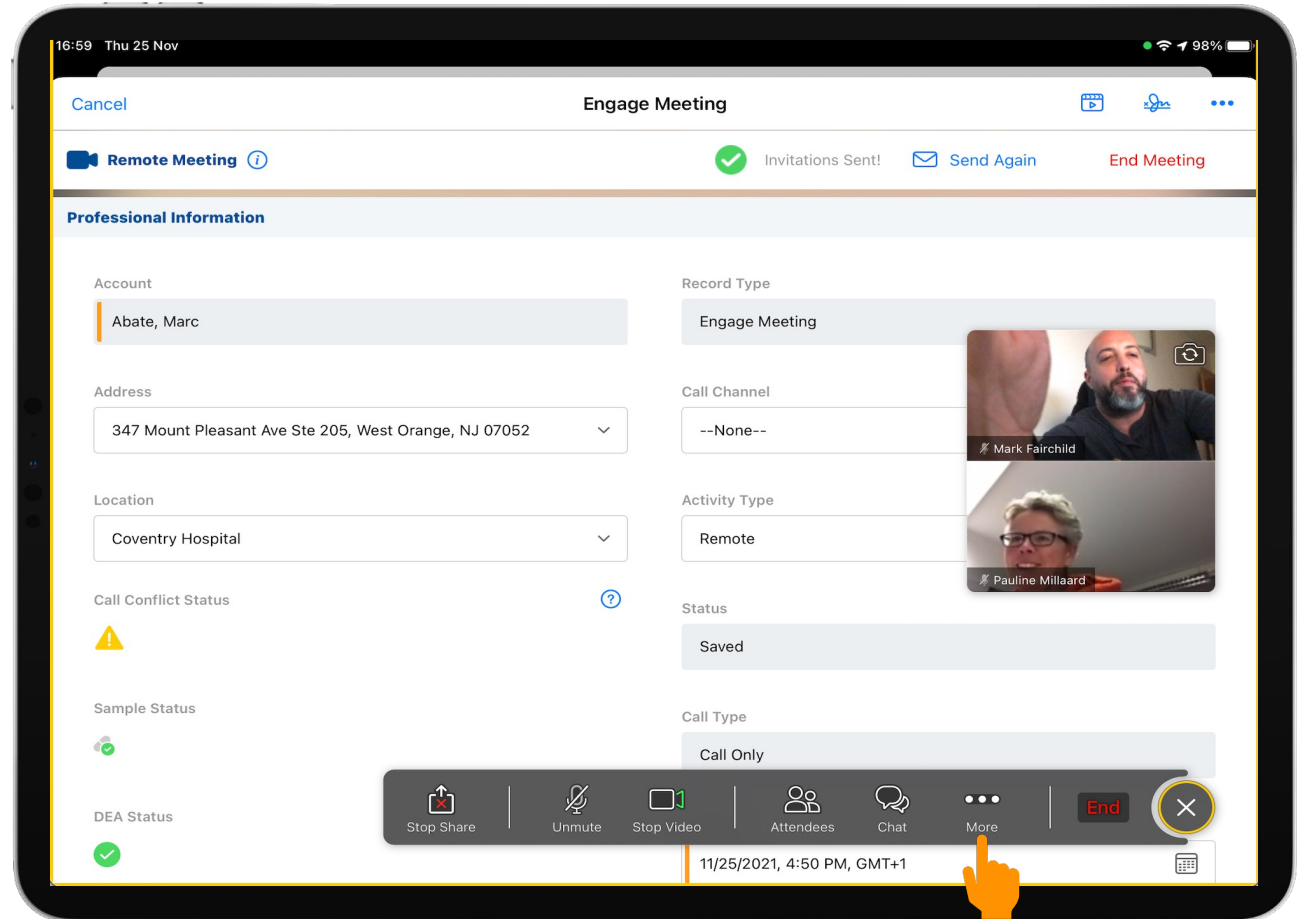




# Virtual Background

Engage Meeting hosts can now leverage virtual backgrounds when conducting a remote meeting

Provides an enhanced meeting experience by allowing the host use an image as their background

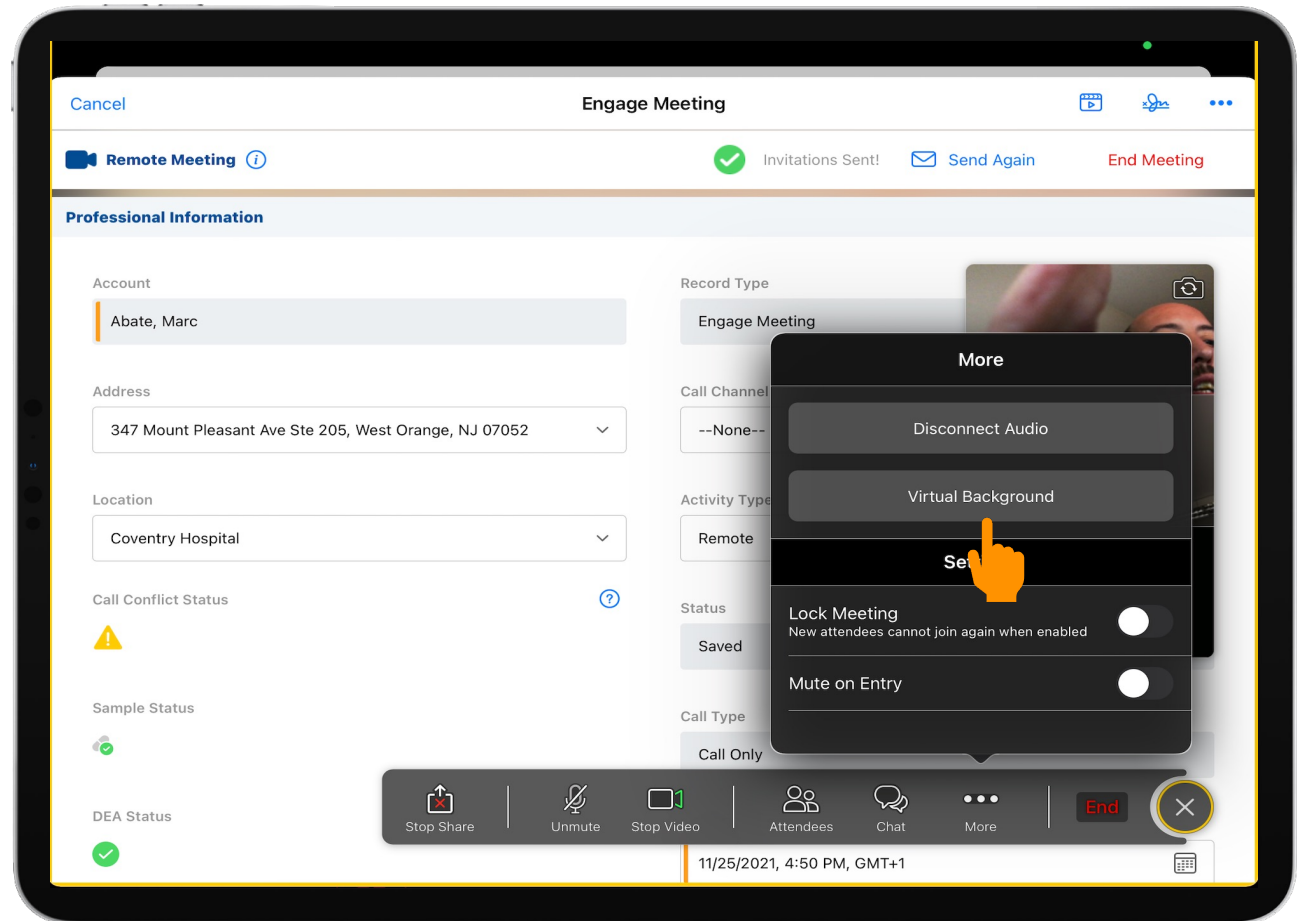




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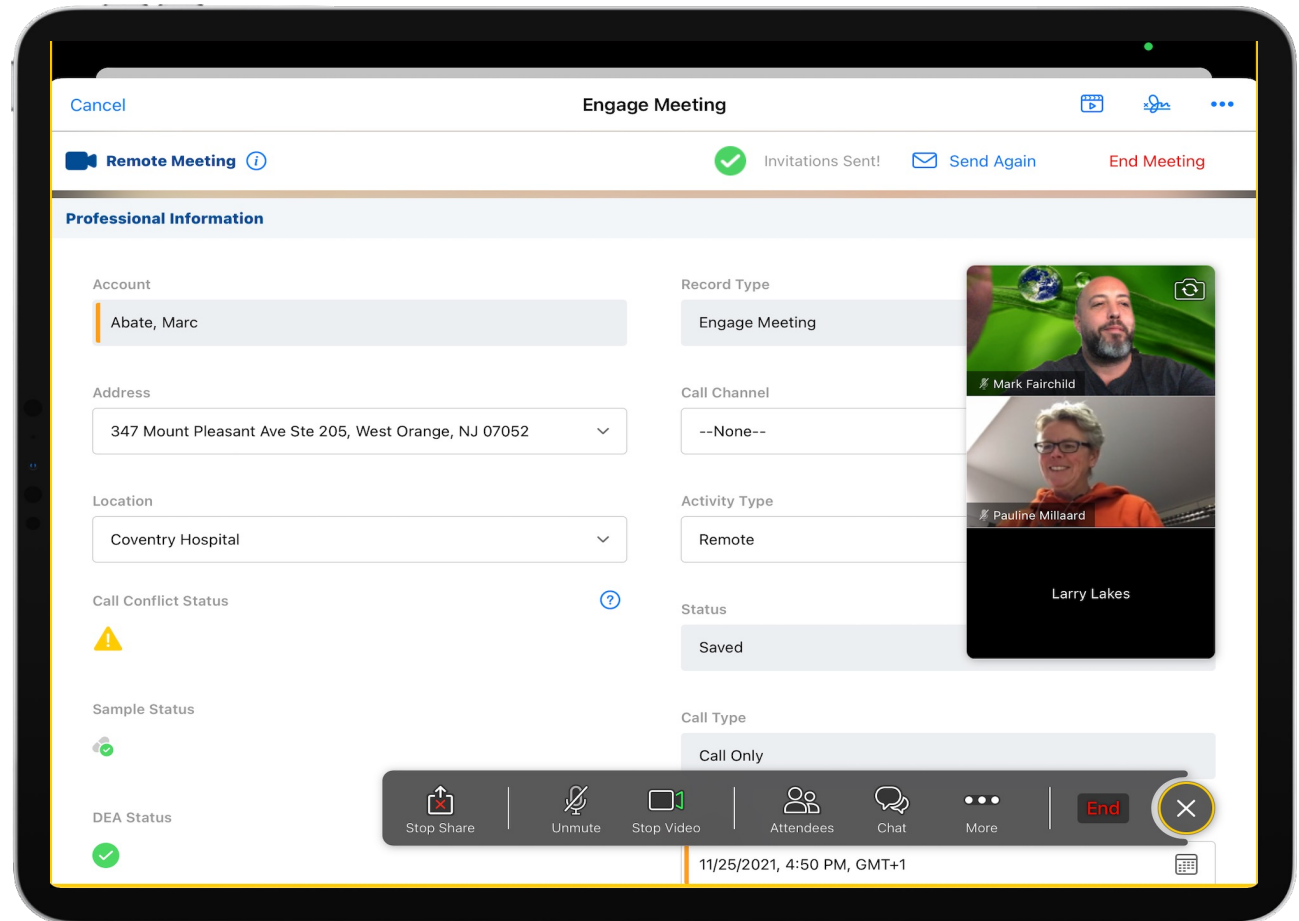




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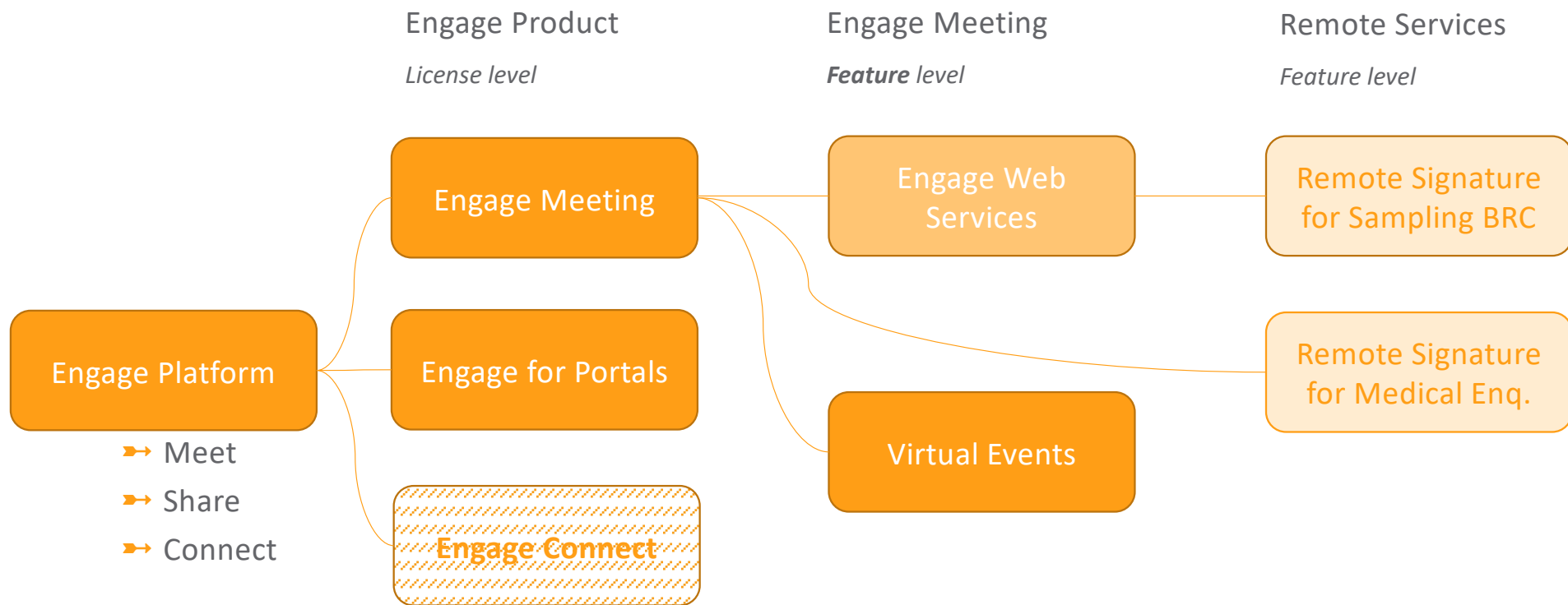
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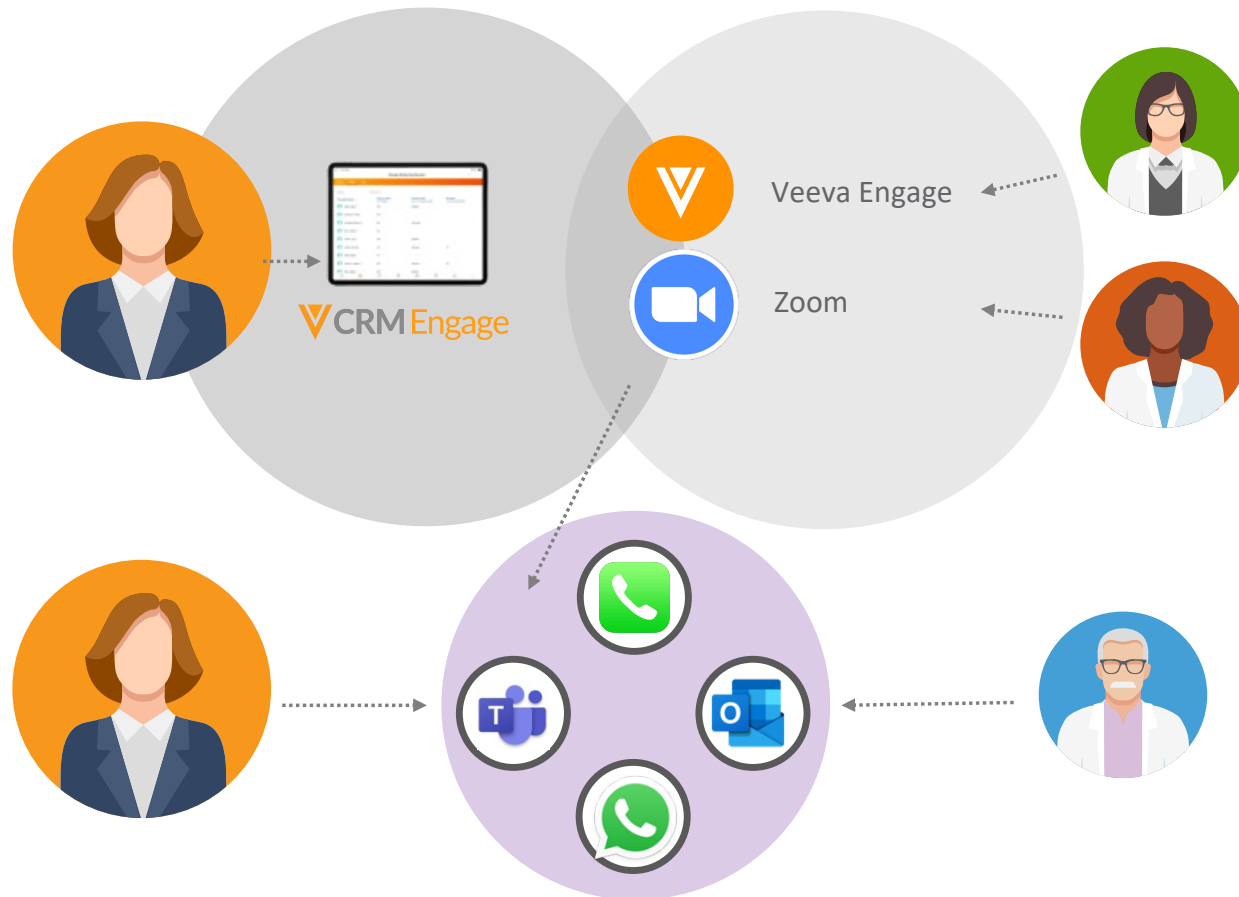


# Overview Digital Engagement





# Engage Web Services



**Compliant way to remotely complete various Veeva CRM transactions using any communication Channel**



## Capturing a Remote Signature for Sampling with EWS Links

Globally unique link that can be shared through any messaging service or application

Can only be accessed one time and after that they become expired

Transaction results are automatically written into Veeva CRM

18:34 Tue 30 Nov

Cancel Call Report Phone

**Professional Information**

Account: Abate, Marc

Record Type: Call Report

Address: 347 Mount Pleasant Ave Ste 205, West Orange, NJ 07052

Location: Coventry Hospital

Activity Type: Phone

Status:

Call Conflict Status: ⚠️

Call Type:

Datetime: 11/30/2021, 6:34 PM, GMT+1

Call Reminder:



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The screenshot shows a mobile application interface for a 'Call Report'. The top status bar displays '16:36 Thu 25 Nov' and '100%' battery. The app header includes a 'Cancel' button, the title 'Call Report', and navigation icons. Below the header are sections for 'Key Messages And Comments', 'CLM Details', and 'Samples And Promotional Items'. A 'Scan Barcode' button is visible in the 'Samples And Promotional Items' section. Under the 'Sample' section, there is an 'Add Sample' button. The 'Ship to Practitioner' section contains two dropdown menus: 'Ship To Location' (set to 'The Dermatology Group') and 'Ship To Address' (set to '88 Park Ave Ste 2a, Used To Capture Mail, Nutley, NJ 07110, U...'). Below these is a table with columns for 'Item', 'Qty', and 'Custom Text'. The table contains one row: 'Cholecap 20mg (BRC)' with a quantity of '2'. An 'Add Ship to Practitioner' button is located at the bottom right of the form. At the very bottom, there is a partially visible 'Alternative Sample' section.



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The screenshot shows a mobile application interface for a 'Call Report'. At the top, there is a status bar with the time '16:36', date 'Thu 25 Nov', and battery level '100%'. The app header includes a 'Cancel' button, the title 'Call Report', and a 'Signature' icon with a hand cursor pointing to it. Below the header are sections for 'Key Messages And Comments', 'CLM Details', and 'Samples And Promotional Items'. A 'Scan Barcode' button is visible in the 'Samples And Promotional Items' section. Under the 'Sample' section, there is an 'Add Sample' button. The 'Ship to Practitioner' section contains two dropdown menus: 'Ship To Location' (set to 'The Dermatology Group') and 'Ship To Address' (set to '88 Park Ave Ste 2a, Used To Capture Mail, Nutley, NJ 07110, U...'). Below these are fields for 'Item' (Cholecap 20mg (BRC)), 'Qty' (2), and 'Custom Text'. An 'Add Ship to Practitioner' button is at the bottom right. A red minus sign is next to the item name. At the very bottom, there is a partially visible 'Alternative Sample' section.



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The screenshot shows a mobile application interface for 'Signature Set Up'. At the top, there is a 'Cancel' button on the left and the title 'Signature Set Up' in the center. Below the title, there are several sections:

- Display Image:** Shows the 'CholeCap' logo with the tagline 'Through Healthcare Connect'.
- Account Details:** Includes a 'Signee' field with the text 'Dr. Marc Abate, MD Cardiology'.
- Receipt:** Features a dropdown menu currently set to 'Receipt Declined'.
- Signature Method:** Offers two options: 'Face to Face' and 'Share Link'. The 'Share Link' option is selected, indicated by a blue checkmark.

At the bottom of the form is a large blue button labeled 'Next'.

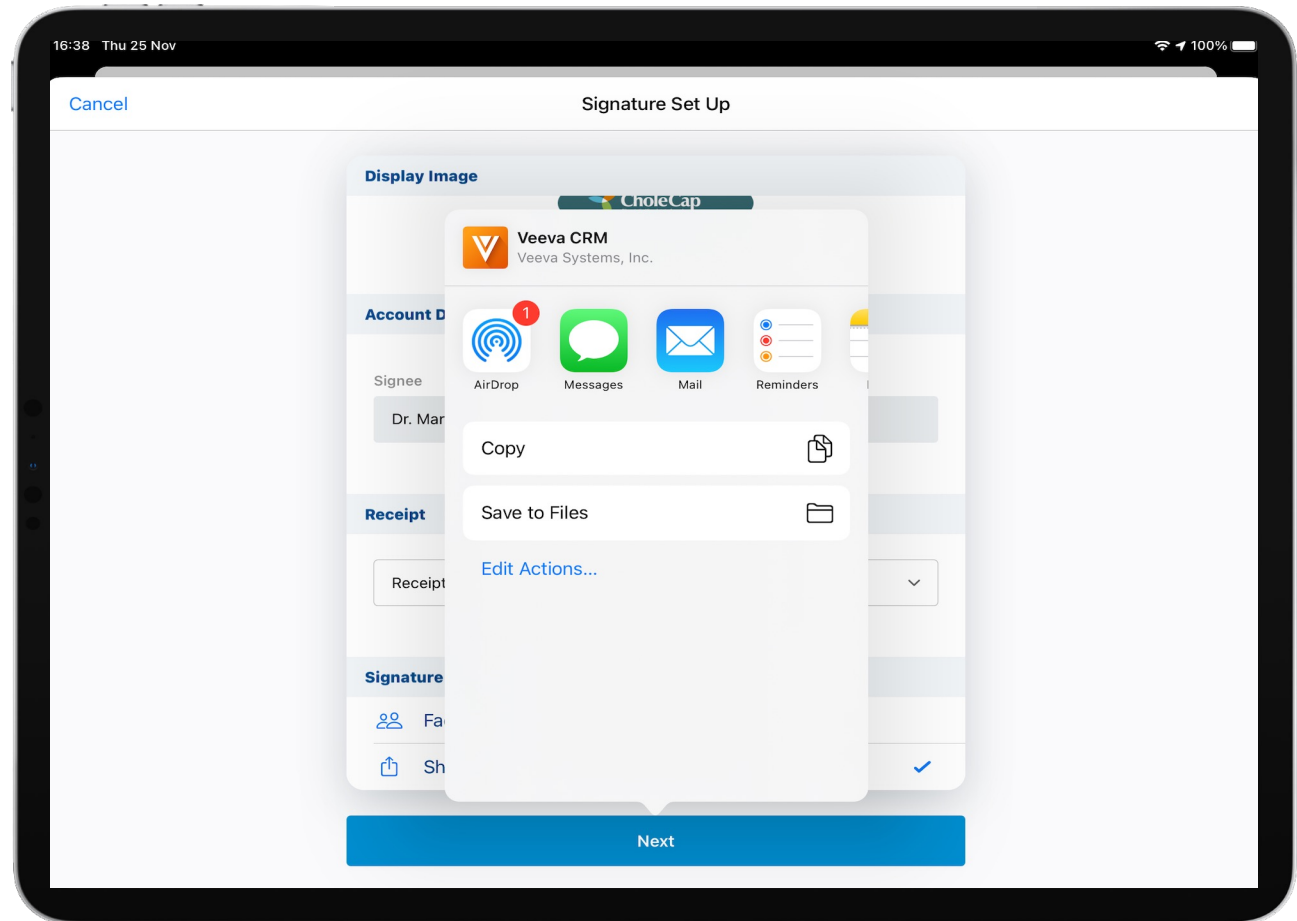


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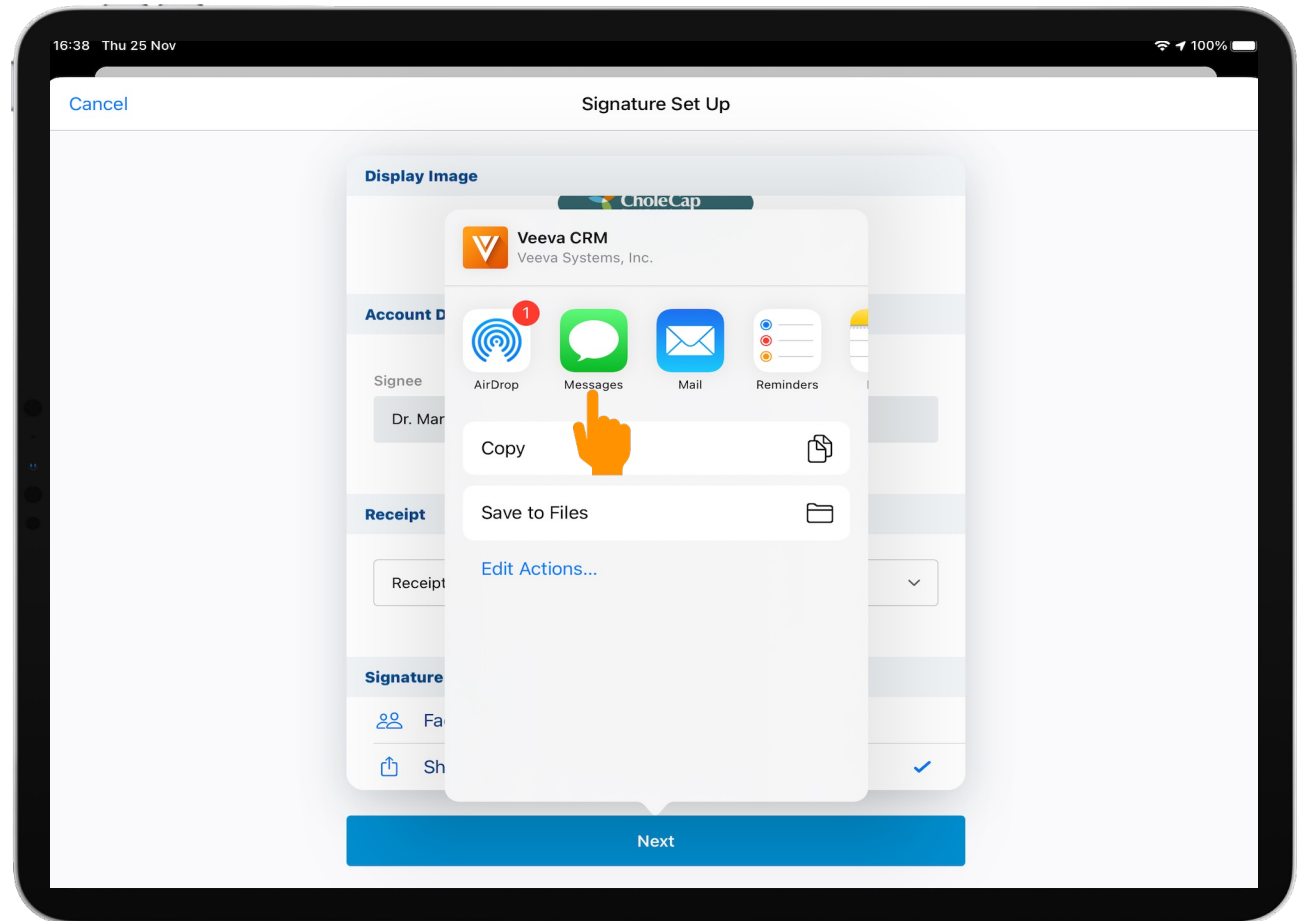


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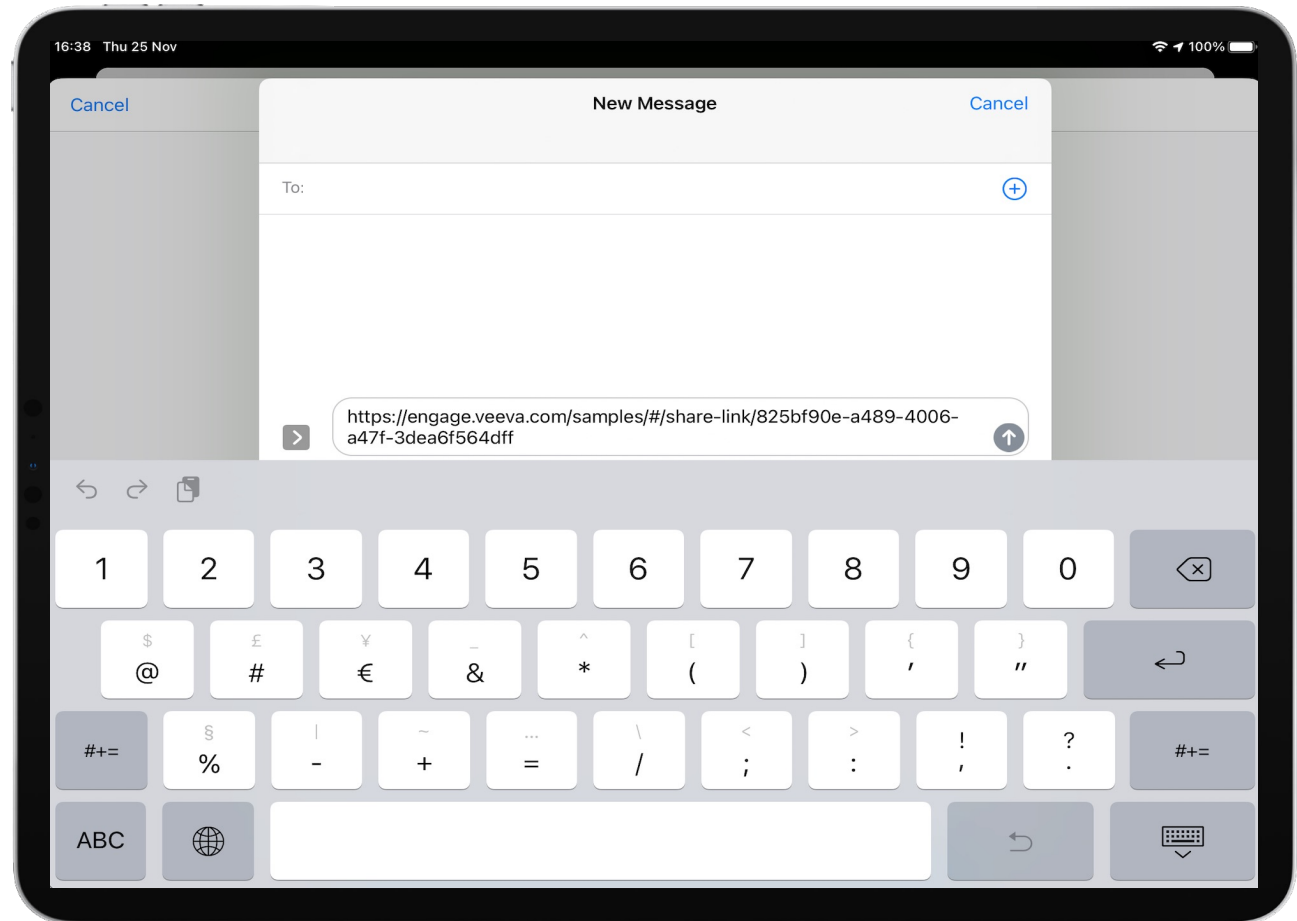


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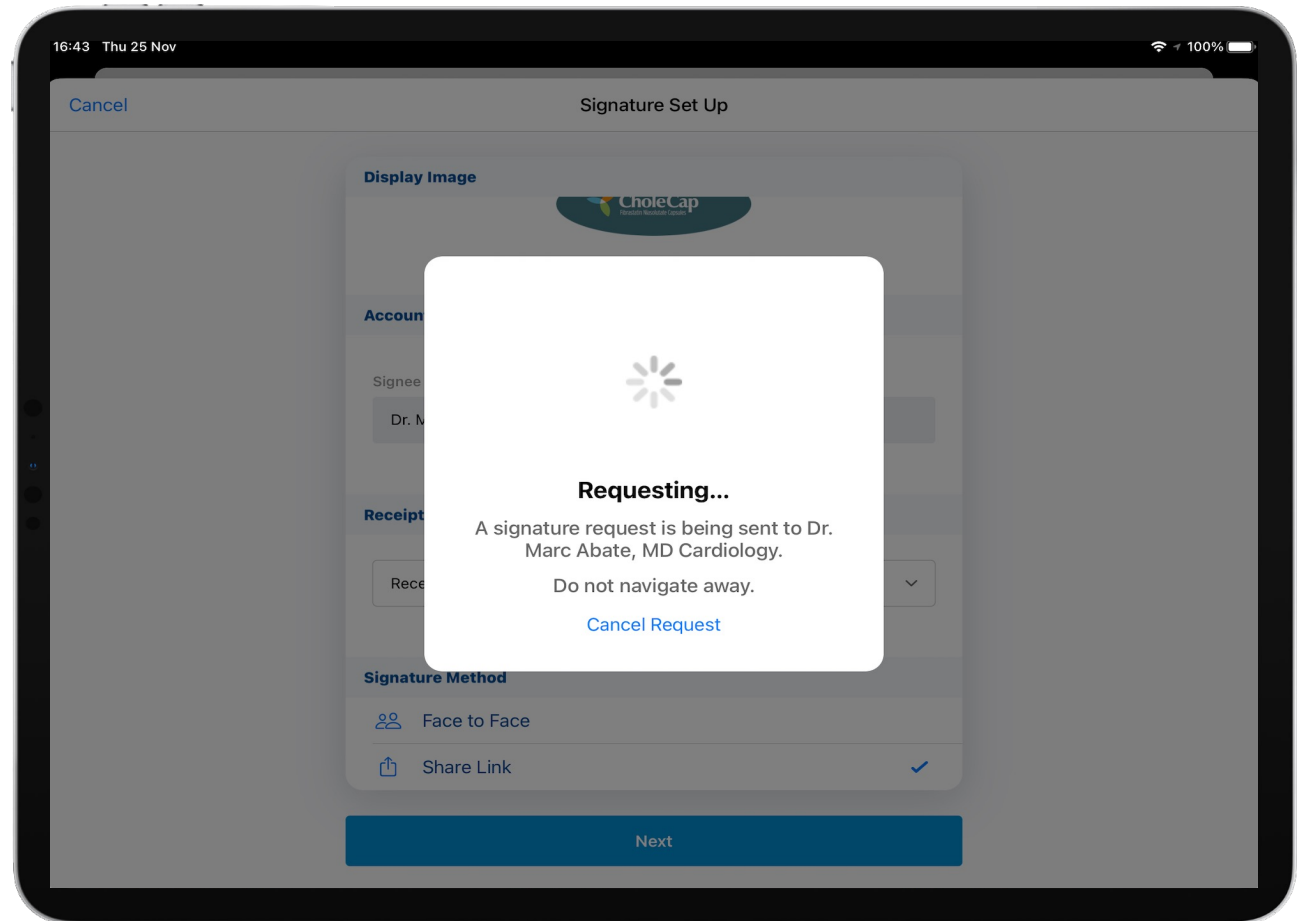


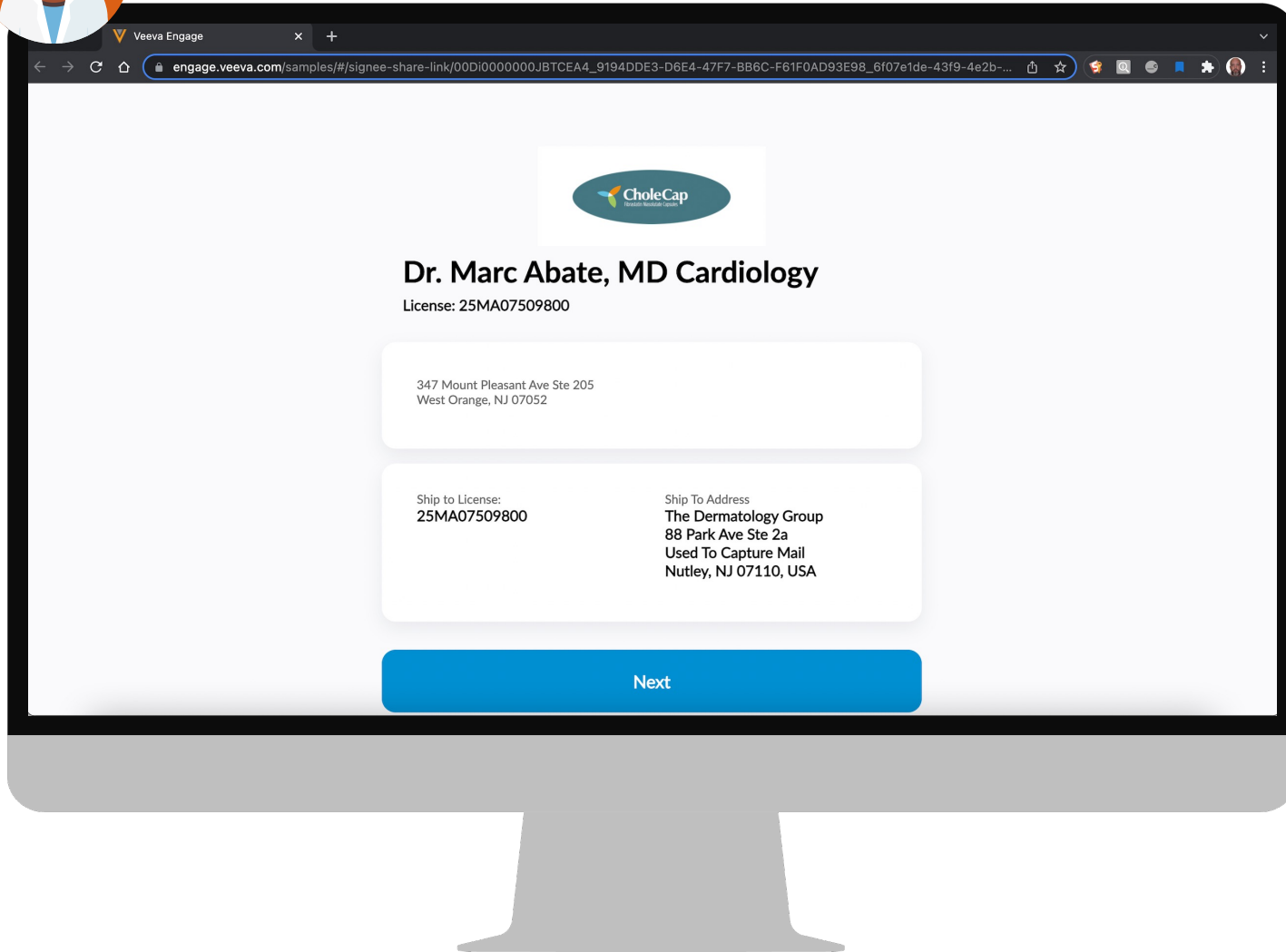
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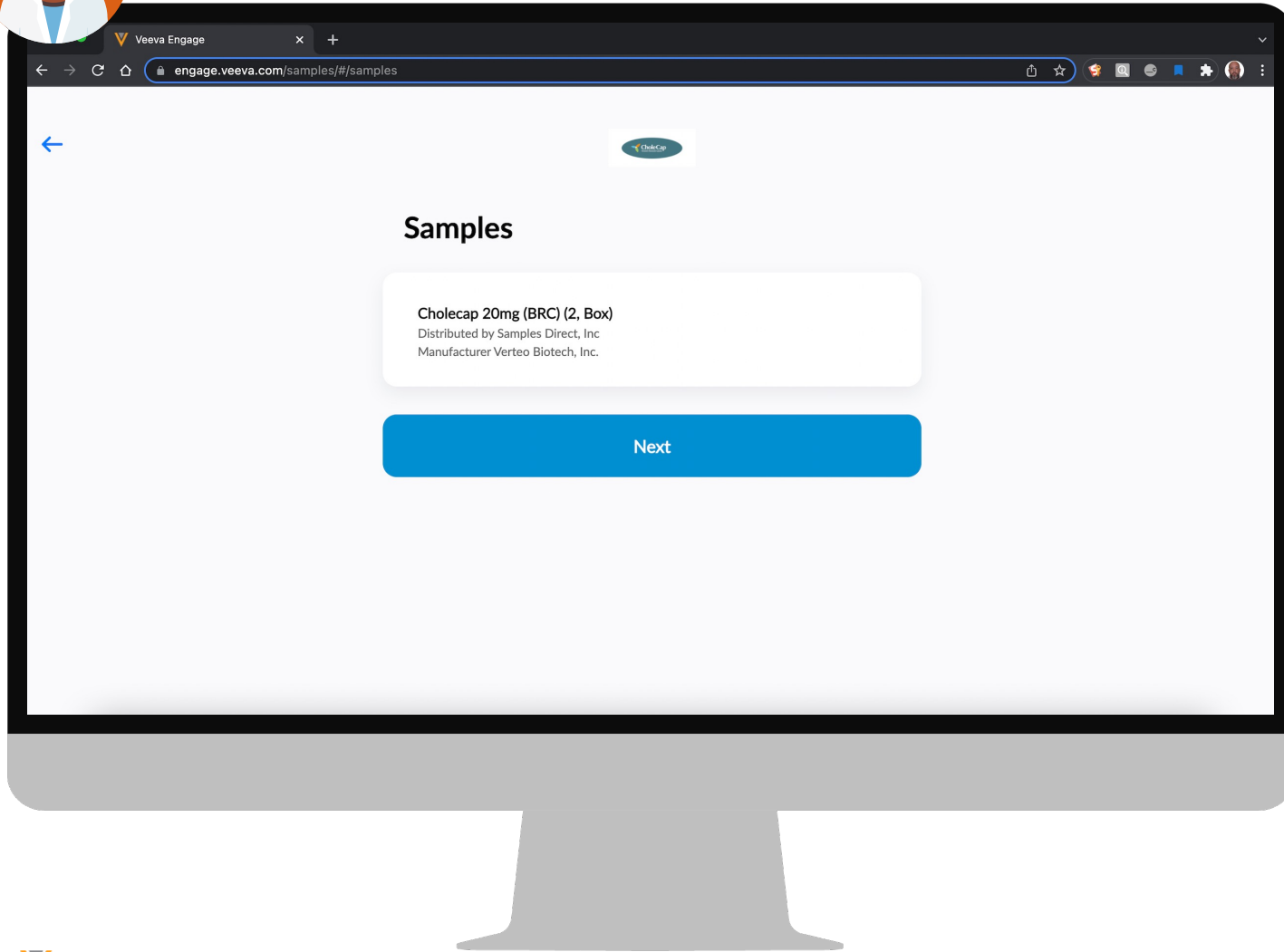


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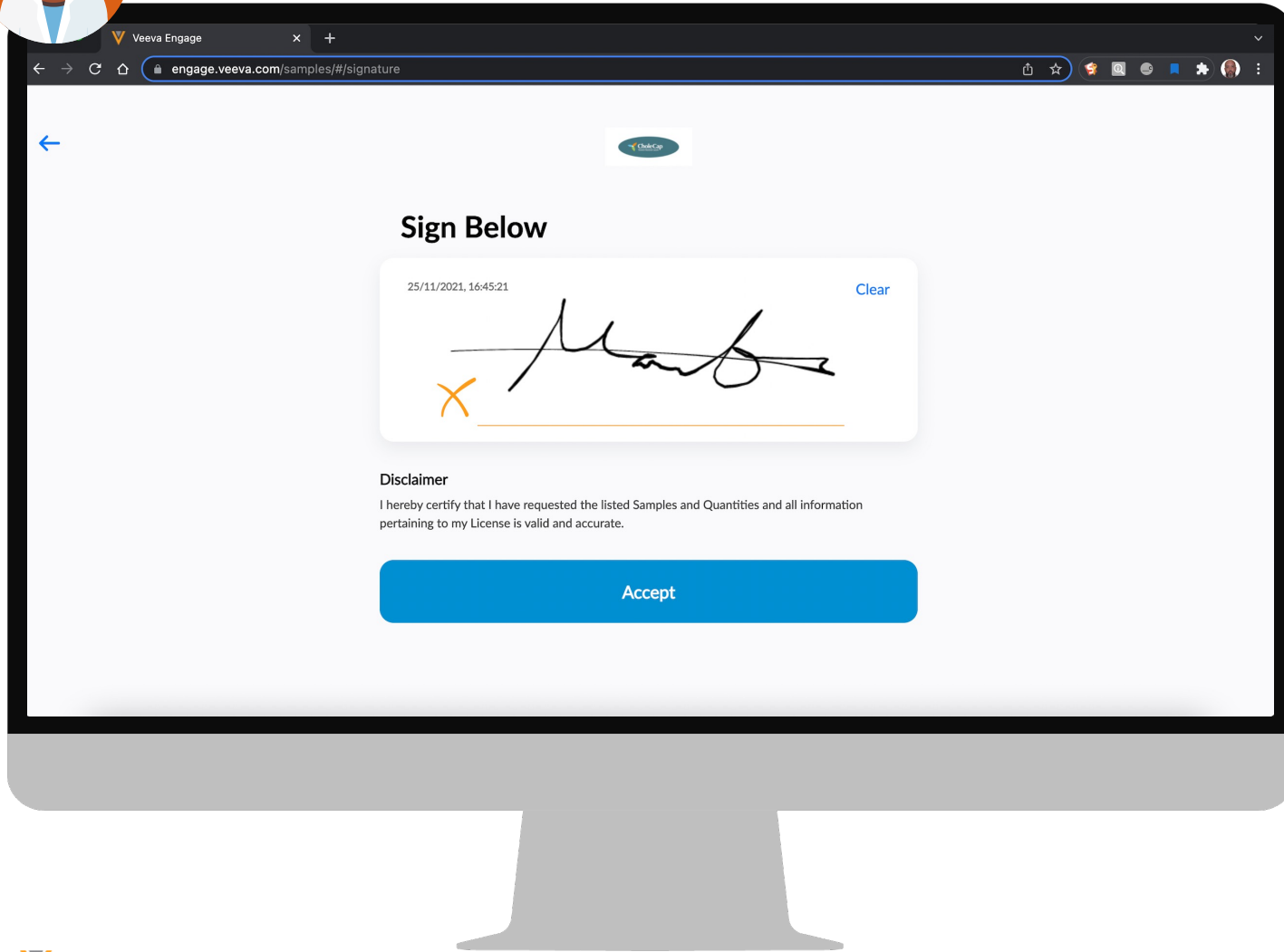


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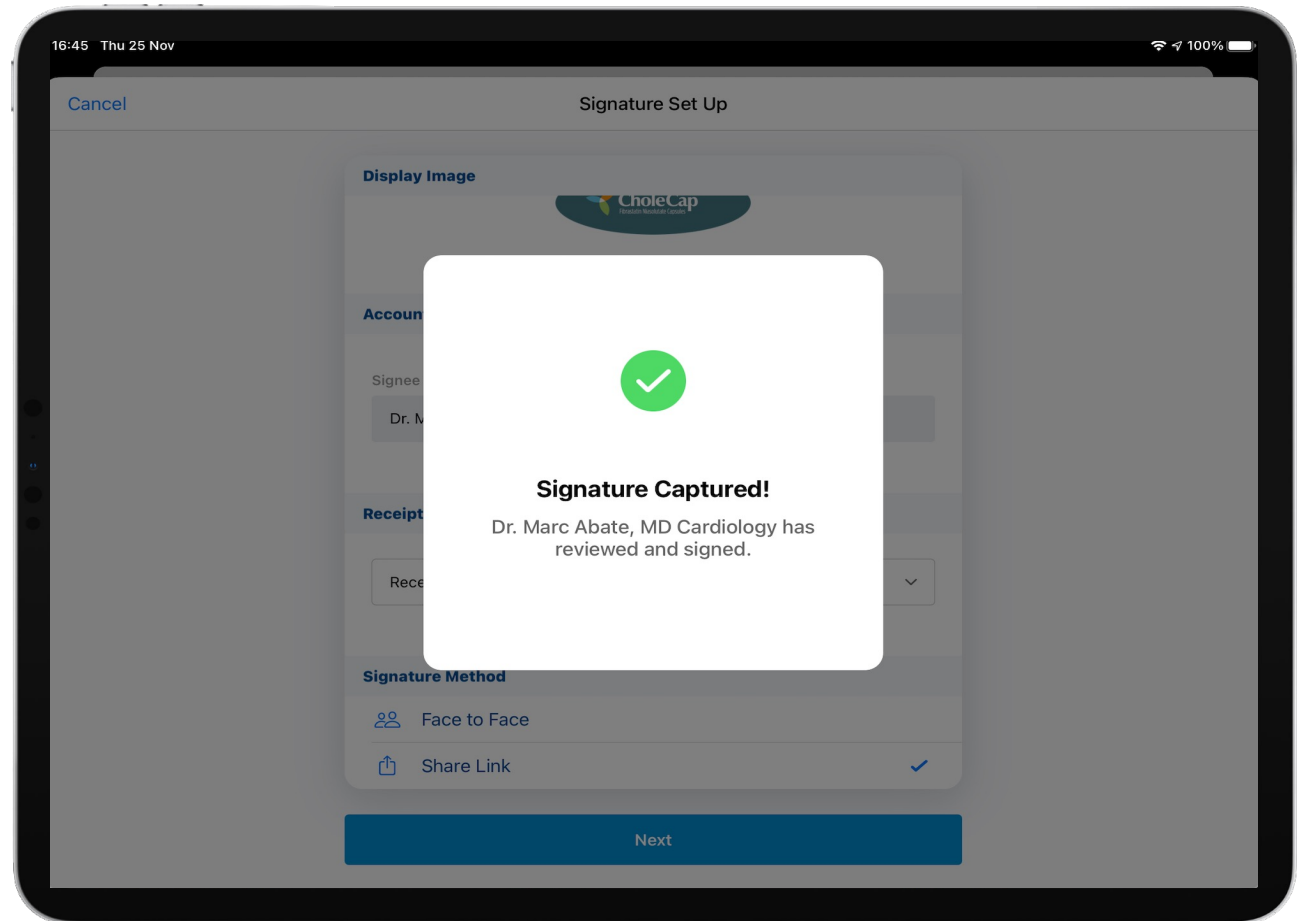


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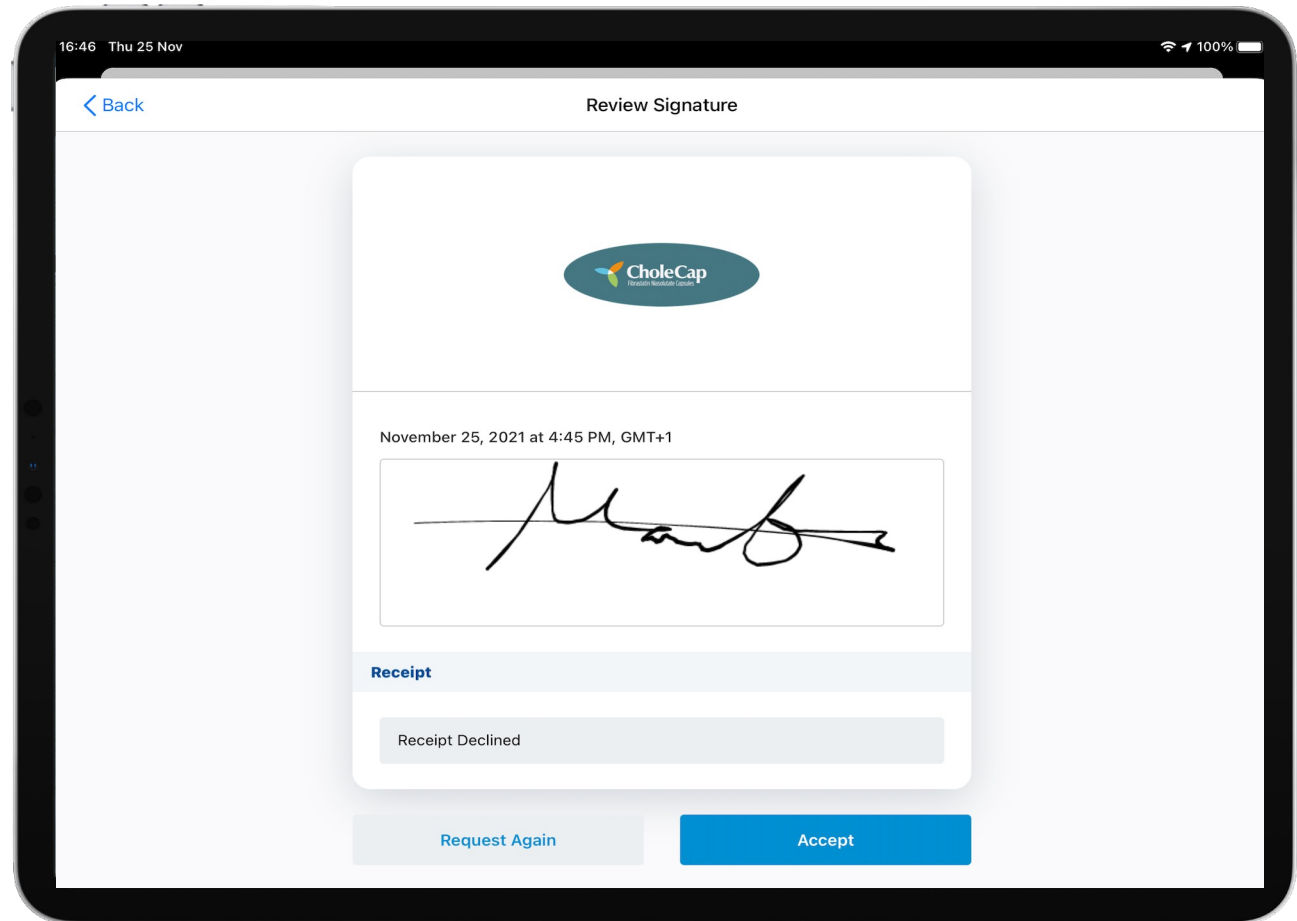


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Cancel Signature Captured! Call Report

Key messages And Comments

CLM Details

Samples And Promotional Items

Ship to Practitioner

Ship To Location: The Dermatology Group

Ship To Address: 88 Park Ave Ste 2a, Used To Capture Mail, Nutley, NJ 07110

Item	Qty	Custom Text
Cholecap 20mg (BRC)	2	

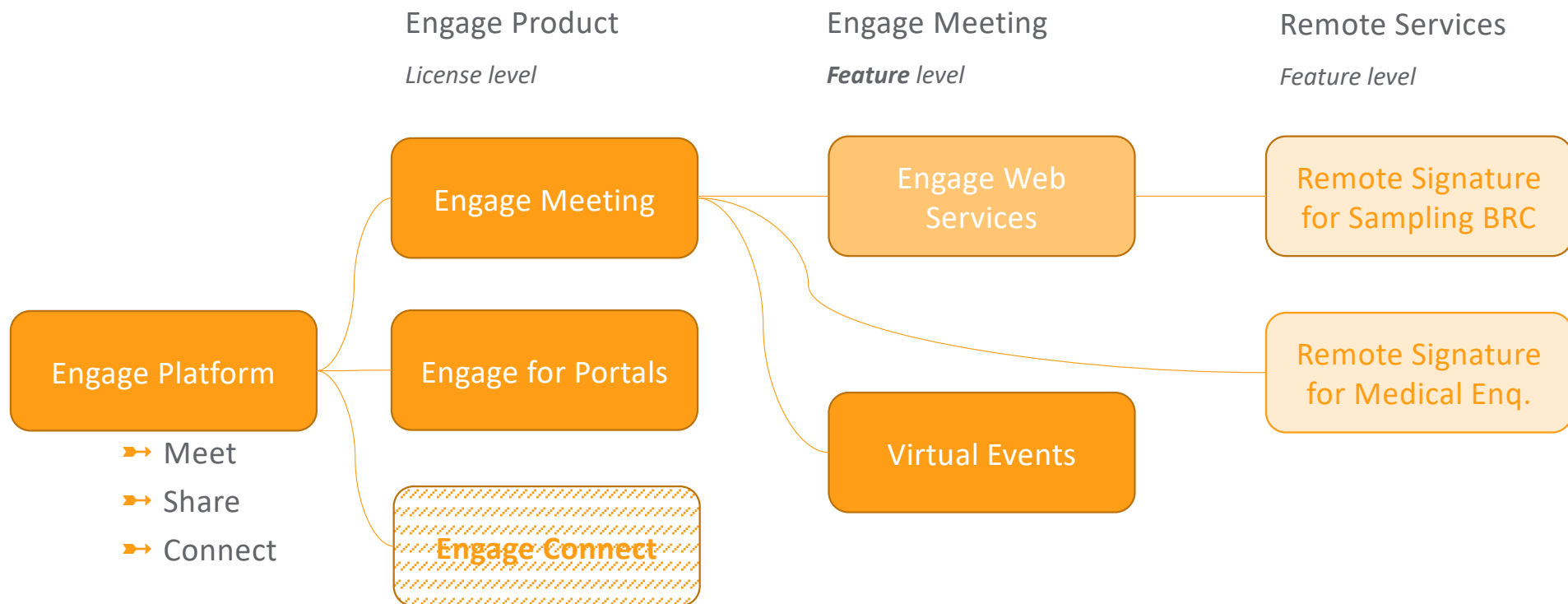
Promotional Add Promotional

Flashcard Add Flashcard



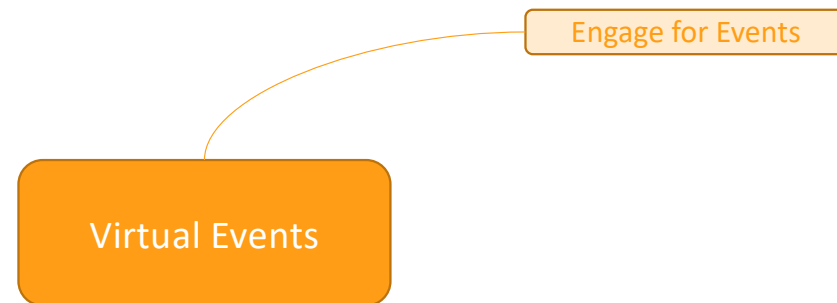


# Overview Digital Engagement





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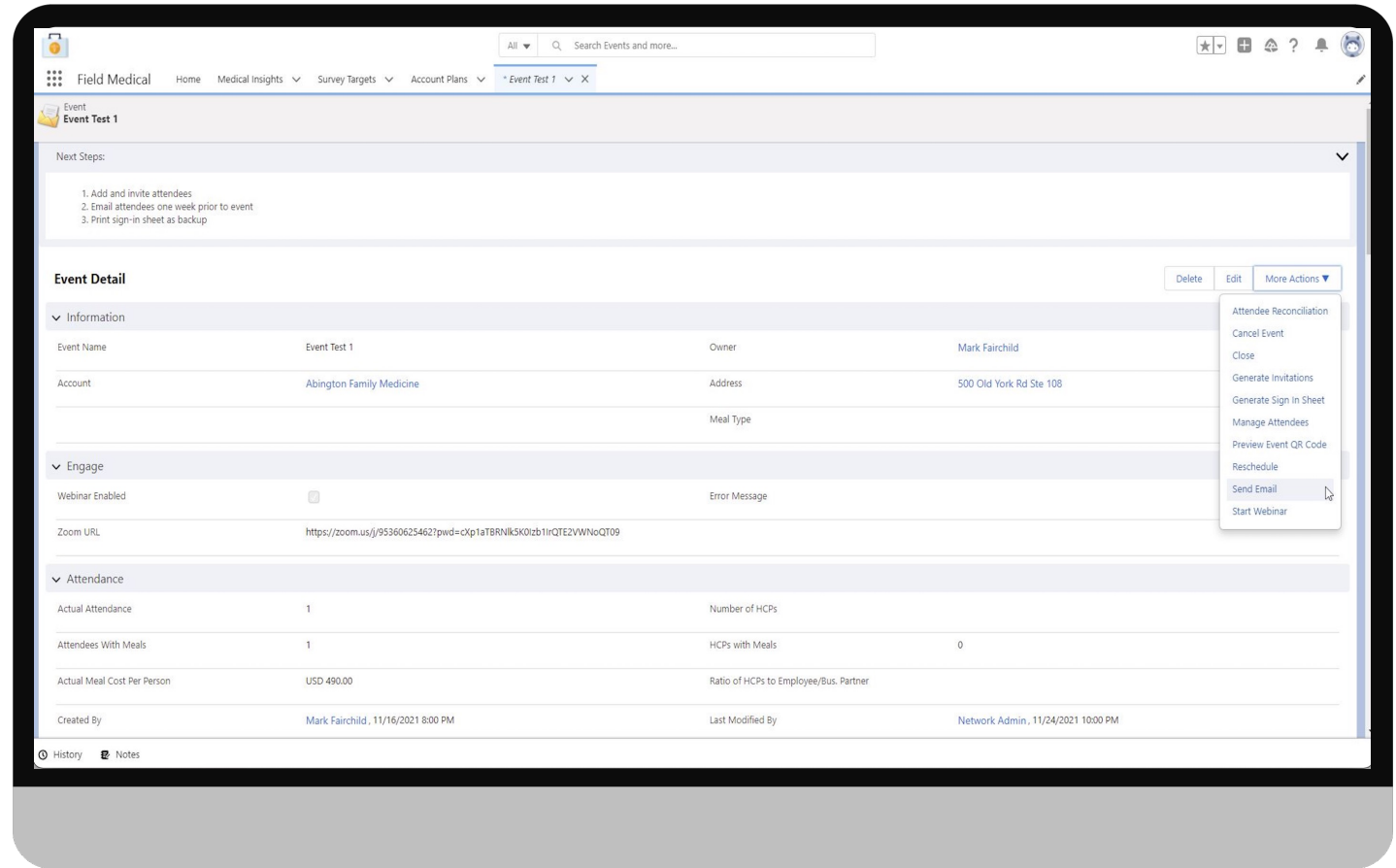


# Hosting a Virtual Event using Engage Meetings

Enables Event Organizers to plan, schedule and execute virtual events, including attendees and speakers up to 300 participants

Replaces Engage Webinar

Attendees can join via the EM app or via the Zoom app



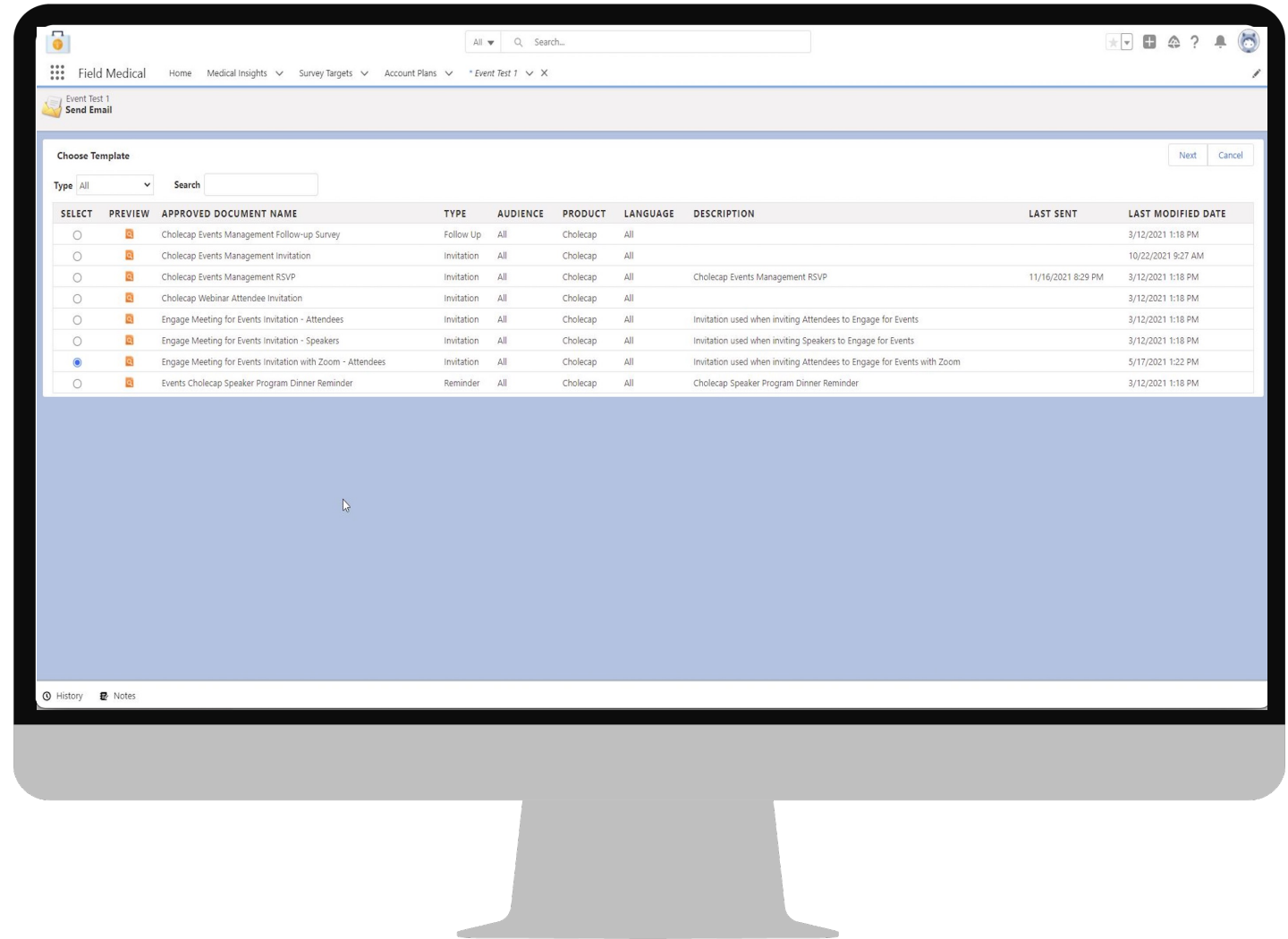


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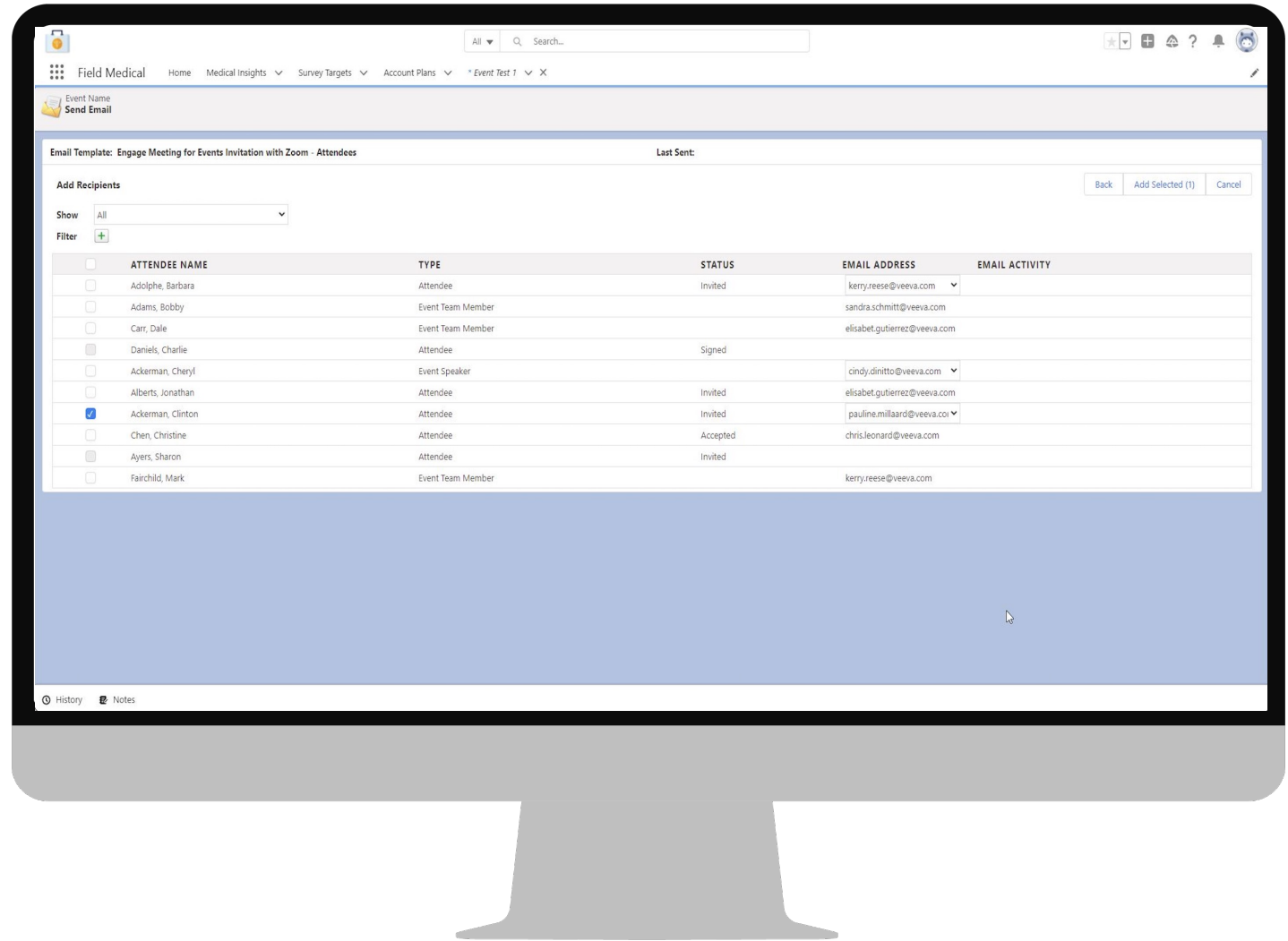


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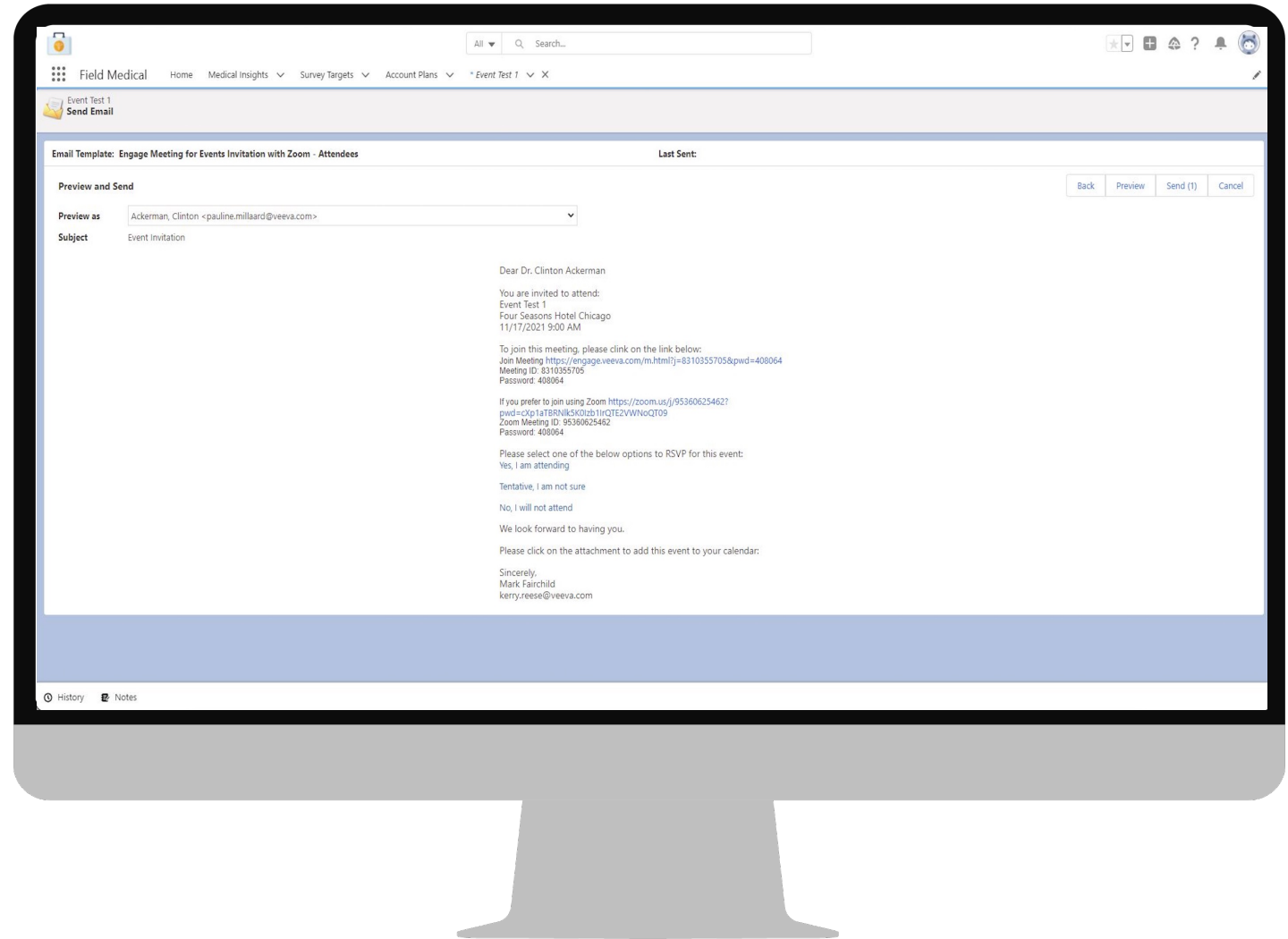


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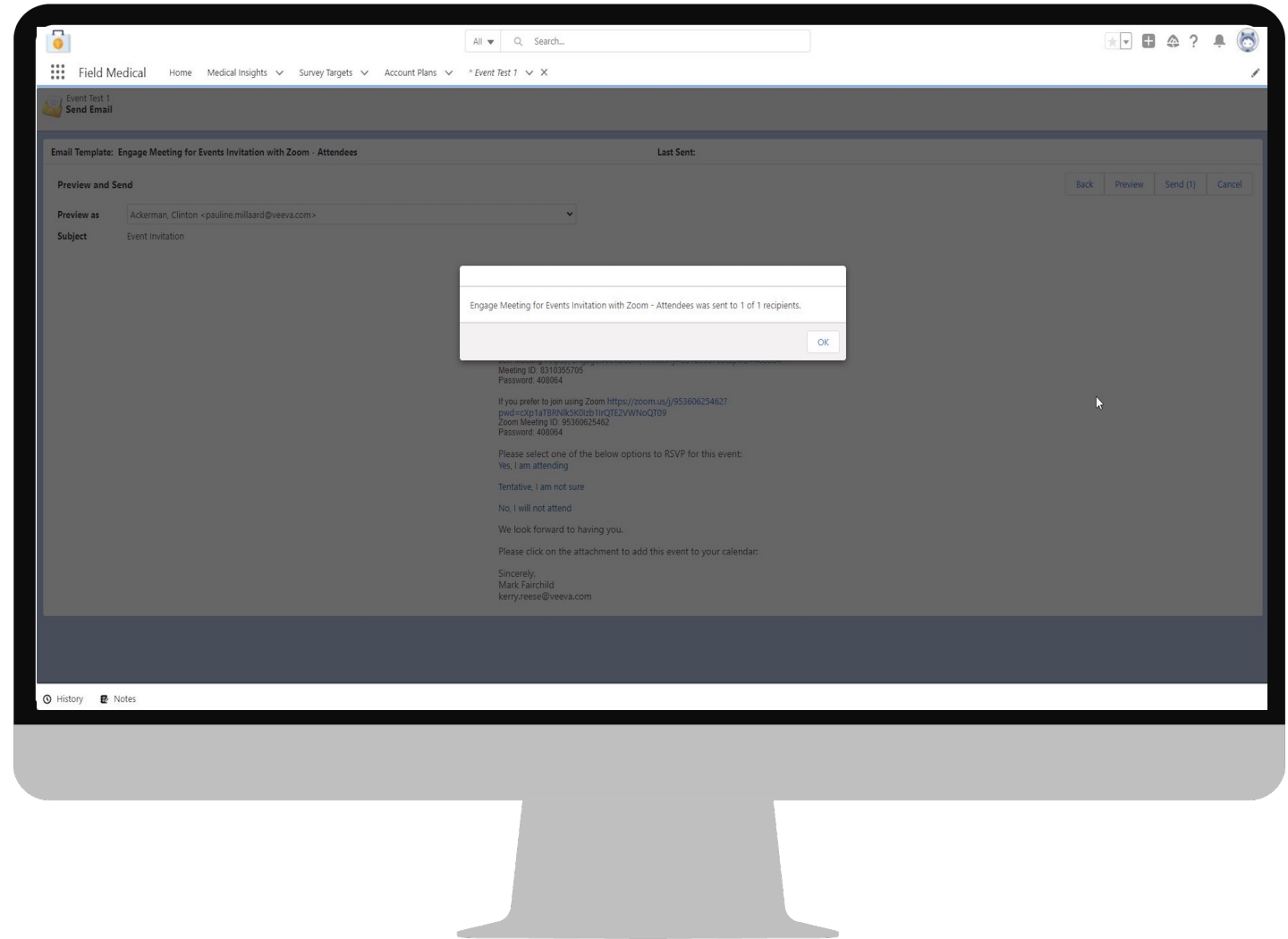


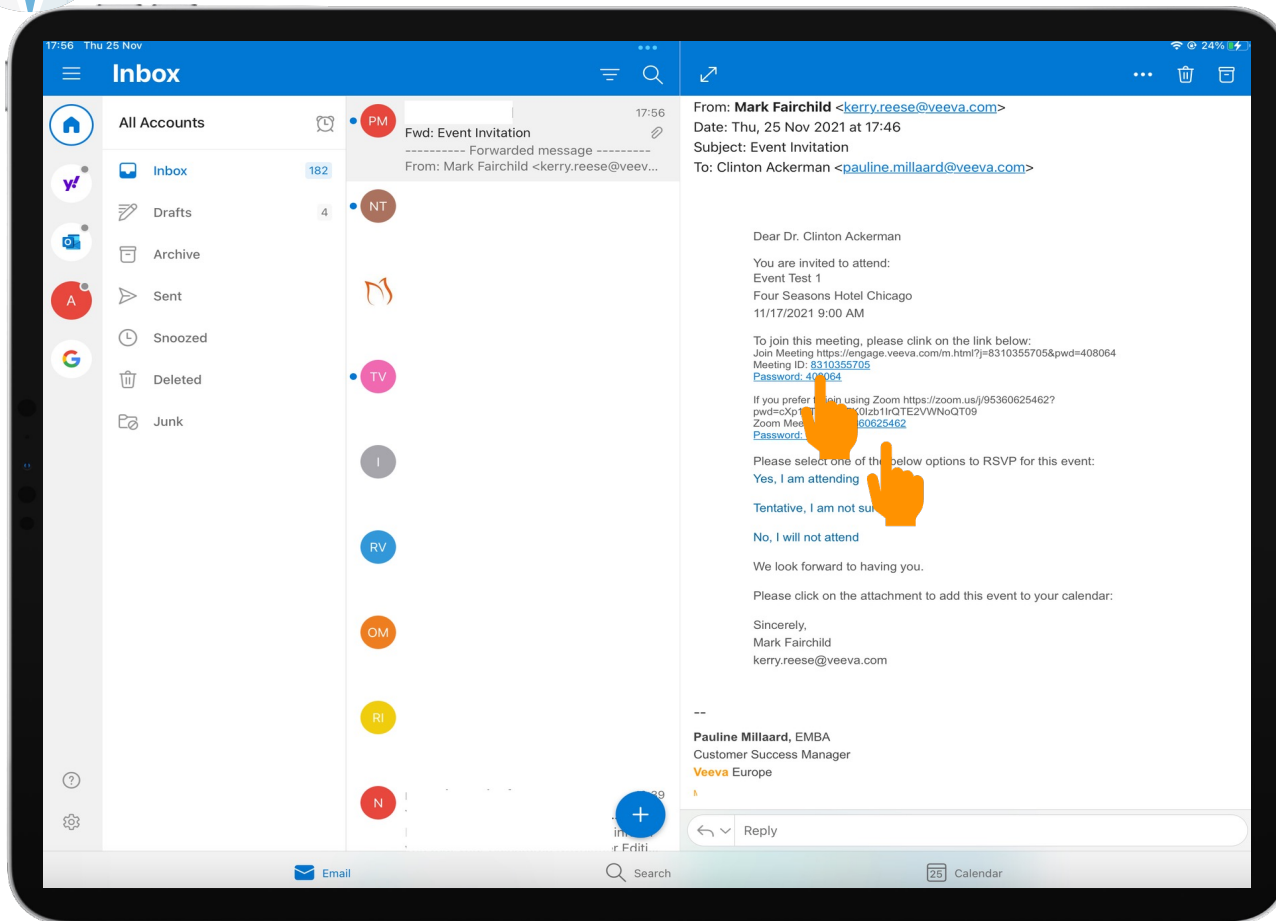
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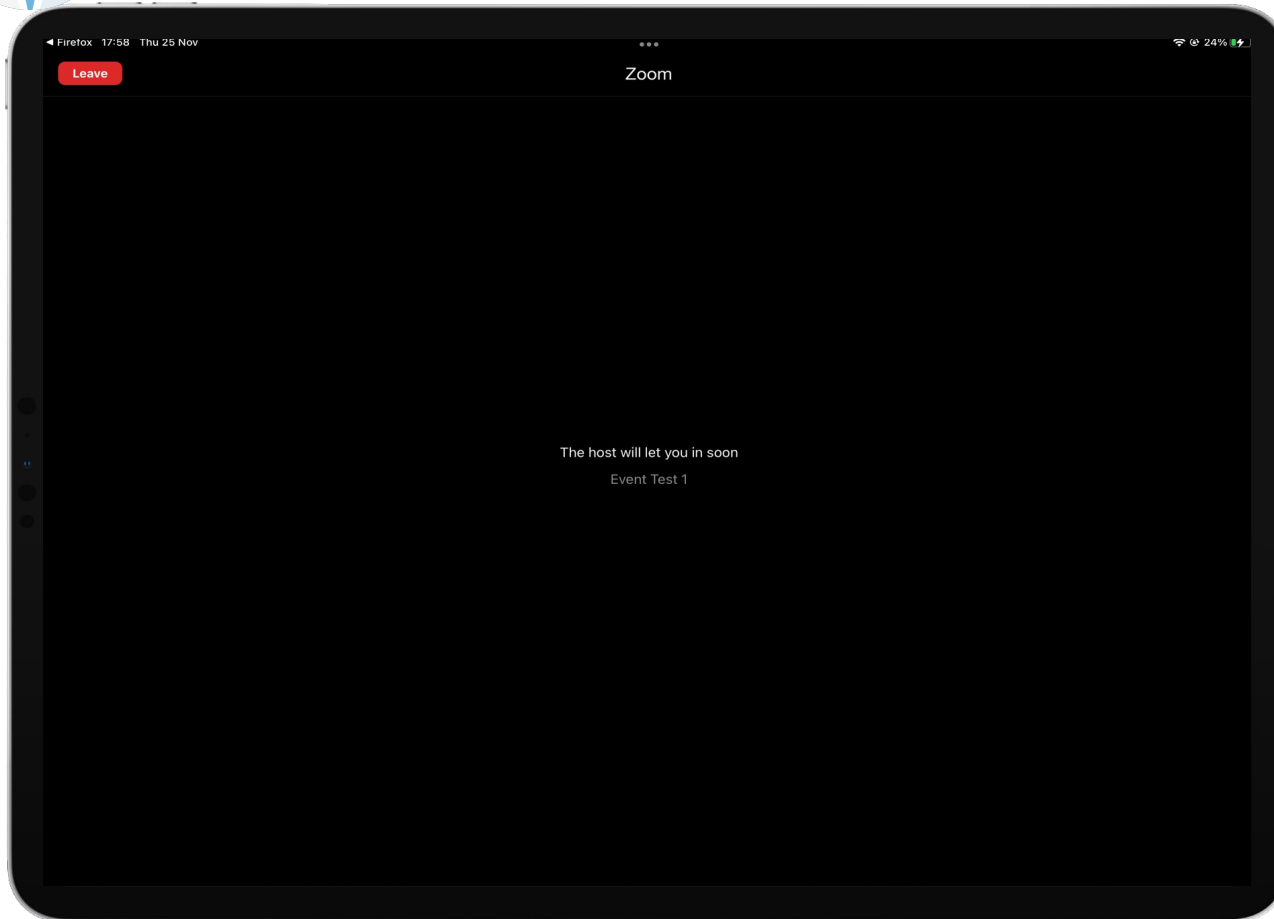
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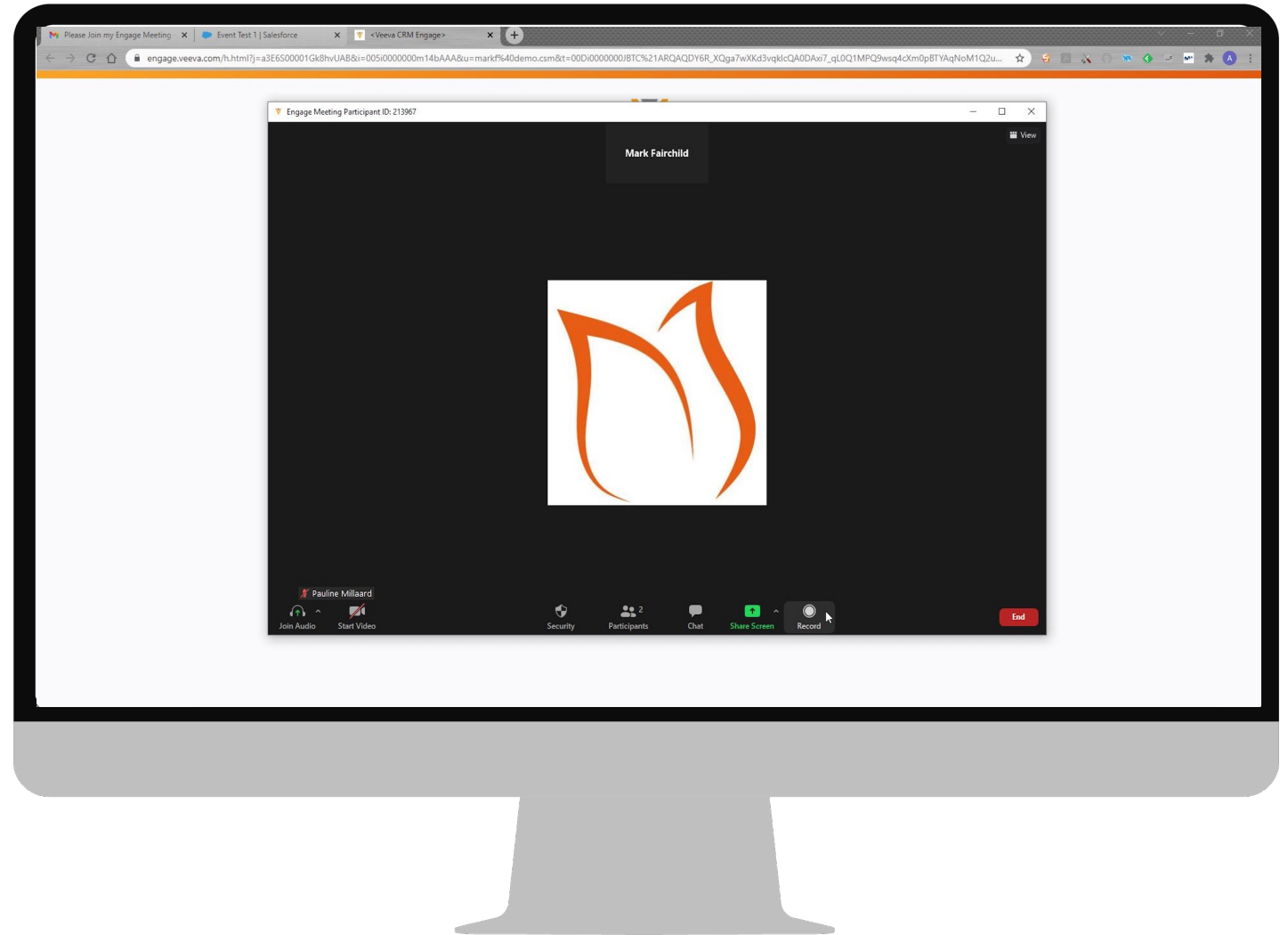


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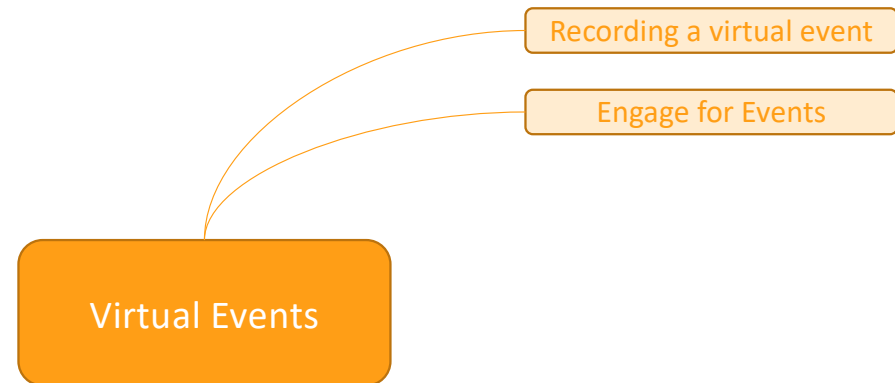
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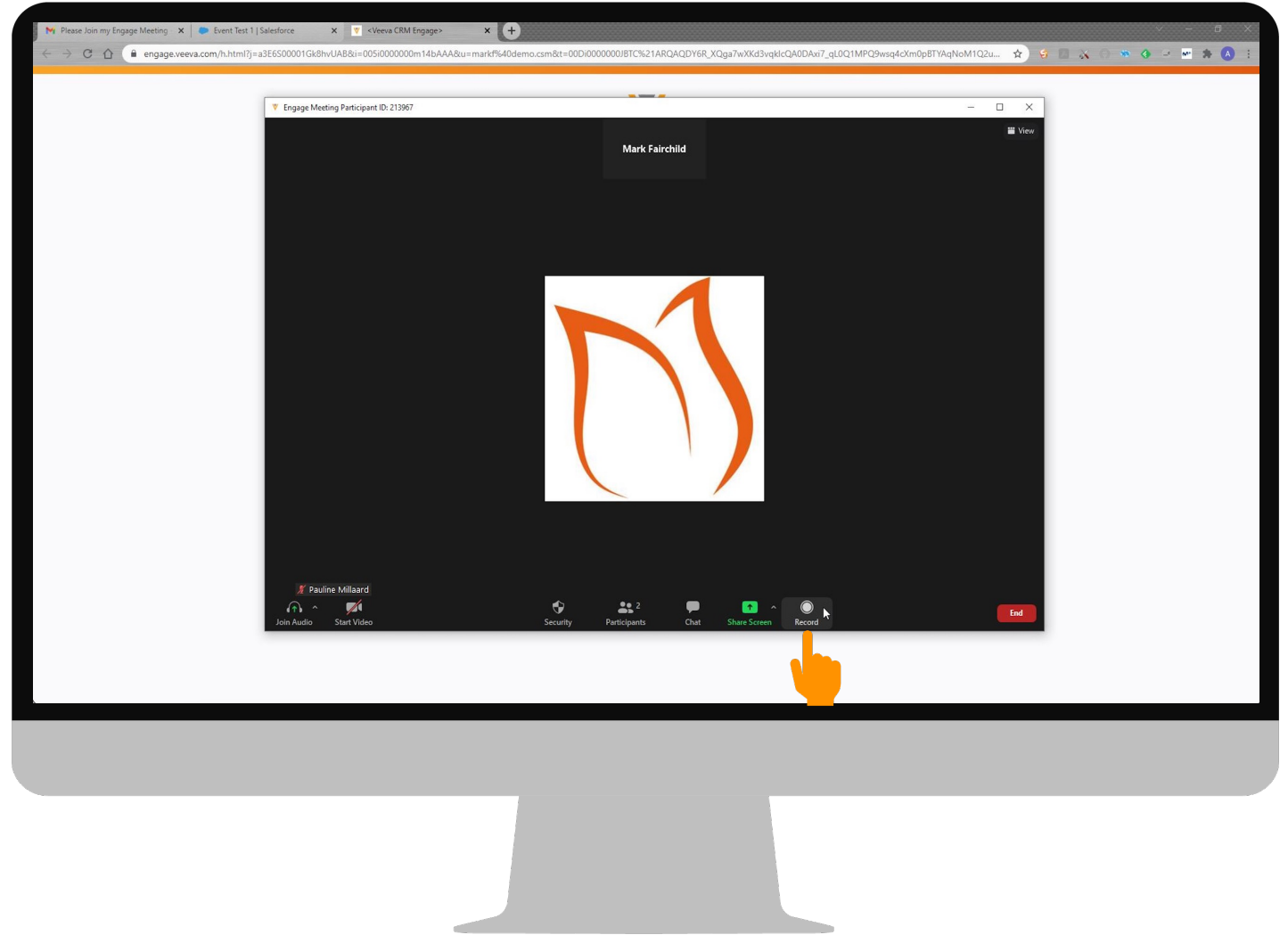


# Recording a Virtual Event

Hosts can record a Virtual Event for further use such as training, marketing or auditing purposes

Stored in Veeva Vault

Optional Feature



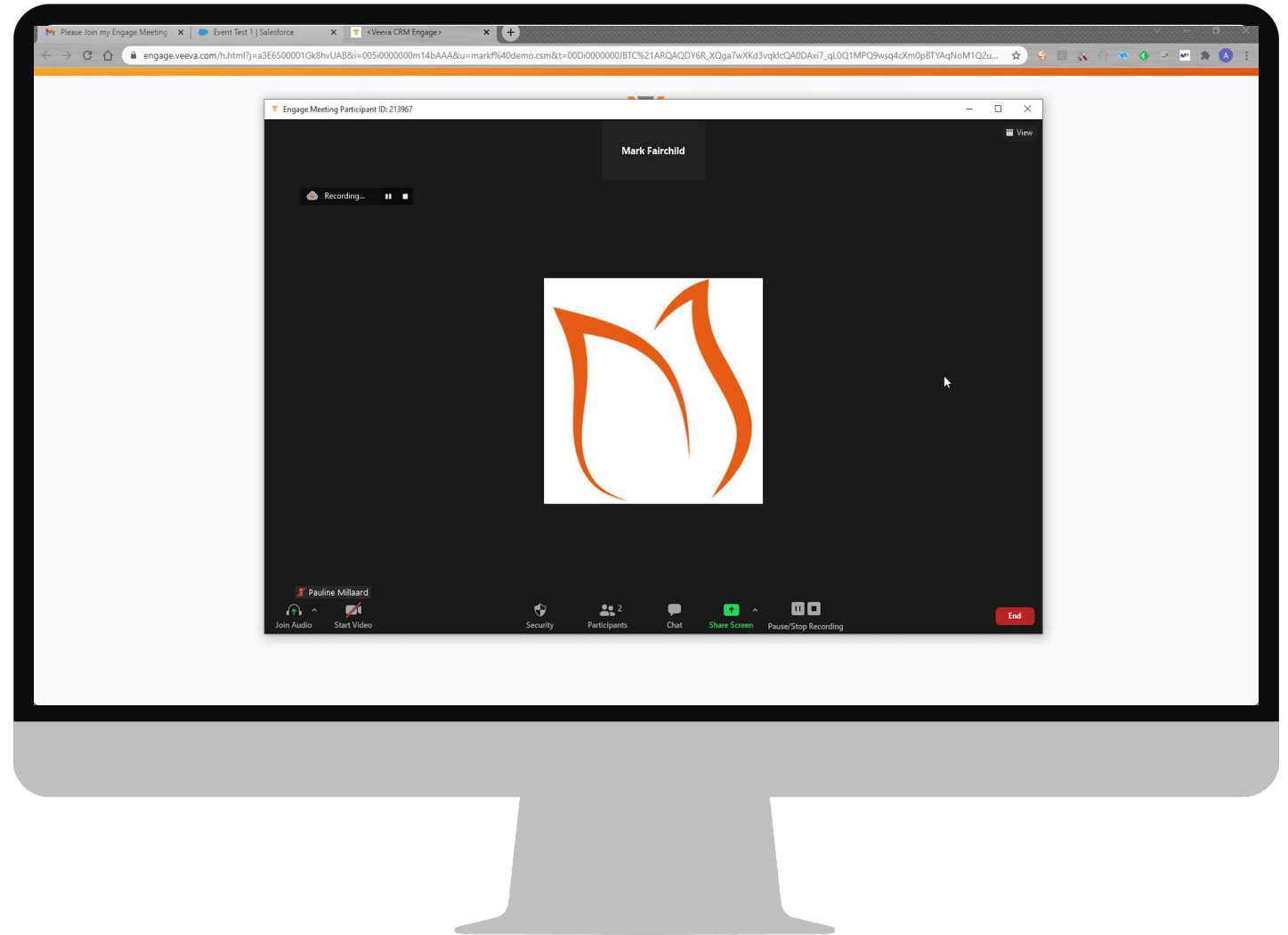


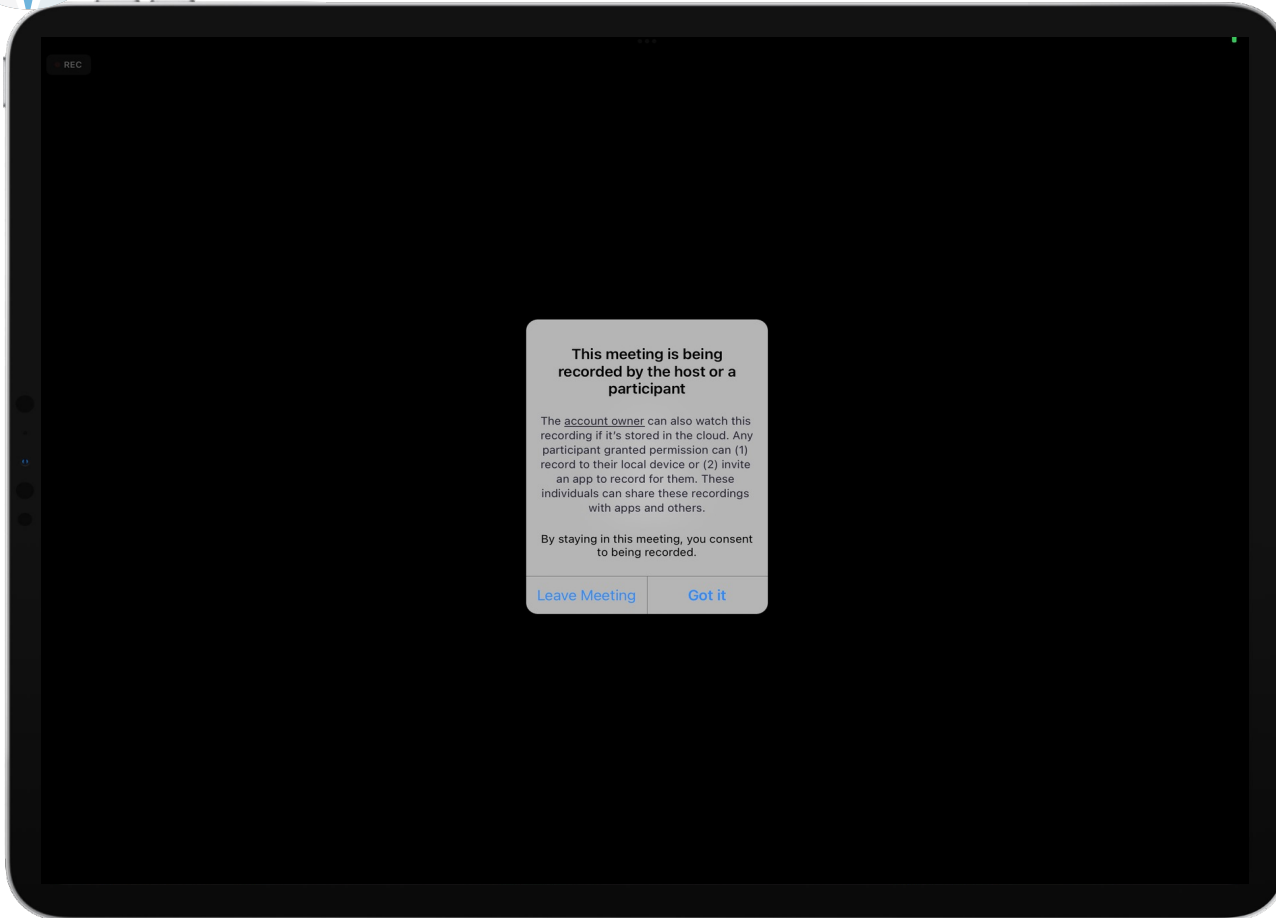
## Recording a Virtual Event

Hosts can record a Virtual Event for further use such as training, marketing or auditing purposes

Stored in Veeva Vault

Optional Feature





## Recording a Virtual Event

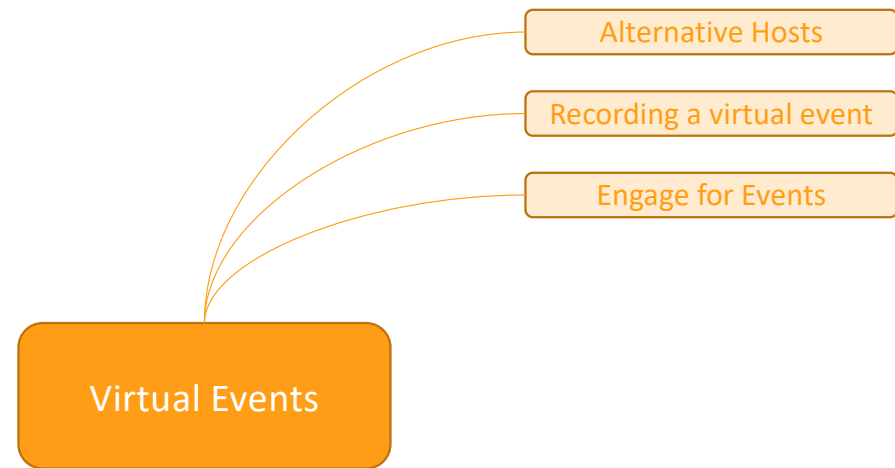
Hosts can record a Virtual Event for further use such as training, marketing or auditing purposes

Stored in Veeva Vault

Optional Feature



# Overview Digital Engagement





## Alternative Hosts for Virtual Events

To avoid rescheduling and cancellations, Event Team Members can be designated as an alternative event host

Enabling Alternative Hosts allows companies to avoid rescheduling virtual events if the meeting host becomes unavailable.

Cancel Event Team Member Save

**Information**

Team Member Type  
System User

Team Member  
Derrick Levine (Rep)

Event  
Demo - Dinner Program

Role  
Organizer

Virtual Role  
Alternative Host

Phone Number

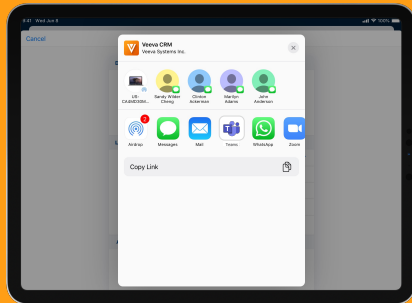
--None--  
Host  
Alternative Host ✓



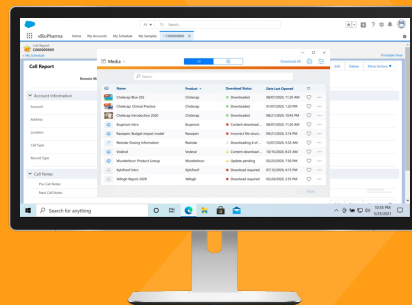


# New in the Last 12 Months

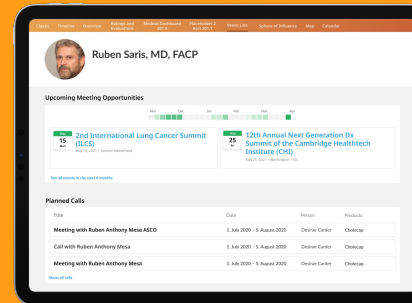
## Digital Engagement



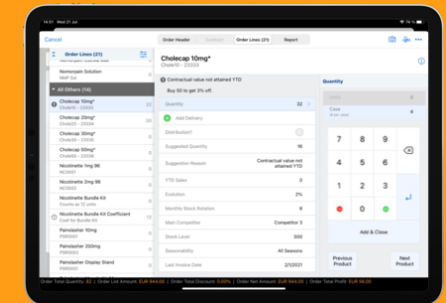
## Desktop Experience



## Analytical



## Core CRM



Virtual events

Engage join via Zoom

Multiple Users Joining EM

Signature capture via link

Virtual Background

Alternative Hosts

Other new Engage Features

Browser Experience

Business Apps

Stakeholder Navigator

Account plan deep cloning

Desktop Experience

MyInsights

MyInsights Studio

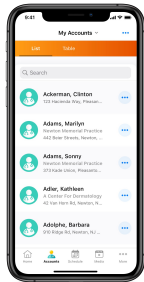
Standard Metrics

Approved Notes

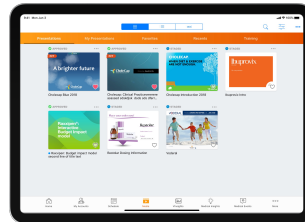
Order Management

Events Management

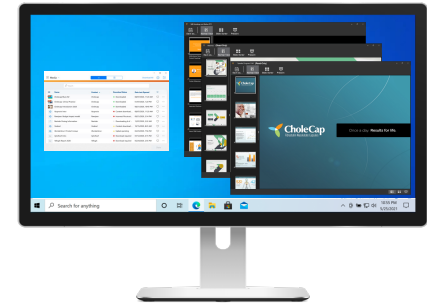
## Veeva CRM Phone



## Veeva CRM iPad



## Veeva CRM Desktop



# Veeva CRM Browser Experience



# Veeva CRM Browser Experience

**Business Apps:**

- Event Coordinator
- Field Medical
- Digital Rep
- KAM
- Brand Operations
- Pharmacy Sales

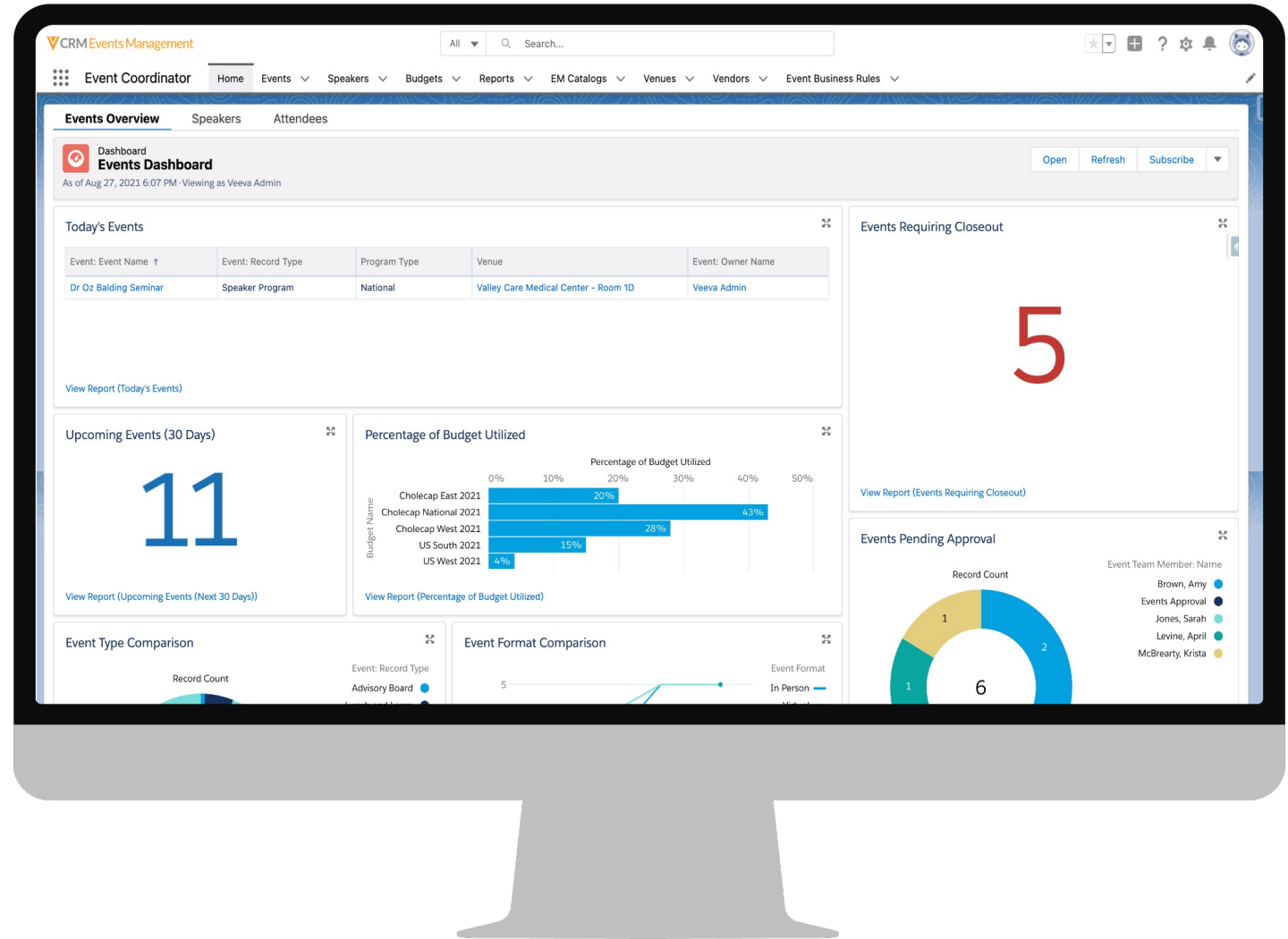




# Veeva CRM Browser Business App Event Coordinator

Event planners and coordinators have quick and easy access to information relevant to events...

...such as attendee status, remaining invitations to send, budget utilised and more

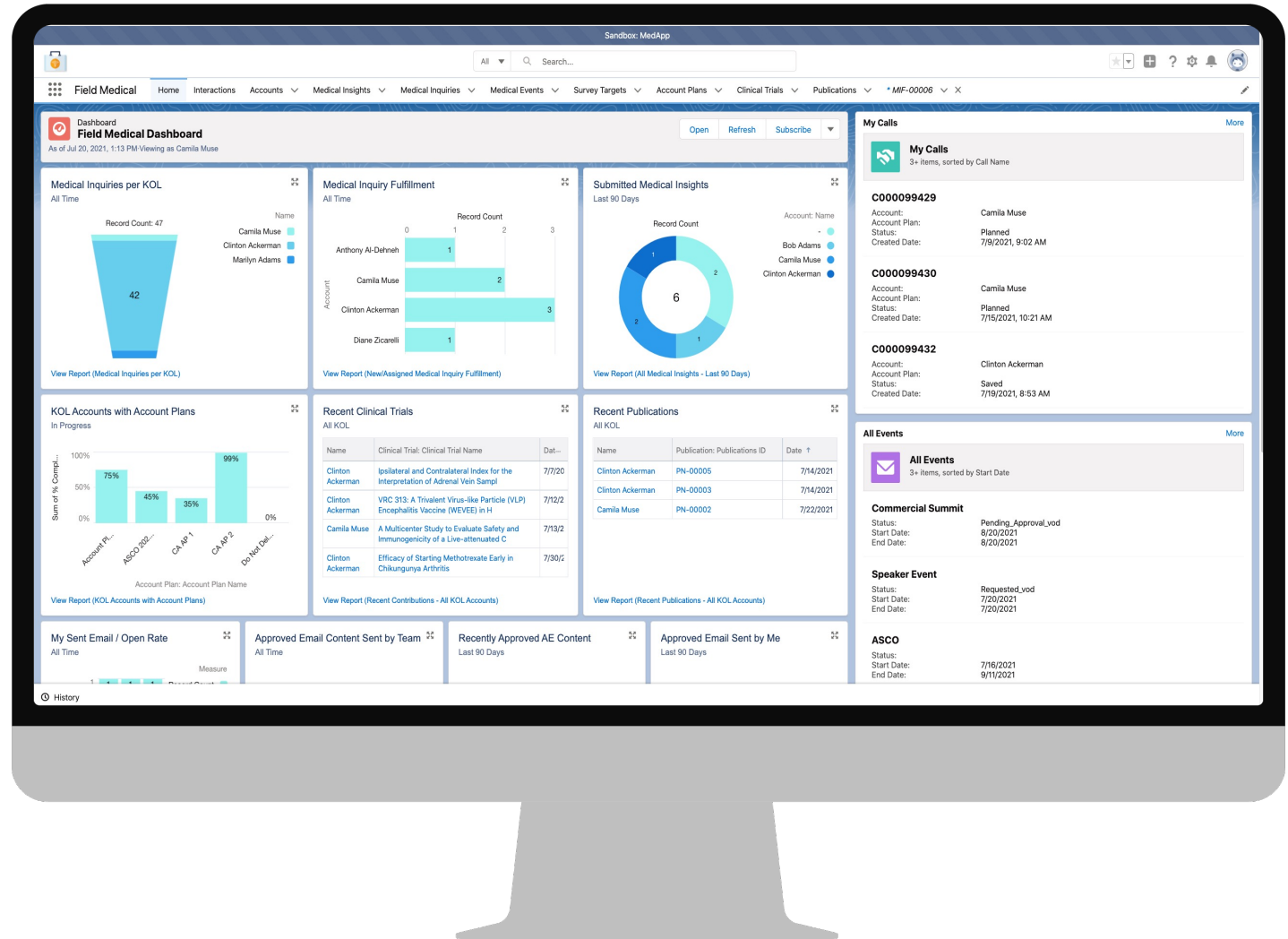




# Veeva CRM Browser Business App *Field Medical*

Key data that Field Medical personnel requires in one view when they connect to CRM

Efficient discussion preparation, easy data sharing with internal colleagues, easy account tracking

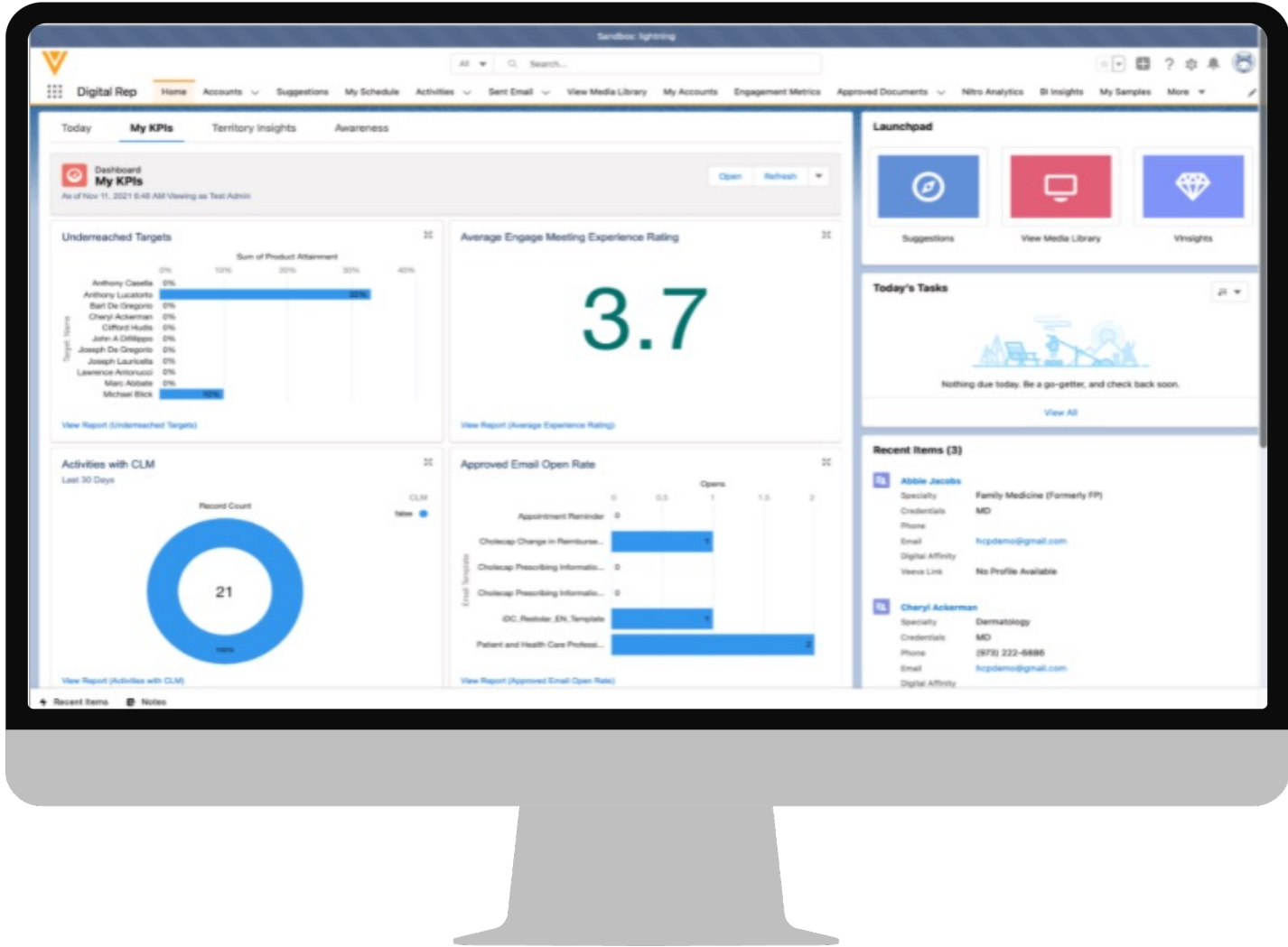




# Veeva CRM Browser Business App *Digital Rep*

Quickly view and manage their daily activities, performance metrics, company notifications, cycle plans and more

It serves to understand past interactions and improve future performance

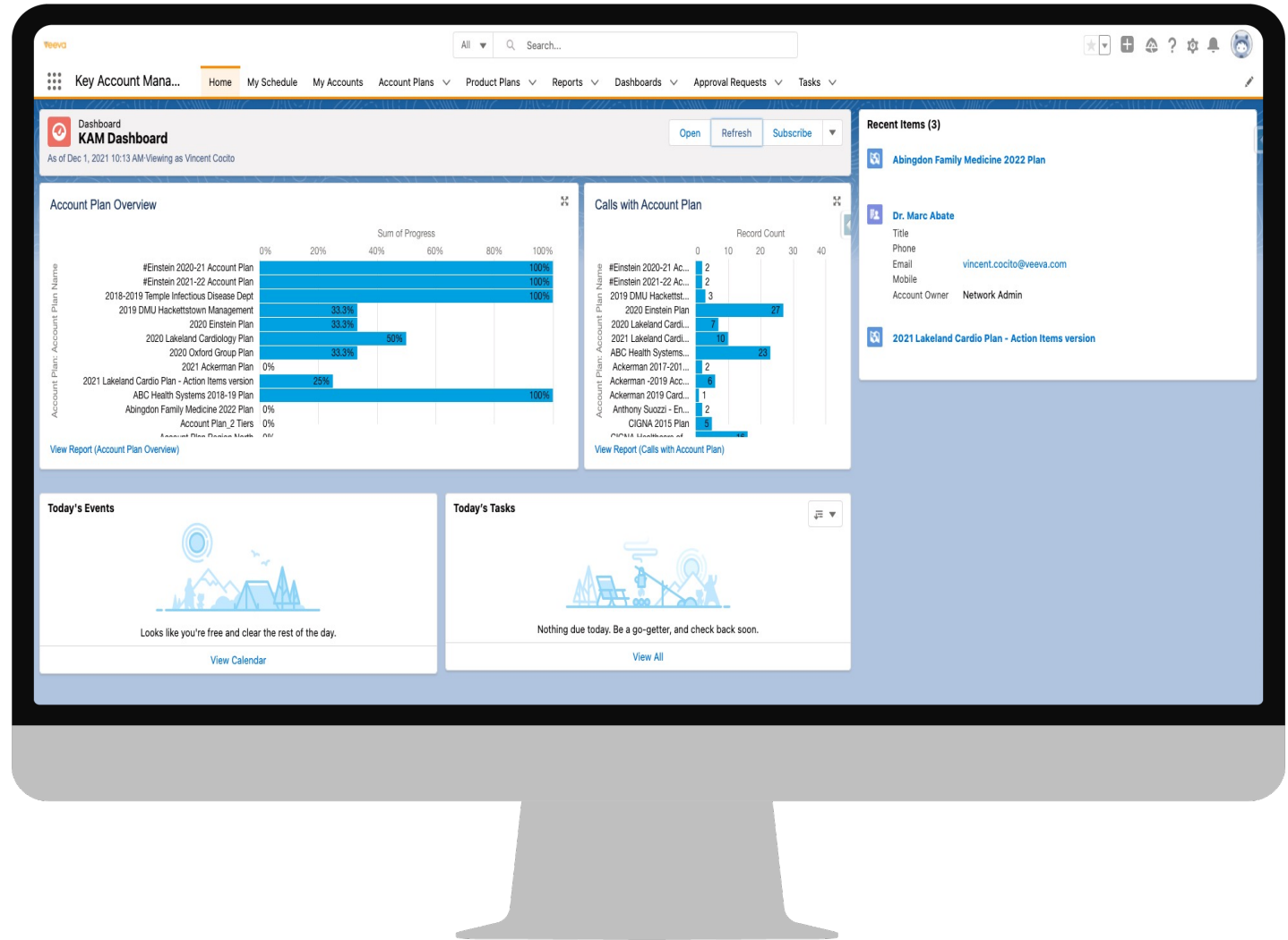




# Veeva CRM Browser Business App KAM

**Faster navigation to dashboards and visuals for easy access to key information about Account Plans and Key Accounts**

**Enables users to track status, measure progress, and take action on the Call Objectives associated with an Account Plan**



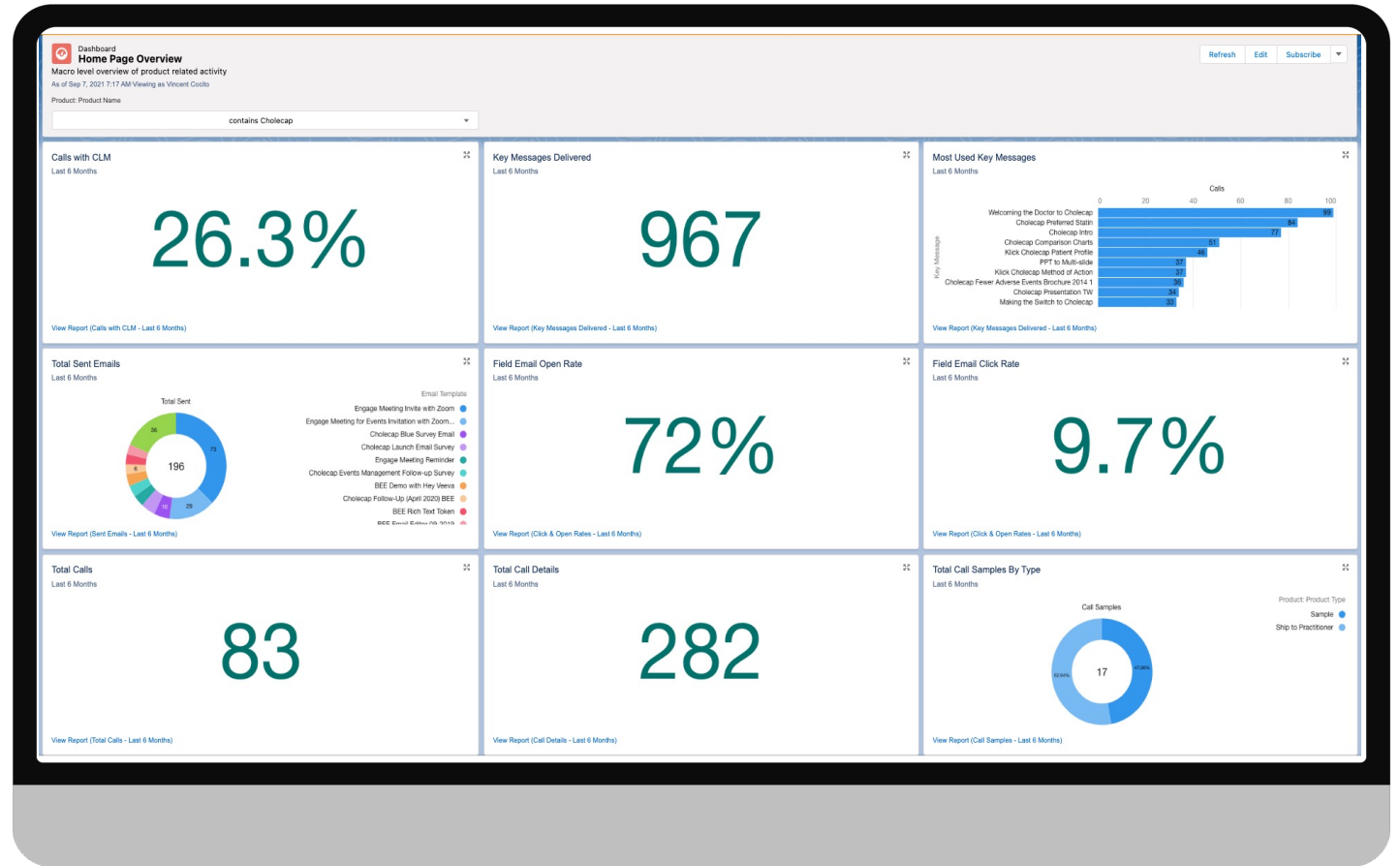




# Veeva CRM Browser Business App Brand Operations

Report key adoption and engagement metrics related to various brand assets.

Collect insights to inform adaptive and future brand strategies and update brand content to customer needs in shorter cycles.

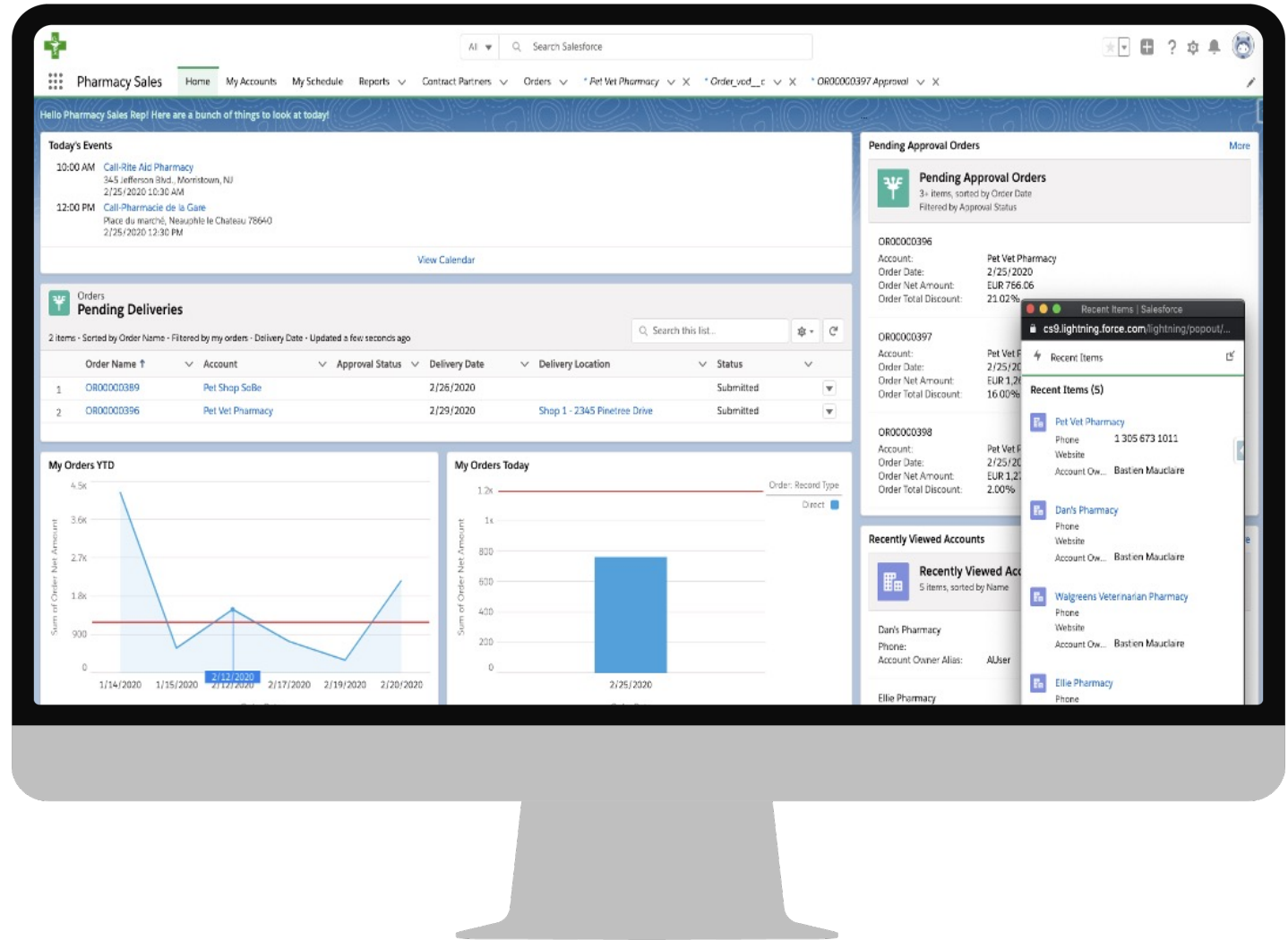




# Veeva CRM Browser Business App Pharmacy Sales

Information about accounts and sales of products associated with those accounts.

Enables first-line managers to view key metrics as well as day-to-day sales activities that help determine what products and accounts to concentrate on when making calls.



# Veeva CRM Browser Experience

## Business Apps:

- Event Coordinator
- Field Medical
- Digital Rep
- KAM
- Brand Operations
- Pharmacy Sales

## Stakeholder Navigator Account Deep Cloning



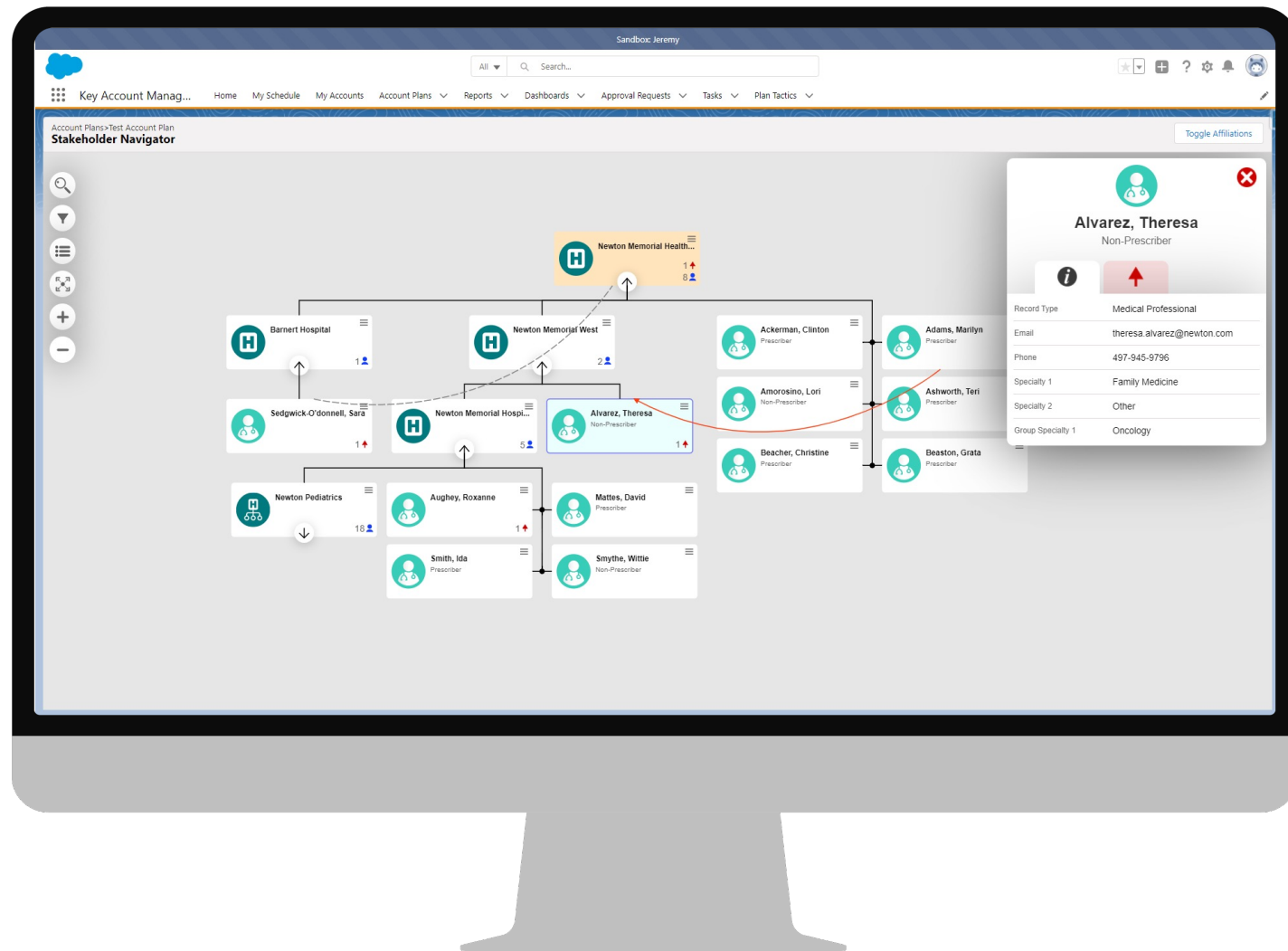


# Stakeholder Navigator

IN ONE VIEW

All your *account* and *stakeholders* and the *relationships* between them

Account Structure and Sphere of Influence have been combined into one interactive screen.





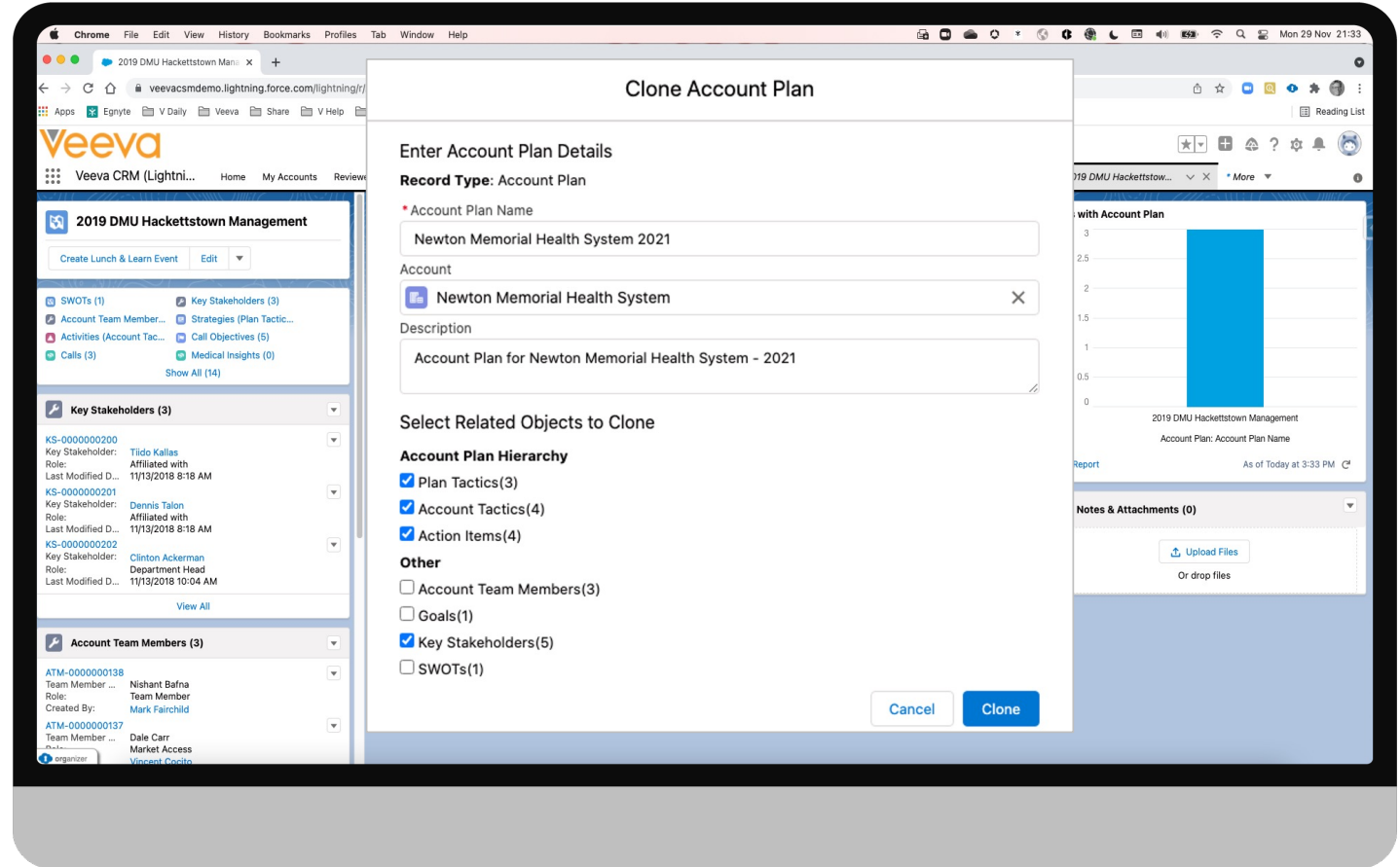
## Simplify Account Management

### Account Plan Deep cloning

The end-user can clone an existing account plan for future re-use.

Existing Account Plans can be used as templates.

*Cut down on time* in setting up a complex plan by copying a similar one in a few clicks.



# Veeva CRM Desktop Experience

## CLM Media Library:

- Launching it from the Call Report

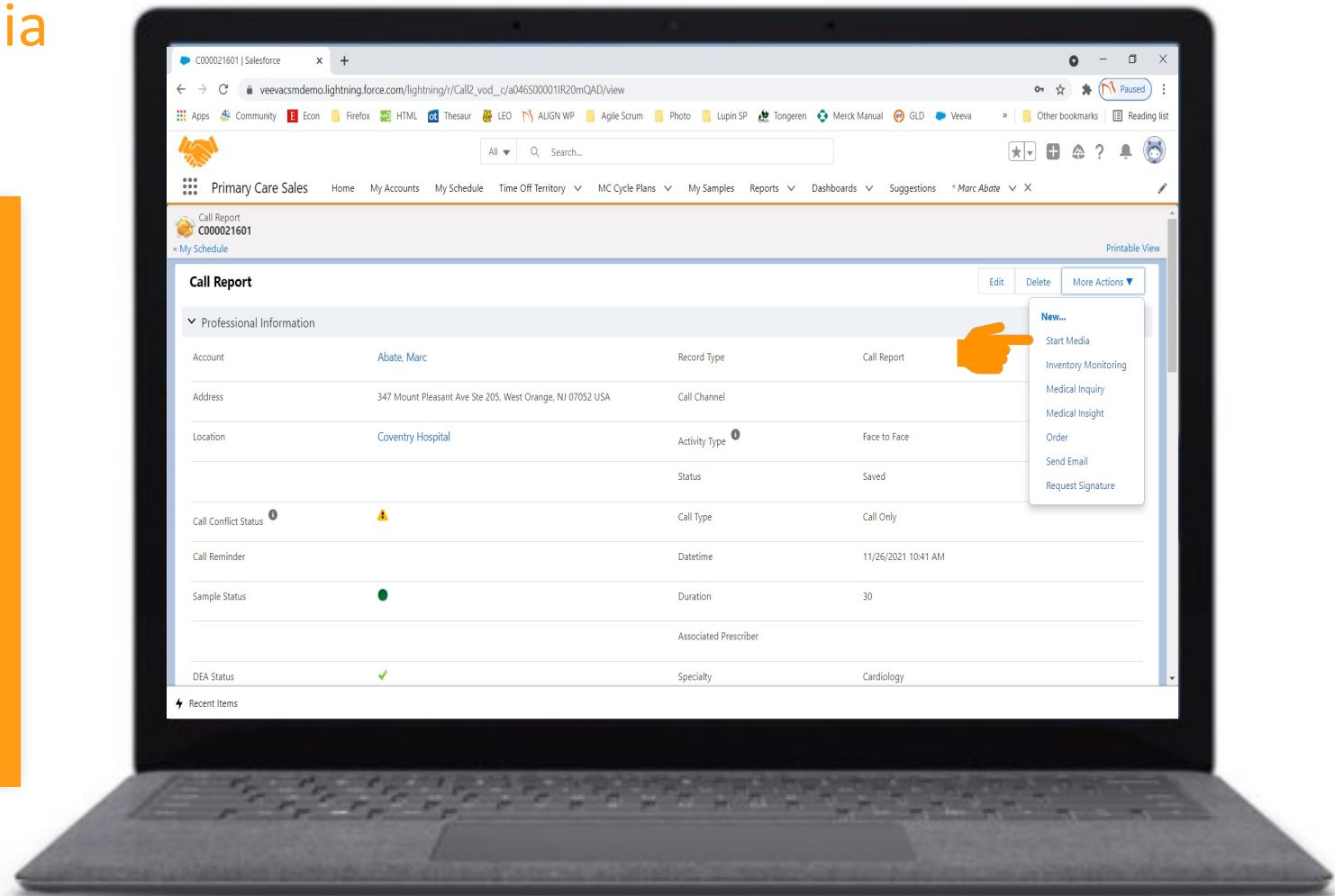




## Launching CLM Media Library from the Call Report Online

Launch the online CLM media library via the Veeva CRM Desktop app directly from a call report > *outside of an Engage Meeting*

Users who are meeting face-to-face or remotely (e.g., via Zoom or Microsoft Teams) *can share CLM content from their desktop while remaining in their compliant environment*

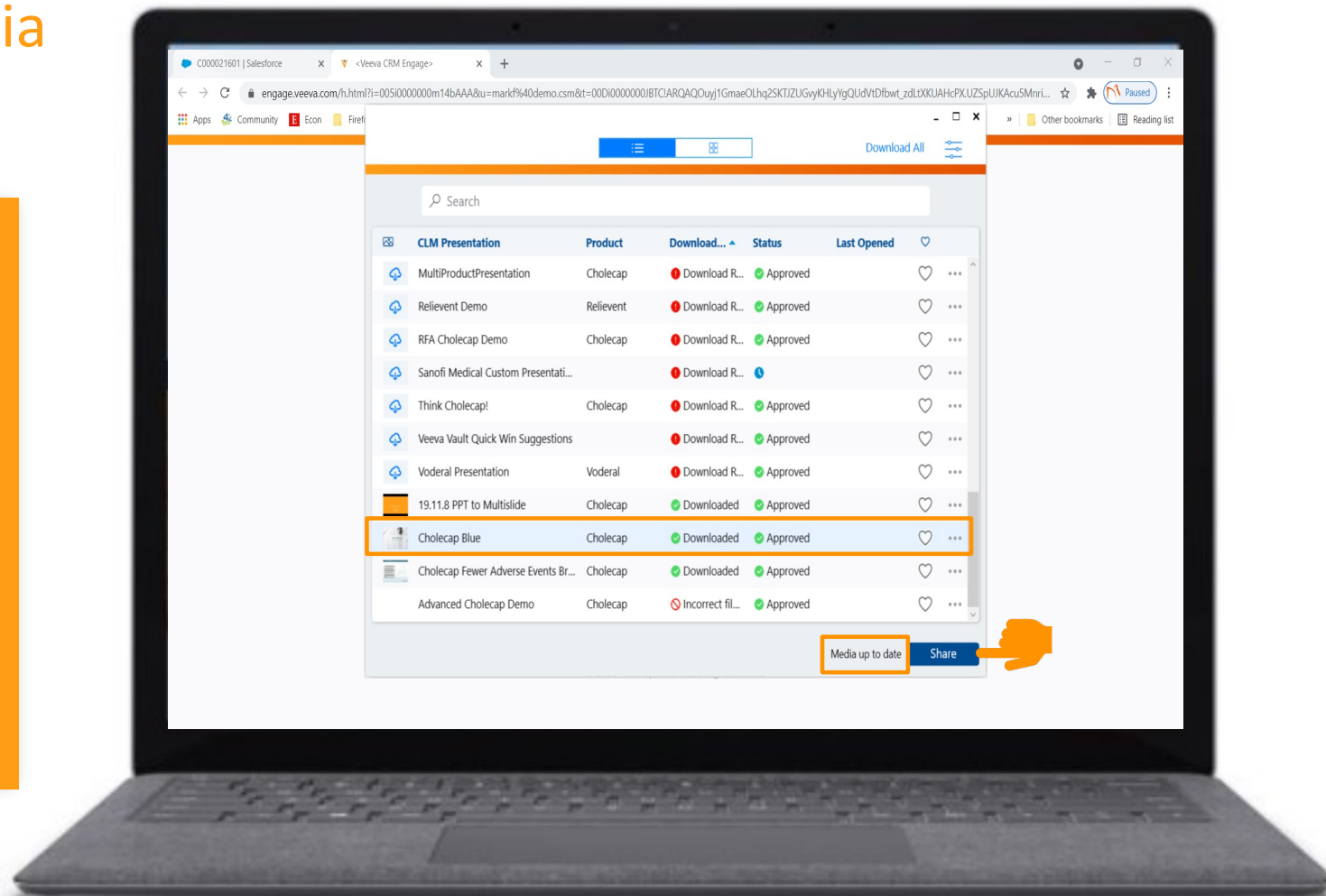




## Launching CLM Media Library from the Call Report Online

Presentations to be downloaded before presenting.

Click "share" button to launch a presentation.







## Launching CLM Media Library from the Call Report Online

Within 3 easy steps the end user can present his key messages.

These are automatically captured in the call report.

Duplicate Key Messages can be easily deleted from the call report to avoid faultively reporting



# Veeva CRM Desktop Experience

## CLM Media Library:

- Launching it from the Call Report
- Adding Labels and sort by directories





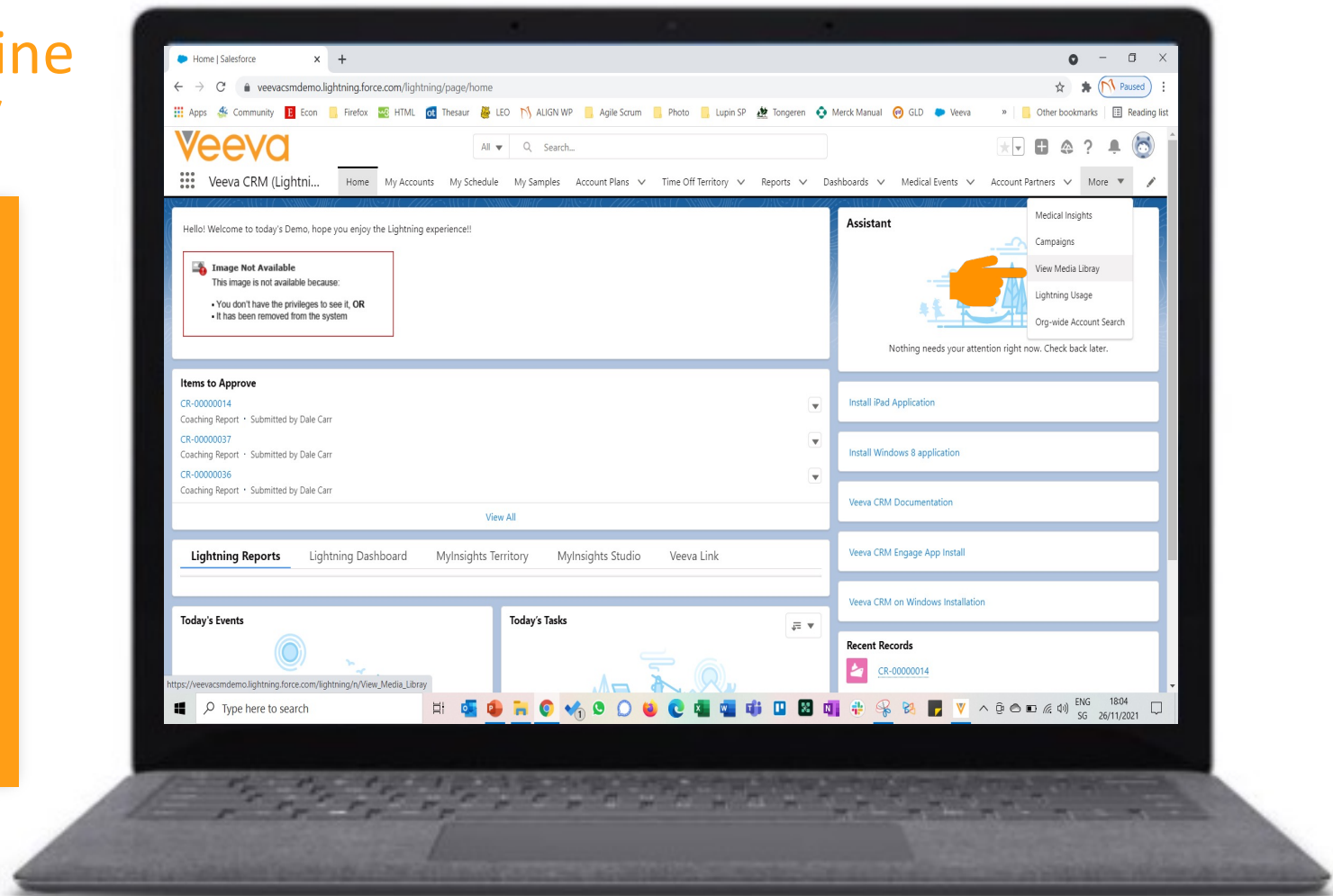
# CRM Engage App Online CLM Media Library

**CLM LABELS & DIRECTORIES**

**A parity item to the iPad.**

**Navigate more efficiently  
through the CLM media library  
and locate relevant or most used  
CLM content**

**Adding labels or skimming  
directories is now available  
online as well.**





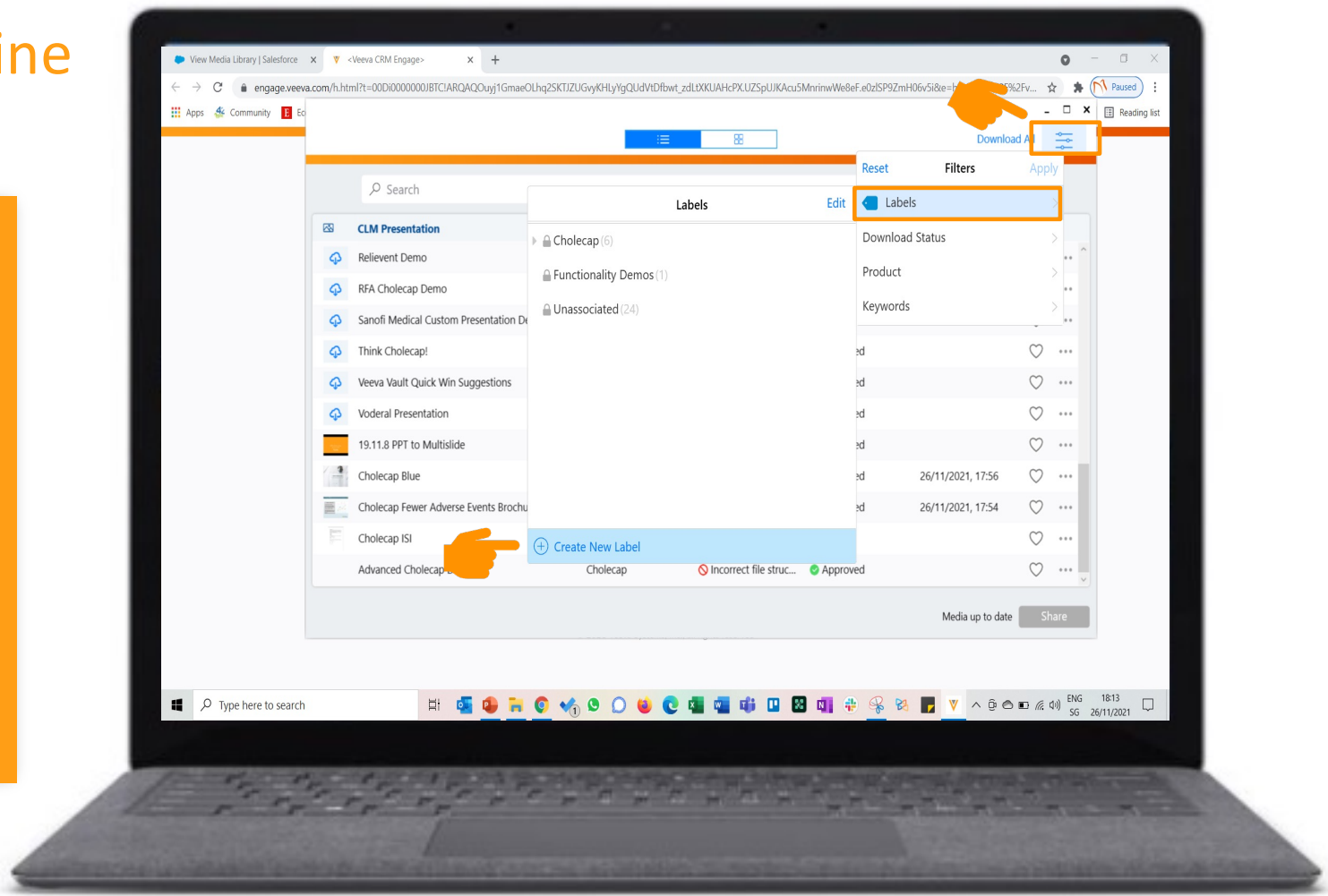
# CRM Engage App Online CLM Media Library

## CUSTOMISED LABELS

The end user can create customised labels.

These labels are only visible to the end user's media library.

Thereafter, presentations of choice can be marked with these labels.

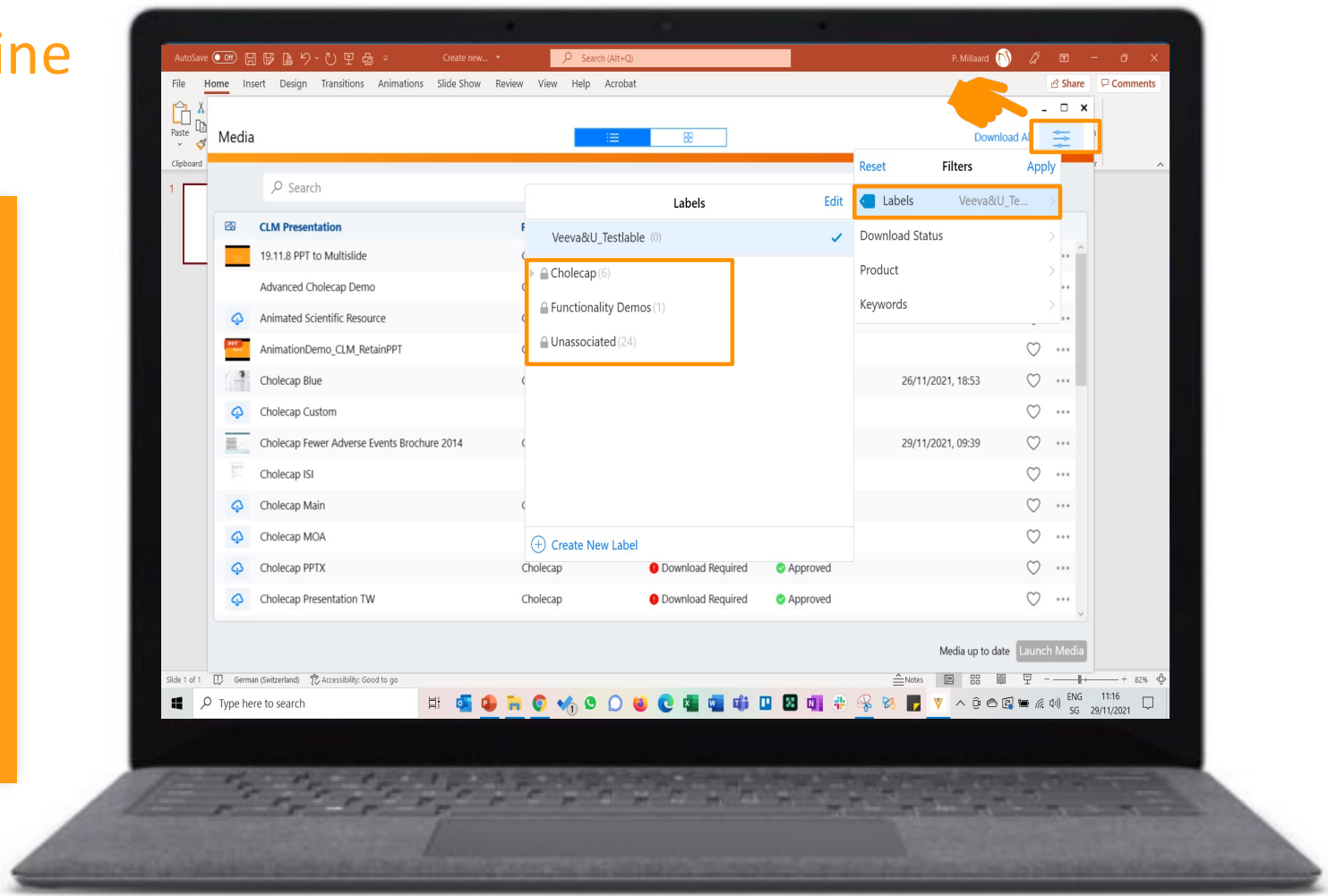




# CRM Engage App Online CLM Media Library

## DEFAULT DIRECTORIES

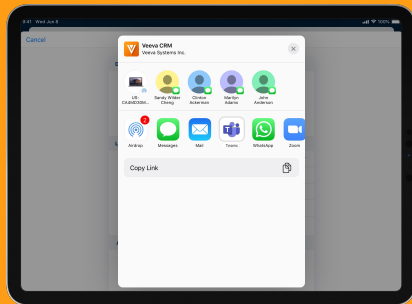
Online, directories can be found walking through the same User Interface as on the iPad.





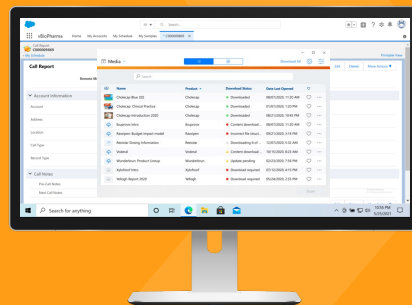
# New in the Last 12 Months

## Digital Engagement



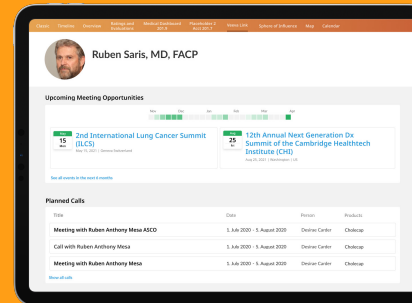
- Virtual events
- Engage join via Zoom
- Multiple Users Joining EM
- Signature capture via link
- Virtual Background
- Alternative Hosts
- Other new Engage Features

## Desktop Experience



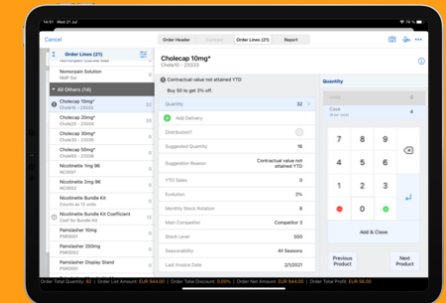
- Desktop Experience
- Browser Experience
- Business Apps
- Stakeholder Navigator
- Account plan deep cloning

## Analytical



- MyInsights
- MyInsights Studio
- Standard Metrics

## Core CRM



- Approved Notes
- Order Management
- Events Management

Veeva & U

# Analytical

MyInsights Studio





# What is MyInsights Studio?



Web Application that allows to create interactive MyInsights Pages without writing code



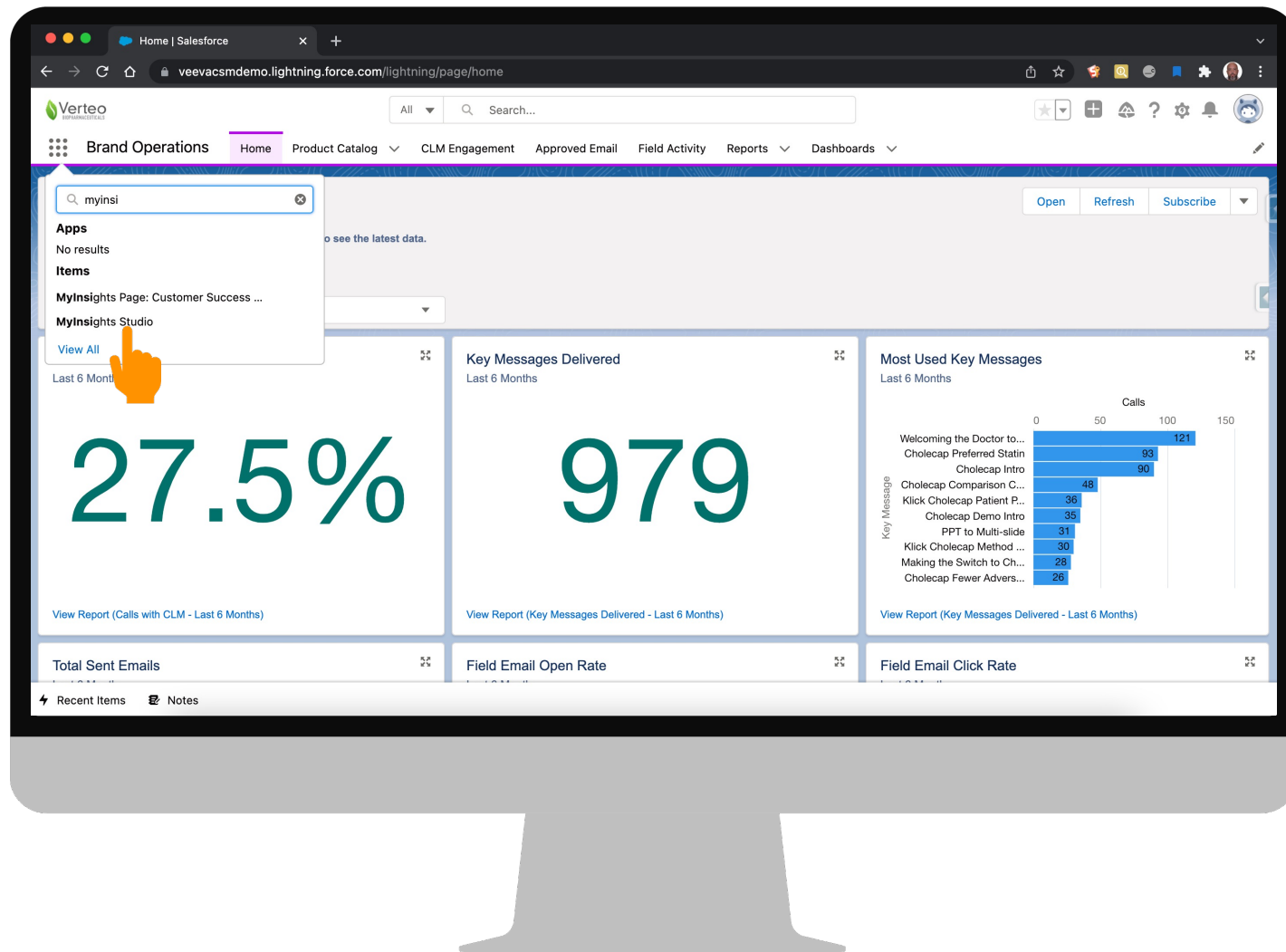
Content can be created efficiently without relying on developers



# MyInsights Studio

Available from Veeva CRM  
Online

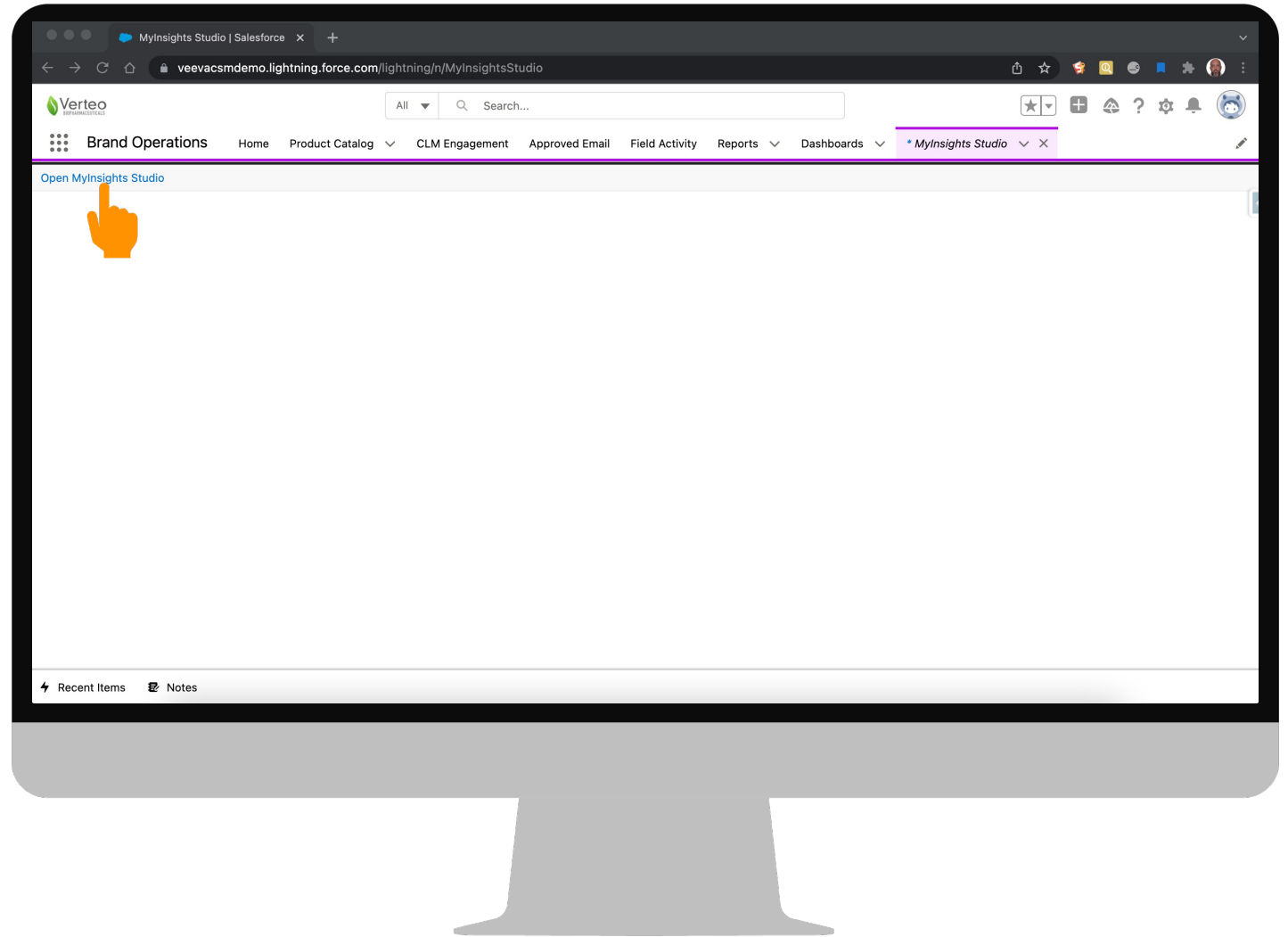
Supported in Chrome,  
Firefox, Safari and Edge  
Chromium



# MyInsights Studio

Available from Veeva CRM  
Online

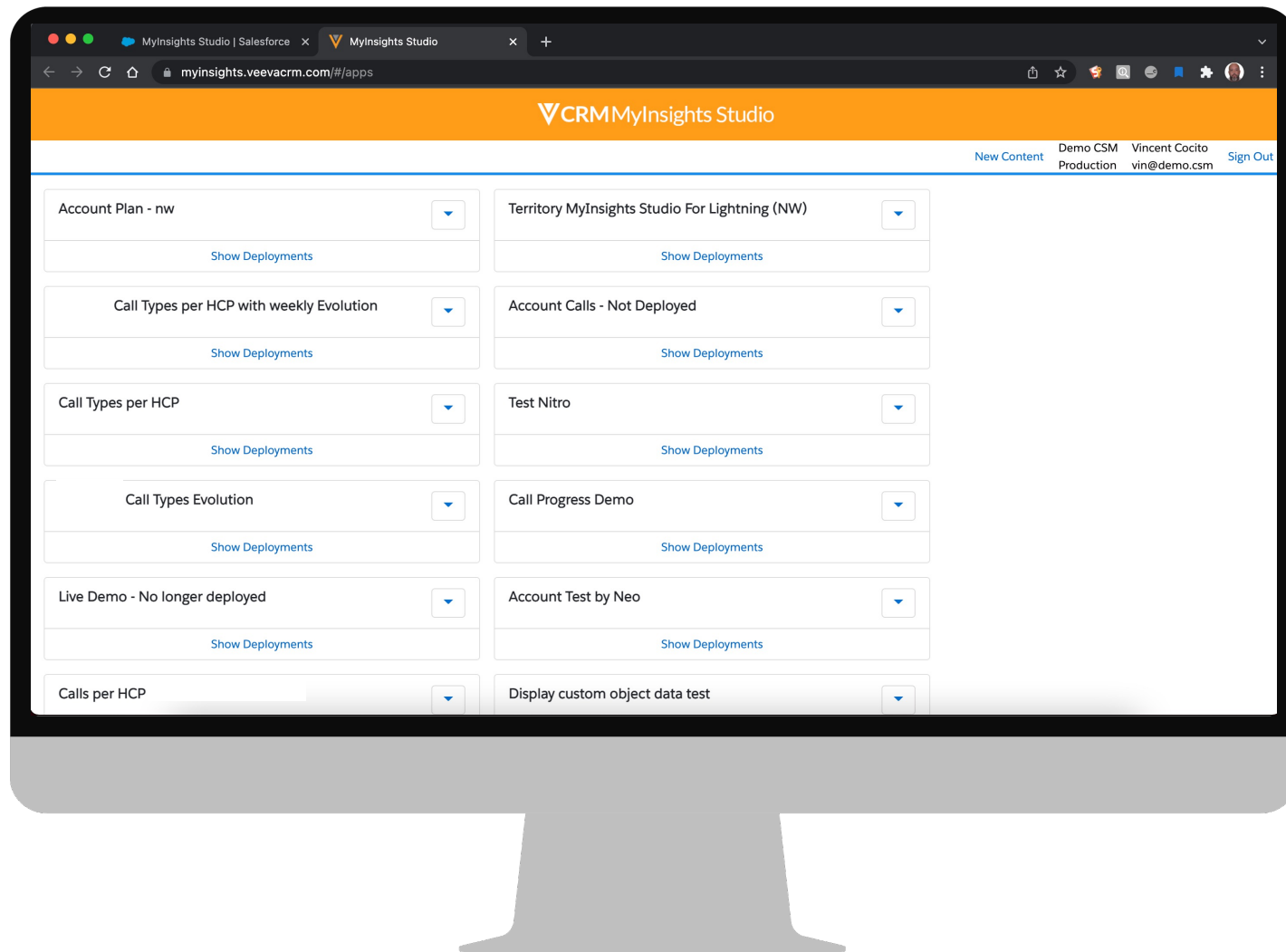
Supported in Chrome,  
Firefox, Safari and Edge  
Chromium



# MyInsights Studio

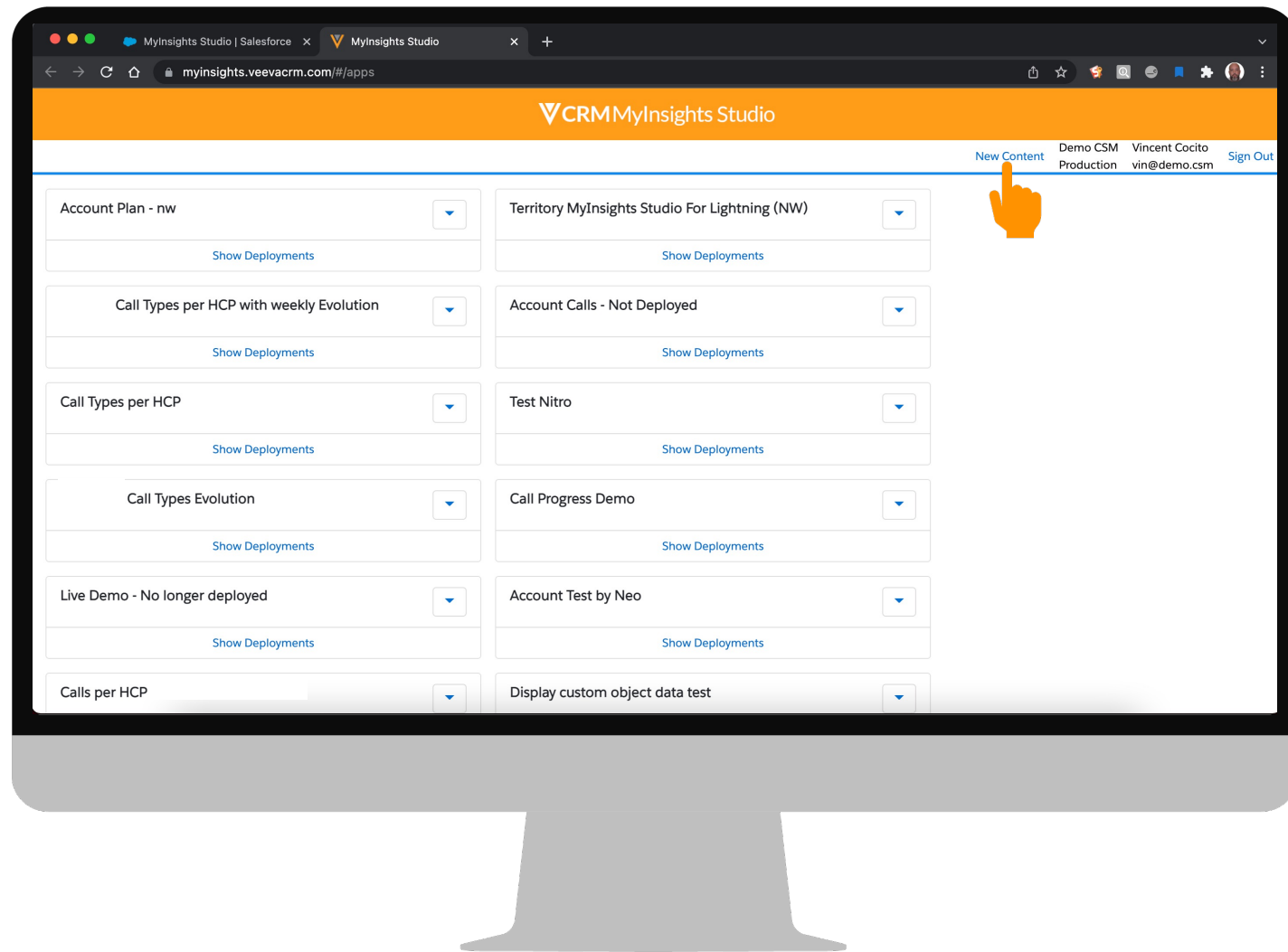
Available from Veeva CRM  
Online

Supported in Chrome,  
Firefox, Safari and Edge  
Chromium



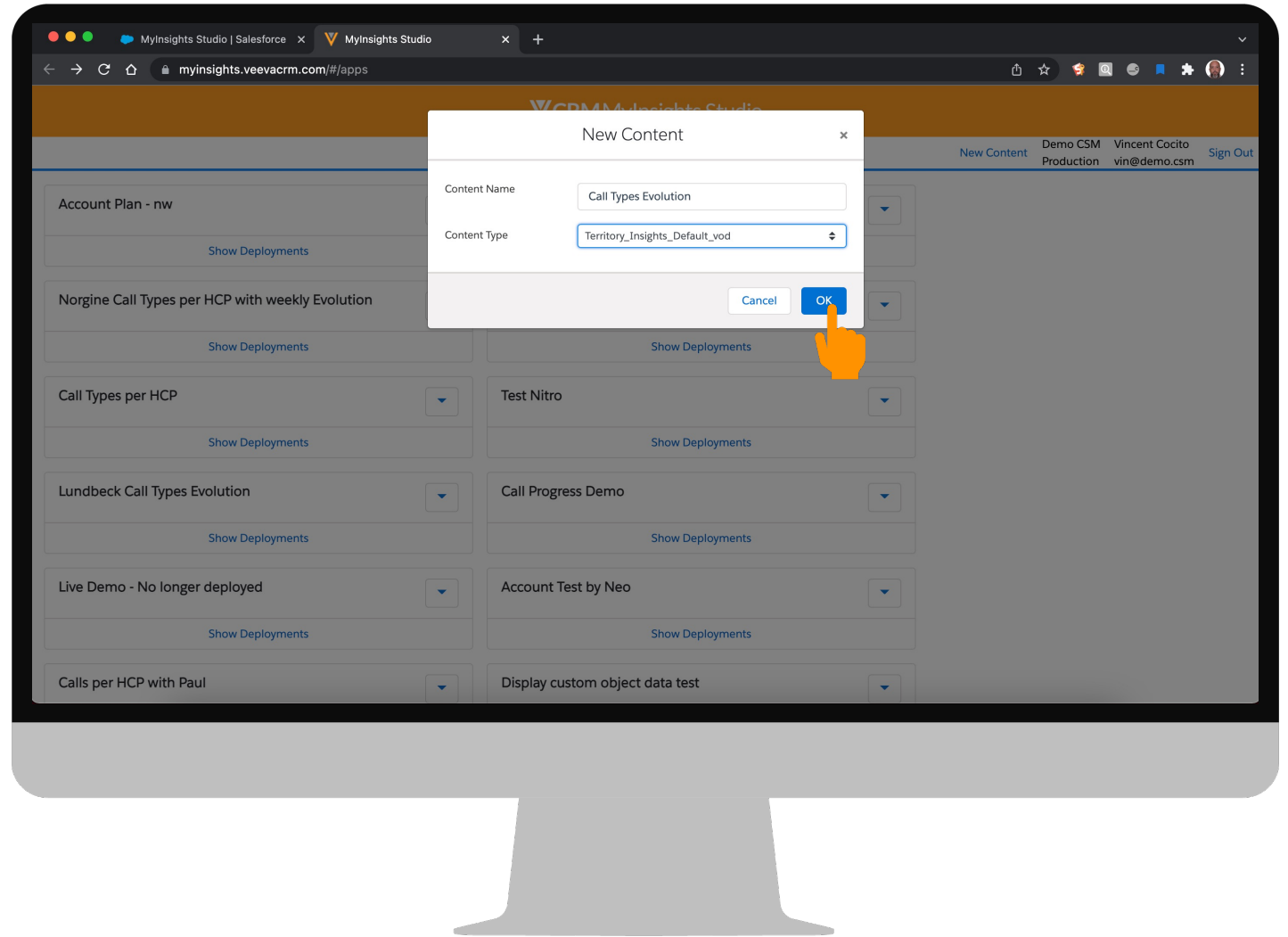
# MyInsights Studio

After signin in, creators can:  
Create or Update a MyInsights Page



# MyInsights Studio

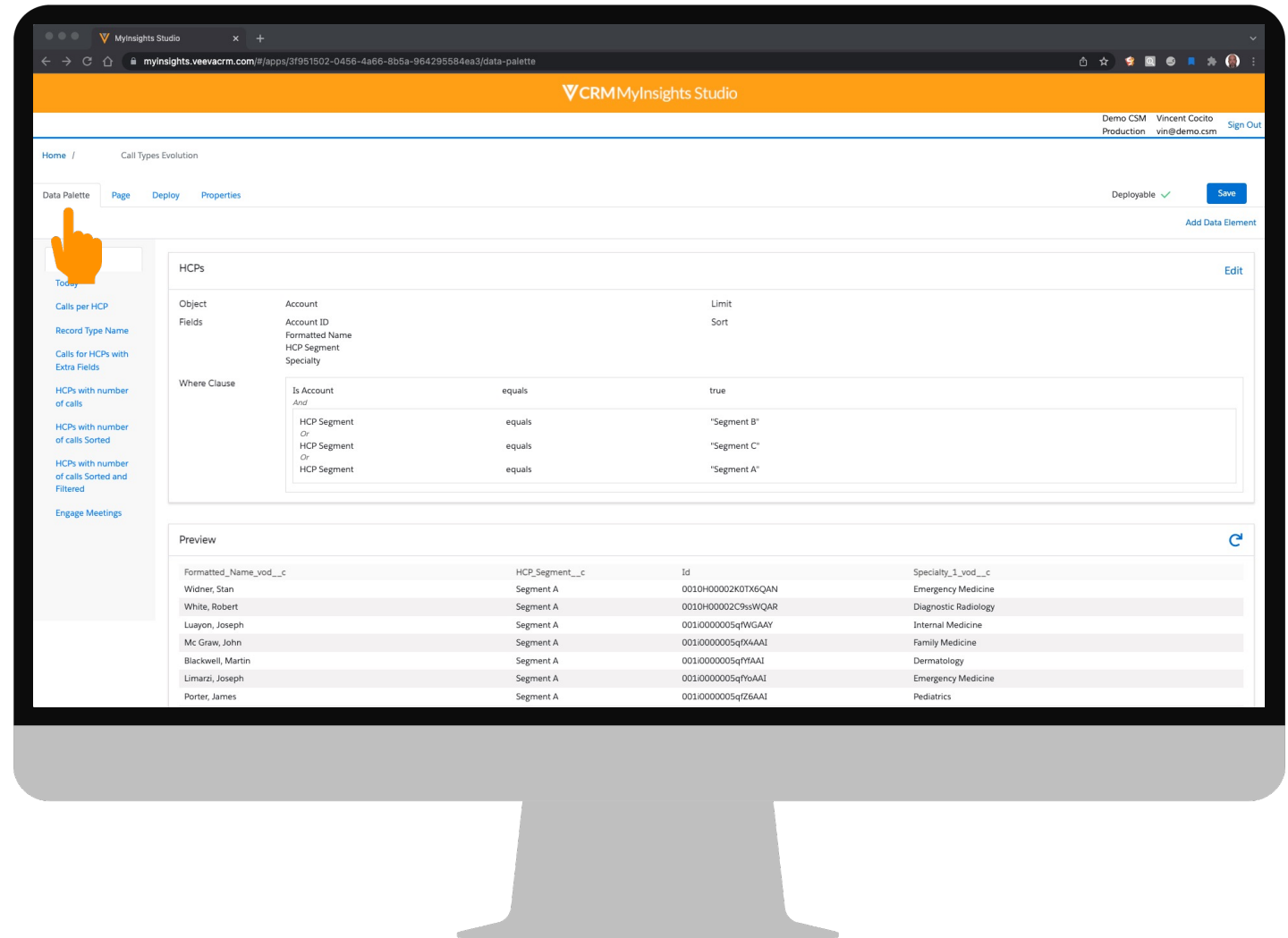
After signin in, creators can:  
Create or Update a MyInsights Page



# MyInsights Studio

After signin in, creators can:

Adding Data through Data Palette using several data elements like CRM Queries

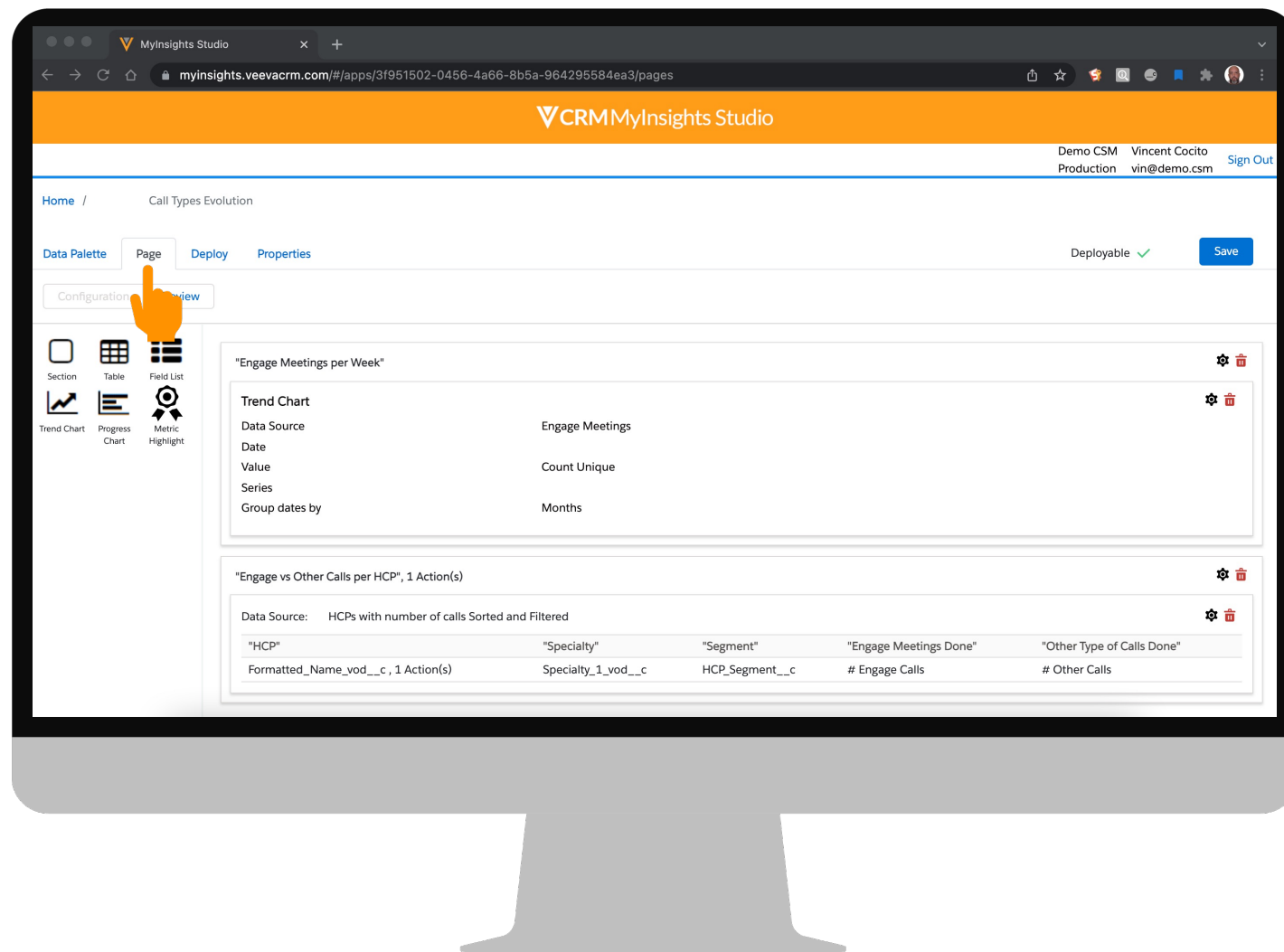


# MyInsights Studio

After signing in, creators can:

Defining MyInsights Page Layouts, dragging and dropping elements in the page

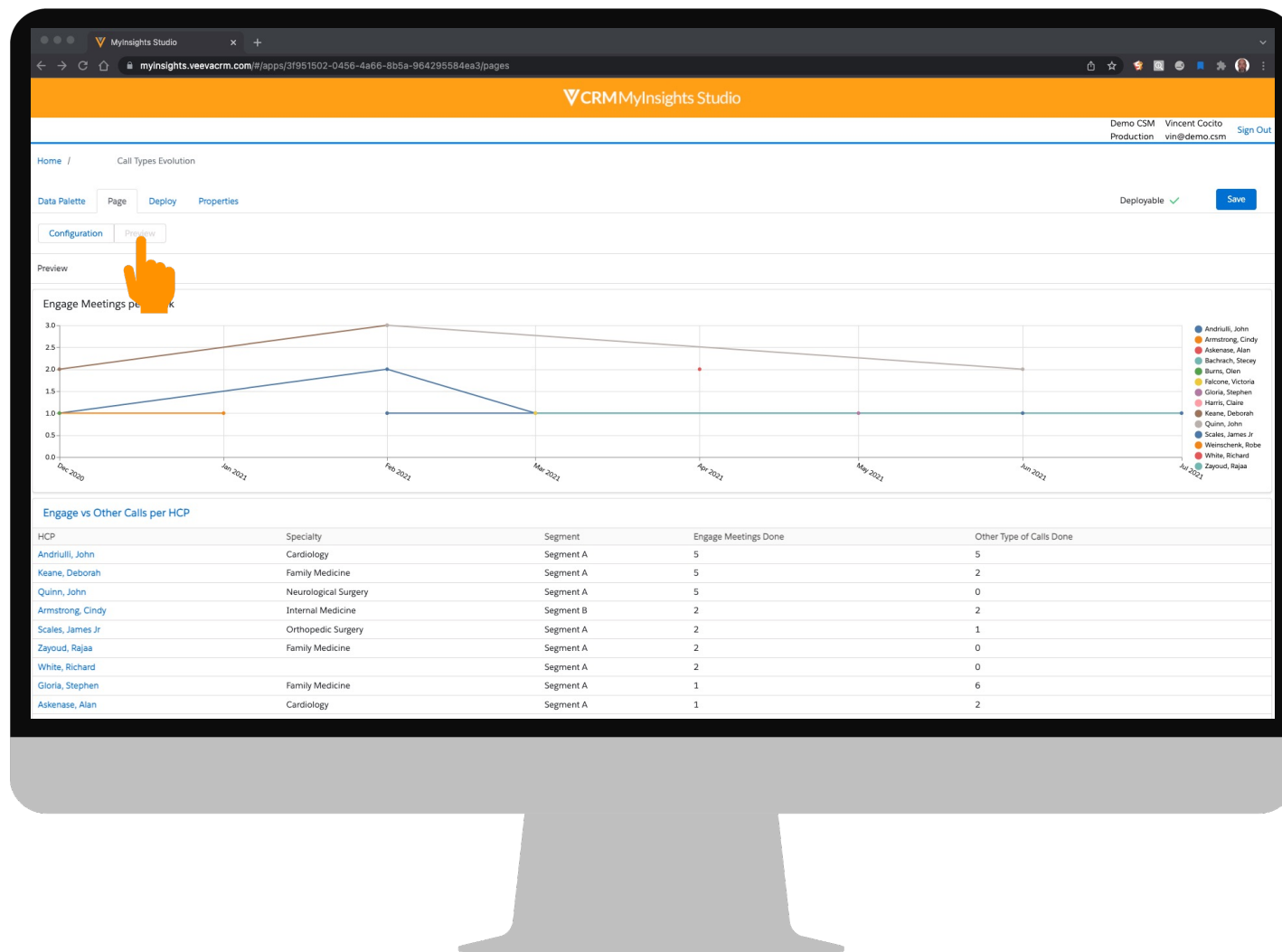
Elements are sections, tables, field lists, charts and Metric highlights



# MyInsights Studio

After signin in, creators can:

Preview directly in the Studio to check how the MyInsights Page will look in the end users' iPad or Lightning page



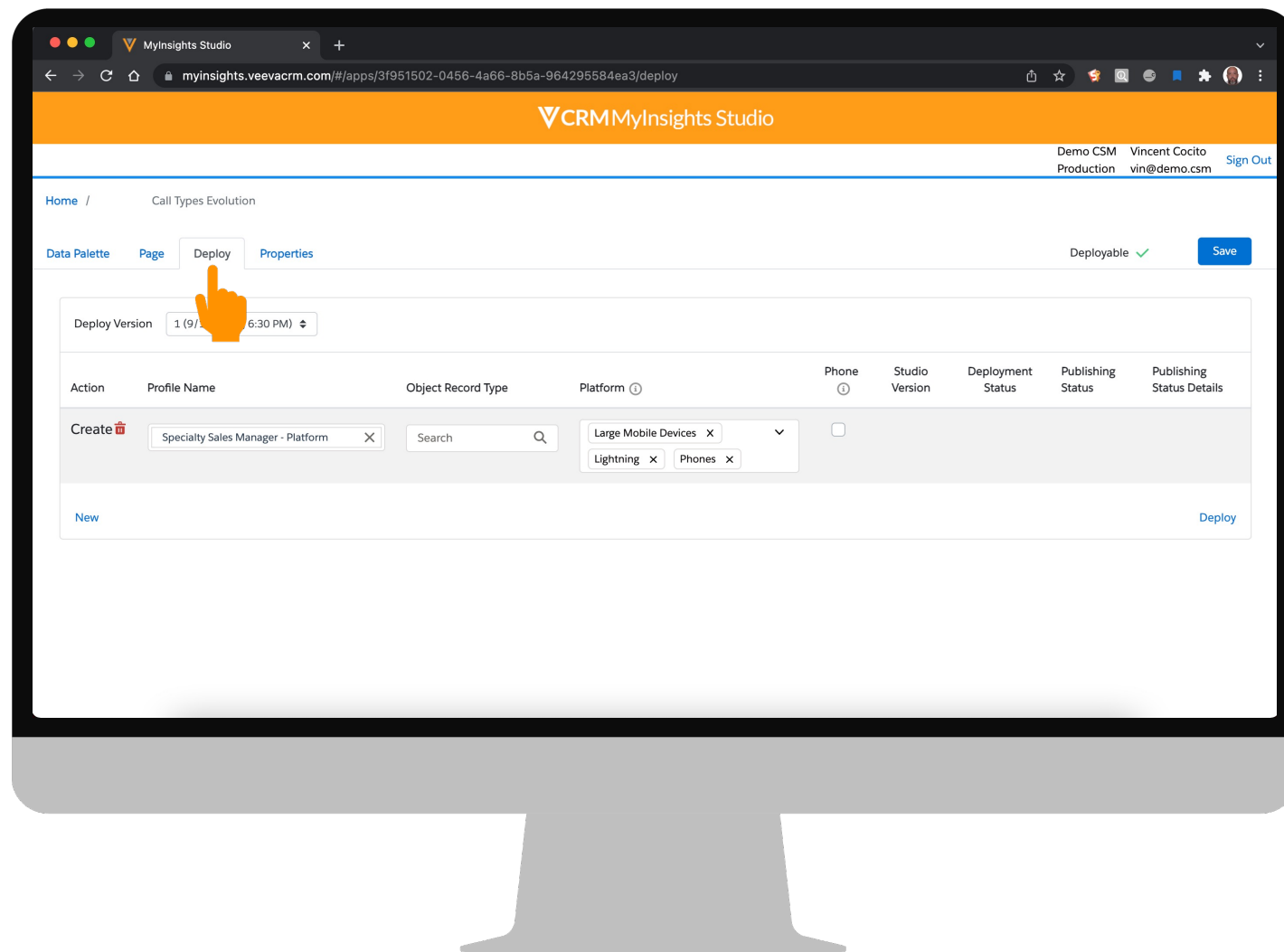


# MyInsights Studio

After signin in, creators can:

Deploy MyInsights Pages to orgs making them available to end users

MyInsights Pages can be deployed to different Profiles, Record Types or Platforms

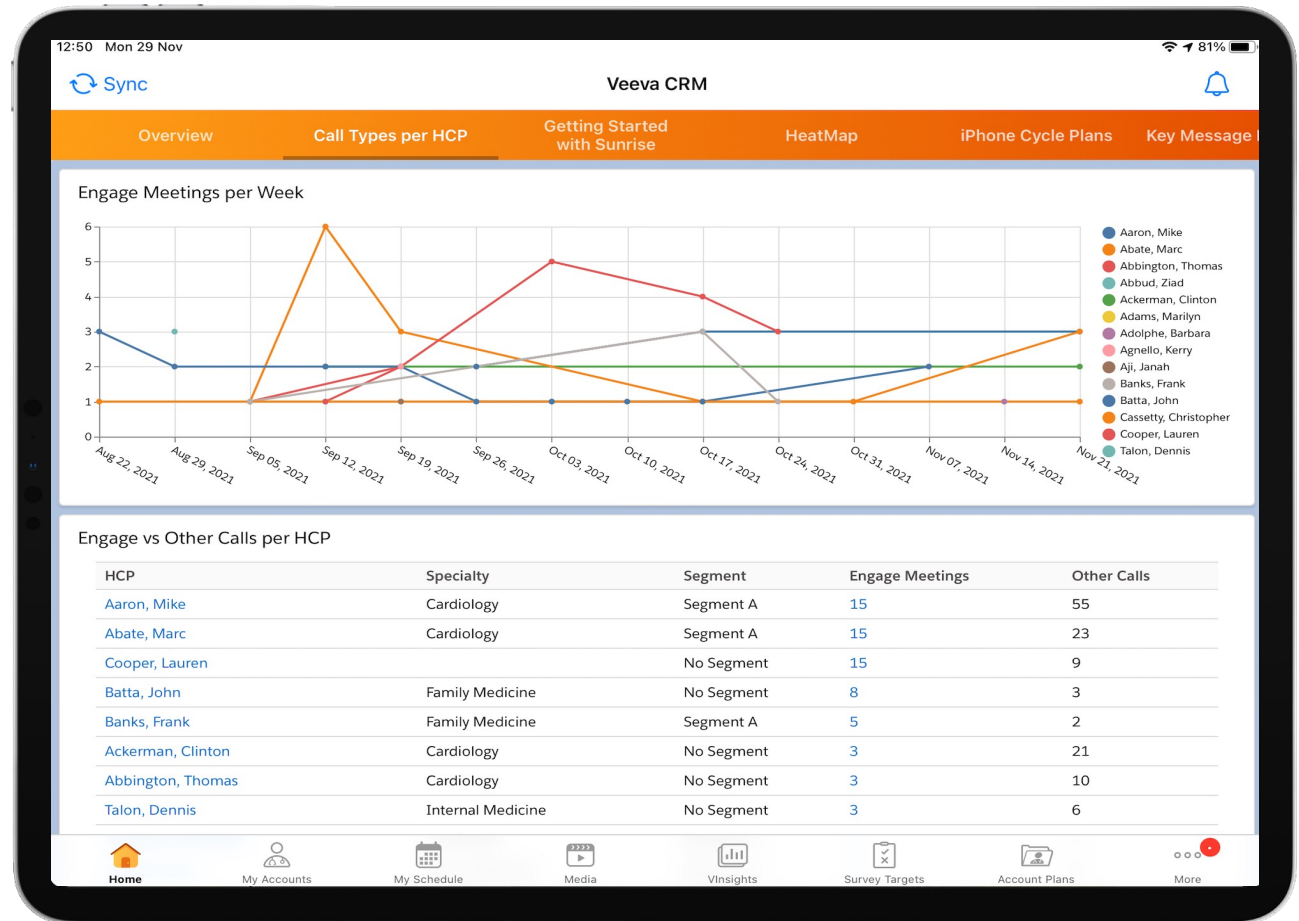




# MyInsights Studio

Once deployed, end users can see MyInsights Pages:

In the iPad



# Analytical

MyInsights Studio  
MyInsights





# MyInsights, what's new?



Available online in  
Lightning



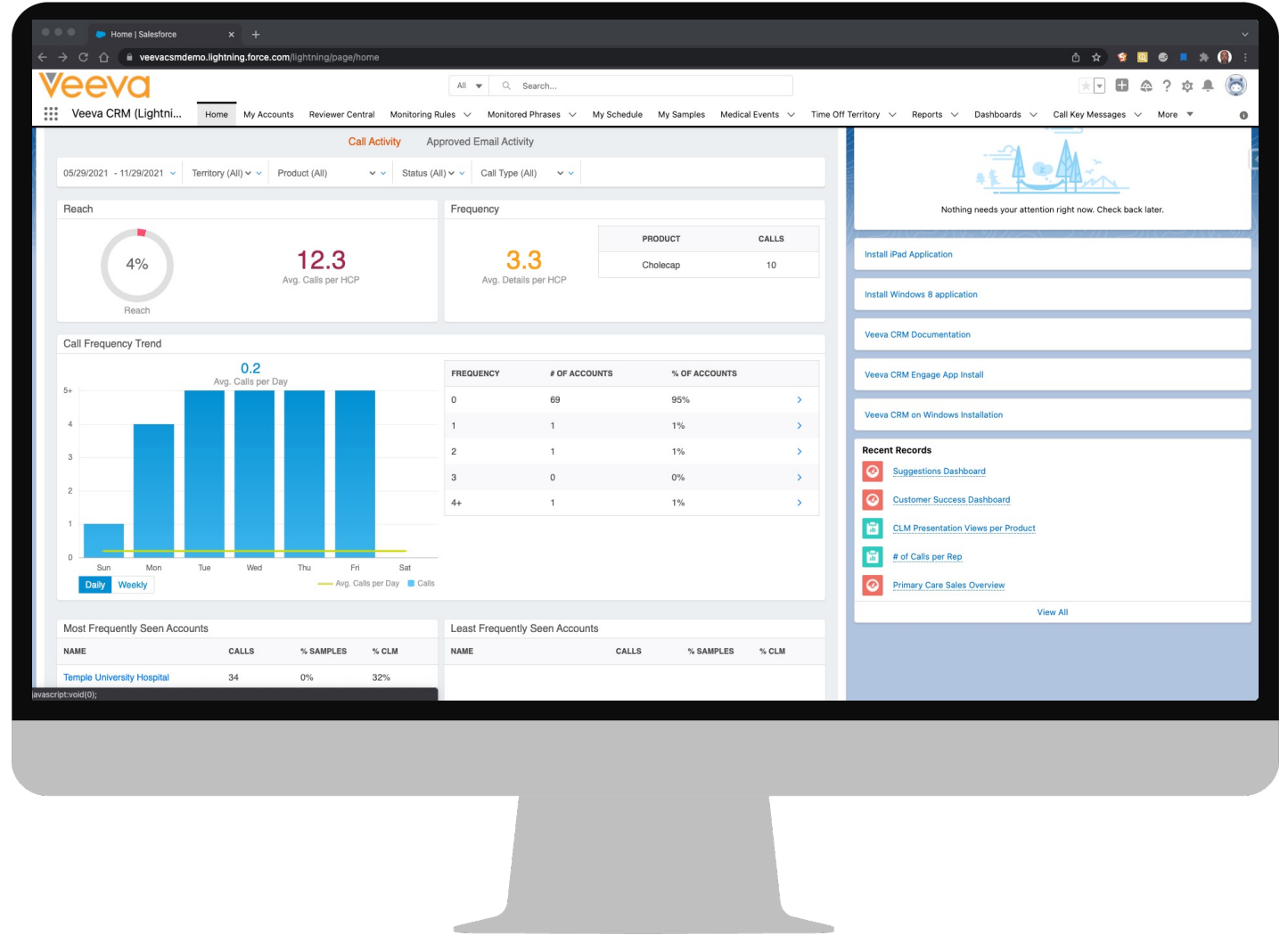
Nitro Queries in Online  
MyInsights



# MyInsights in Lightning

Lightning component available to any Lightning Page allowing MyInsights Pages to be displayed in Veeva CRM lightning online

MyInsights Home tab now also available online in Lightning

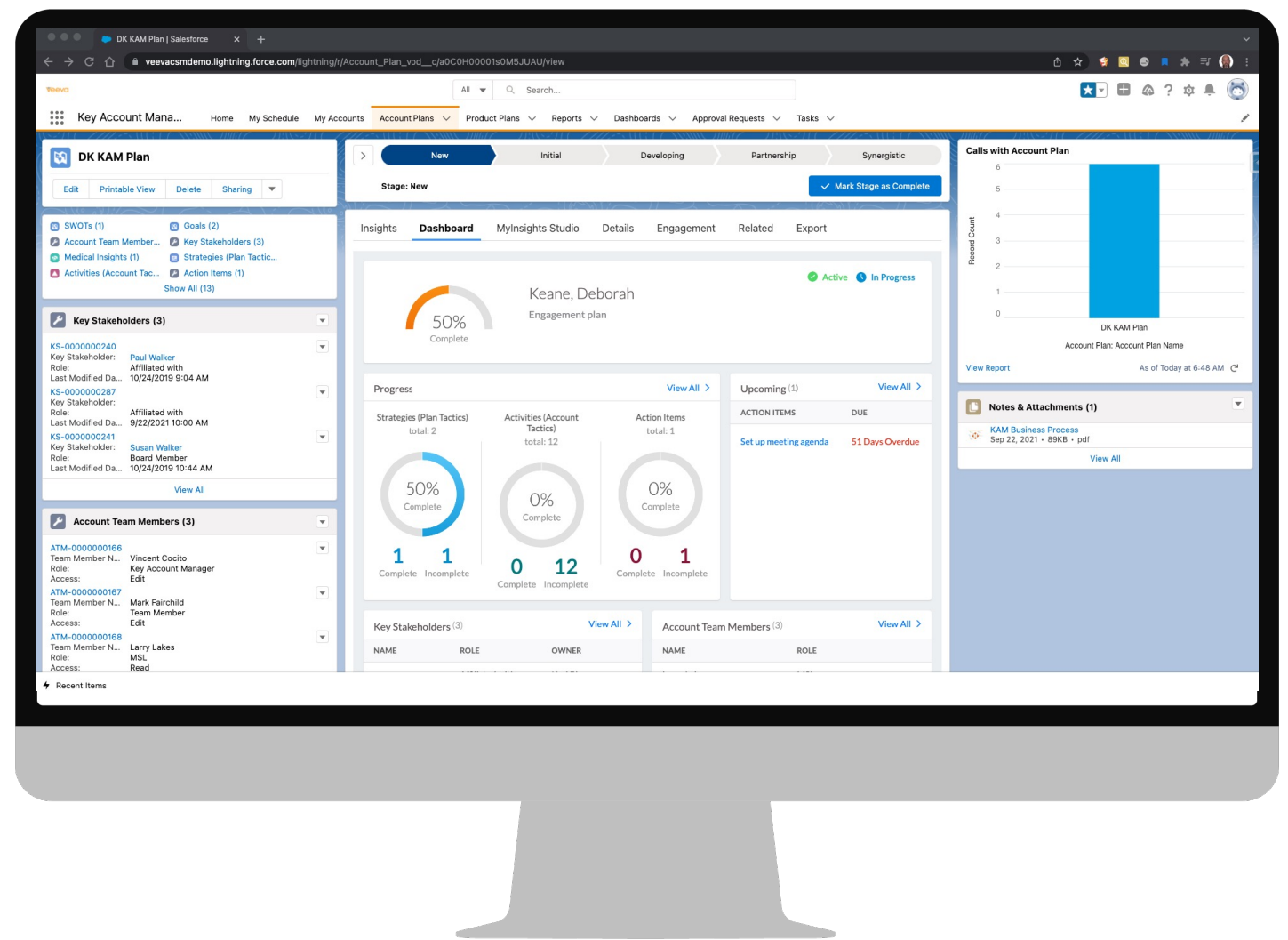




# MyInsights in Lightning

Lightning component available to any Lightning Page allowing MyInsights Pages to be displayed in Veeva CRM lightning online

MyInsights Pages available to any other lightning page



# Analytical

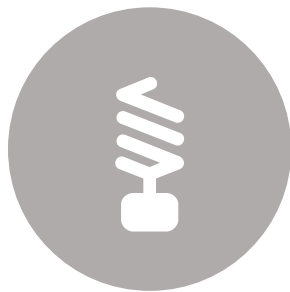
MyInsights Studio  
MyInsights  
Standard Metrics





## CRM Standard Metrics

Available August 2021, Required April 2022



Call Channel



User Type



User Country





## New Channel Insights with Standard Metrics



### Key Benefits:

- Capture better insights
- Normalize data across regions and orgs
- Enable downstream innovation

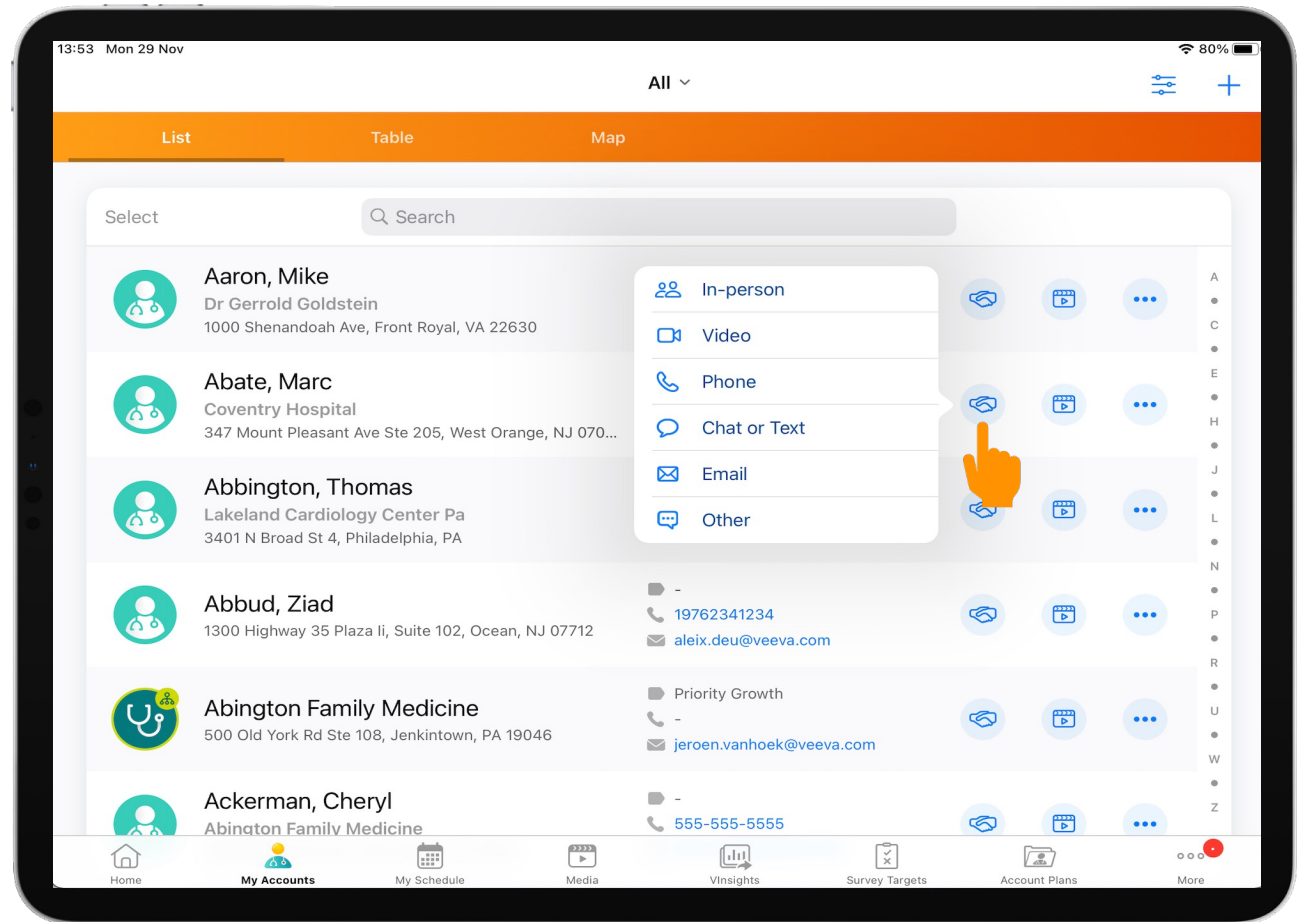


# Standard Metrics

Users can select the right channel option for their calls

Do not replace or eliminate the use of any custom call Channel or Call Type fields

Call Channel dropdown launches from the same buttons that users are used to, reducing friction



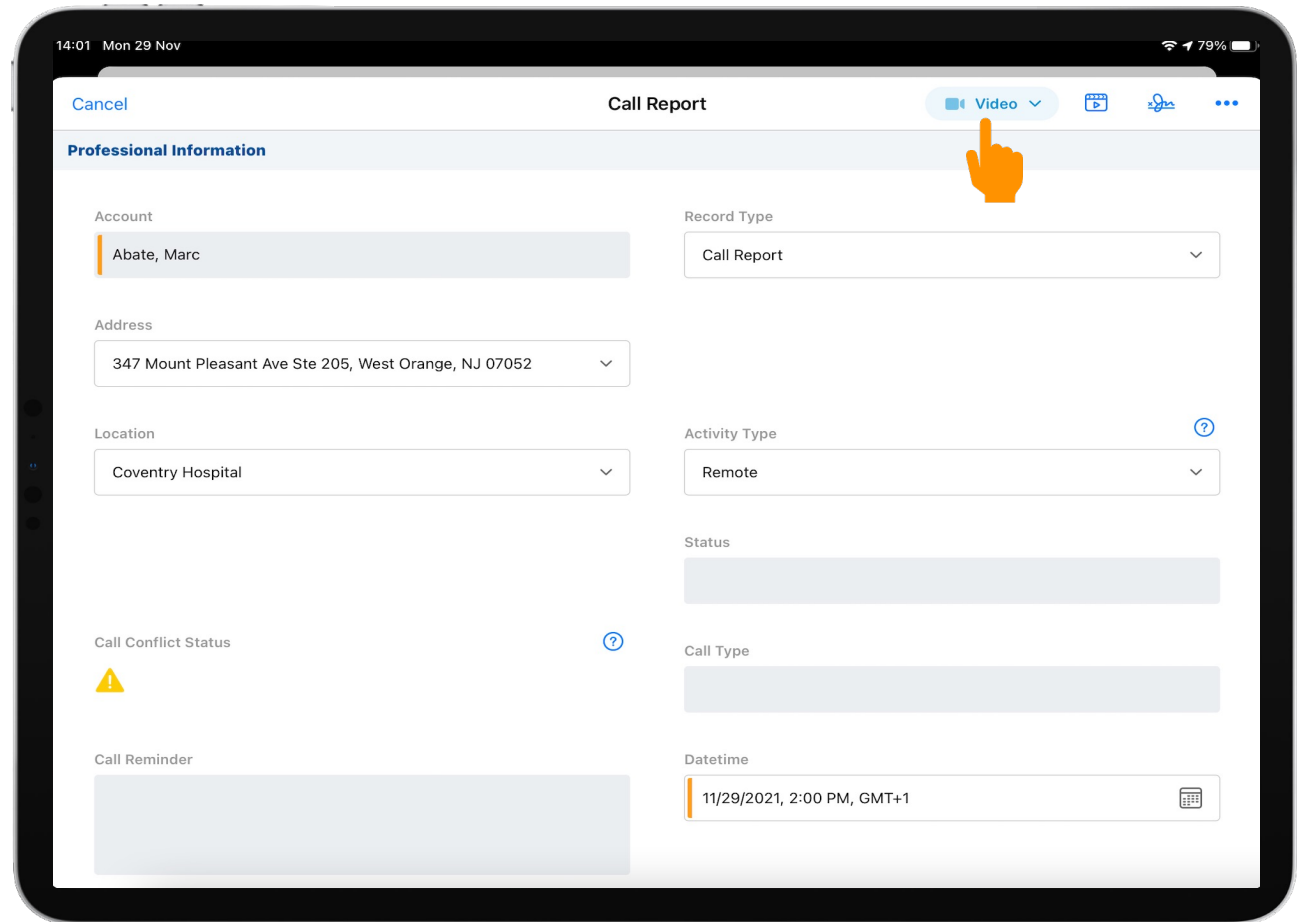


# Standard Metrics

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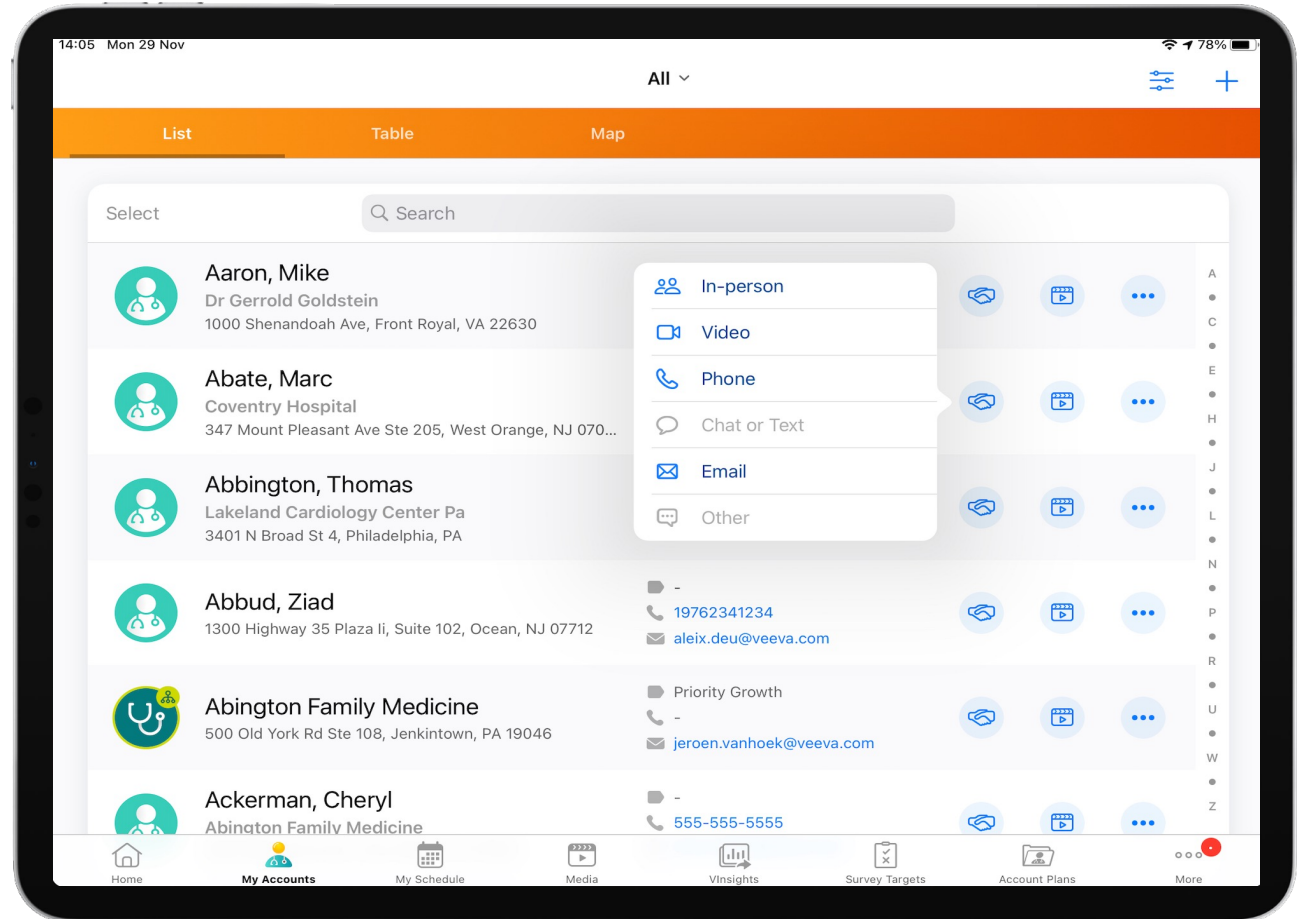
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# Standard Metrics

Option to disable certain channels, making them unavailable for selection (Email, Chat or Text, Other)





## Standard Metrics

Option to disable certain channels, making them unavailable for selection (Email, Chat or Text, Other)

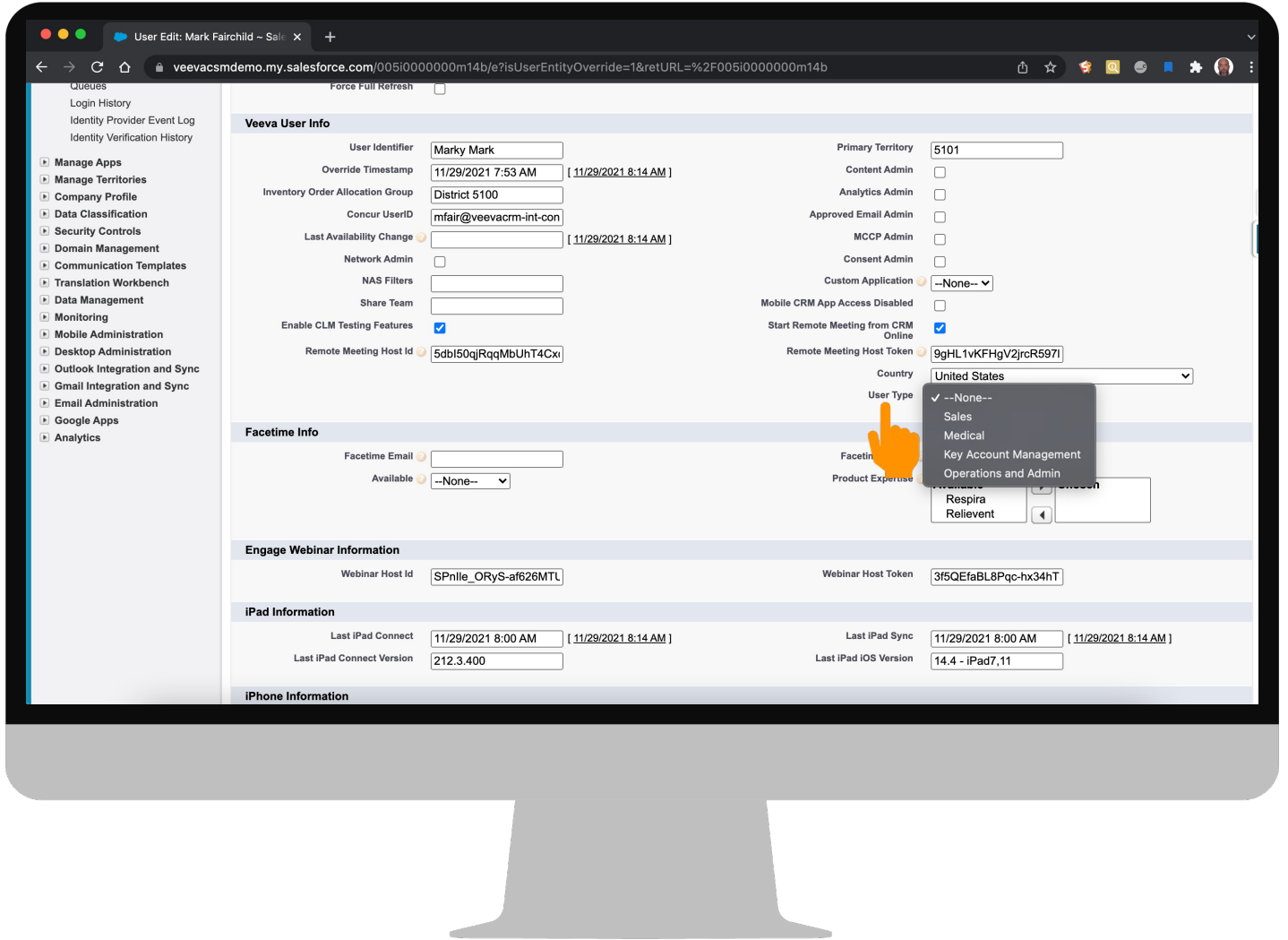
Option to configure a custom call channel field to auto-populate the standard call channel field, preventing the reps from entering data twice

The screenshot shows a mobile application interface for a 'Call Report'. At the top, there is a status bar with the time '14:01', date 'Mon 29 Nov', and battery level '79%'. Below the status bar, the app title 'Call Report' is centered, with a 'Cancel' button on the left and a 'Video' dropdown menu on the right. A blue arrow points to the 'Video' dropdown. The form is divided into two columns. The left column contains fields for 'Account' (Abate, Marc), 'Address' (347 Mount Pleasant Ave Ste 205, West Orange, NJ 07052), 'Location' (Coventry Hospital), 'Call Conflict Status' (with a warning icon), and 'Call Reminder'. The right column contains fields for 'Record Type' (Call Report), 'Activity Type' (Remote), 'Status', 'Call Type', and 'Datetime' (11/29/2021, 2:00 PM, GMT+1). A blue arrow also points to the 'Activity Type' dropdown.



# Standard Metrics

**New User Type Field**  
Provides a standard list of values to indicate a user's role  
Allows the collection of standardized user data



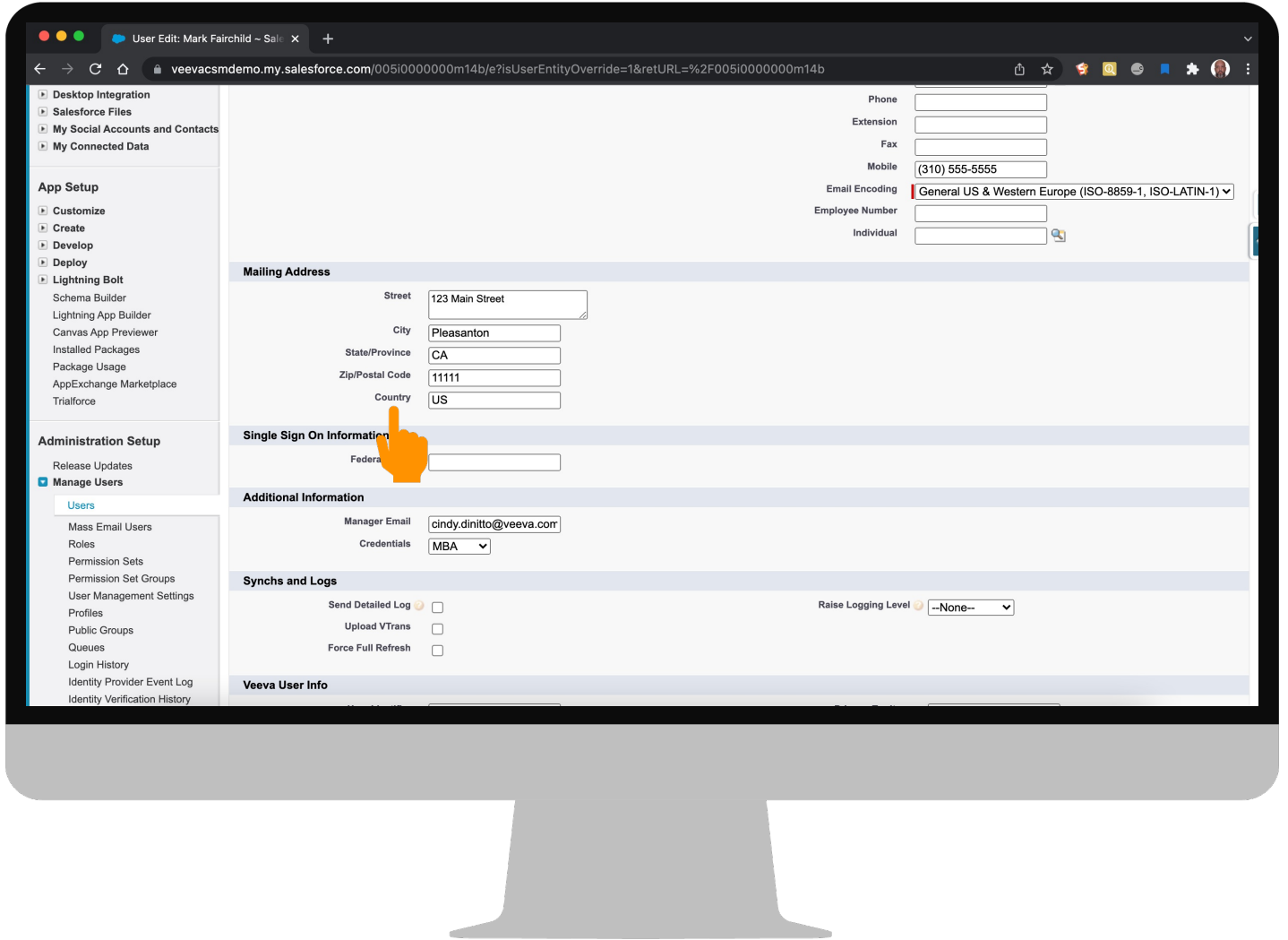


# Standard Metrics

**Country Code Field Updates**

Provides a standard list of values to indicate a user's country following the 2-letter ISO code standard

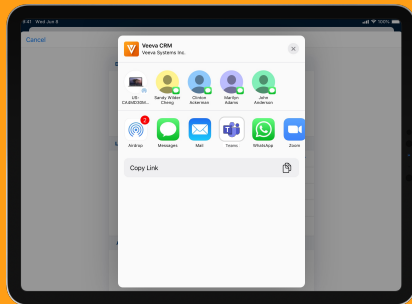
Allows the collection of standardized user data





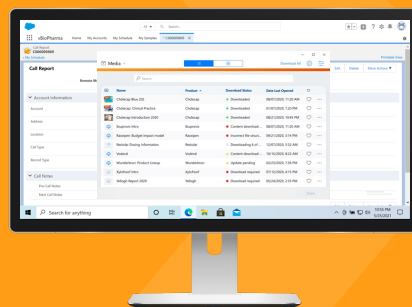
# New in the Last 12 Months

## Digital Engagement



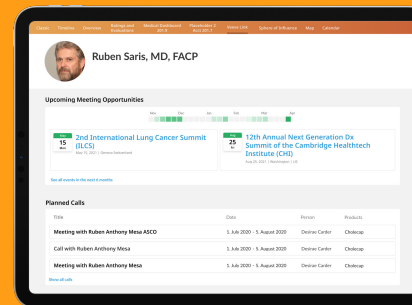
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## Desktop Experience



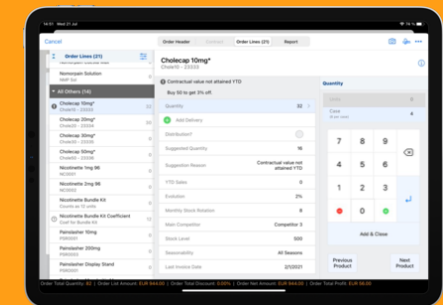
- Desktop Experience
- Browser Experience
- Business Apps
- Stakeholder Navigator
- Account plan deep cloning

## Analytical



- MyInsights
- MyInsights Studio
- Standard Metrics

## Core CRM



- Approved Notes
- Order Management
- Events Management



# Core CRM

Approved Notes

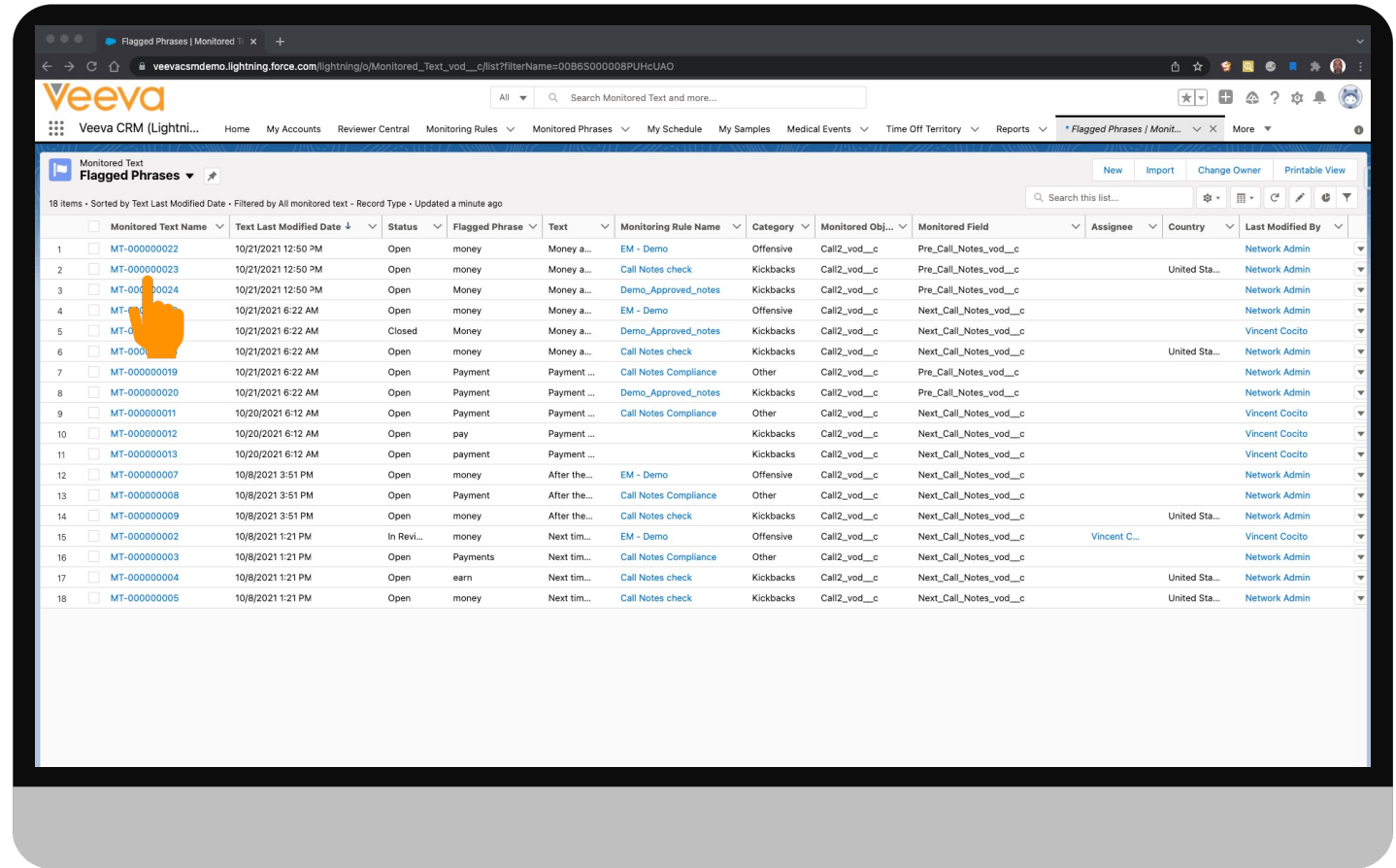


# Approved Notes – Monitored Text

Replaces Reviewer Central

Monitored Text enables compliance users to use native Salesforce functionality to quickly locate, view and resolve Approved Notes violations

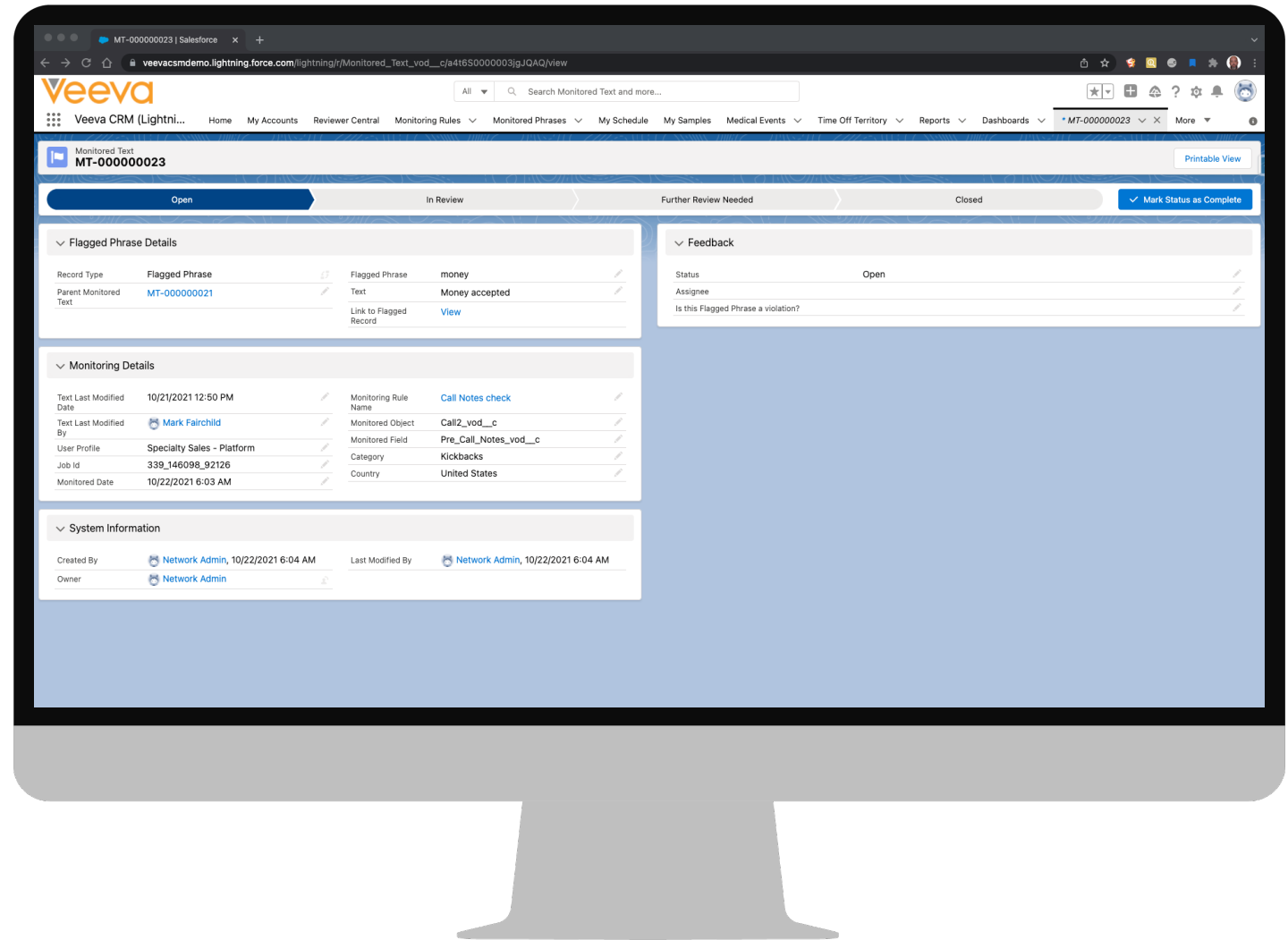
The Approved Notes Process creates Monitored Text records that compliance users review and resolve



# Approved Notes – Monitored Text

Flagged Phrases or the entire Text entered by the user can be reviewed

Approved Notes rules can now be created by Country



# Core CRM

Approved Notes  
Order Management





# Order Management

Order Line Table View has become the Default View

It allows faster order capture for Pharmacy Sales Reps

Order Lines (21)	Seasonality	Last Invoice Date	List Price	Free Goods	Net Price
<b>Must Stock Products (7)</b>					
EZ Breathe Nasal Spray EZB001	Spring	2/1/2021	EUR 3.50	0	EUR 3.50
EZ Breathe Tab 30 EZB001	Spring	2/1/2021	EUR 1.20	0	EUR 1.20
EZ Breathe Tab 60 EZB002	Spring		EUR 1.80	5	EUR 1.71
Nomarpain Bottle x1 NBPx1	Autumn	2/1/2021	EUR 1.20	0	EUR 1.20
Nomarpain Bottle x5 NBPx5	Autumn	2/1/2021	EUR 3.00	0	EUR 3.00
Nomarpain Cuesta Max	Autumn		EUR 2.00	0	EUR 2.00
Nomarpain Solution NBP Sol	Autumn	2/1/2021	EUR 2.00	0	EUR 2.00
<b>All Others (14)</b>					
Cholecap 10mg* Chole10 - 23333	All Seasons	2/1/2021	EUR 10.00	0	EUR 10.00
Cholecap 20mg* Chole20 - 23334	All Seasons		EUR 20.00	0	EUR 20.00
Cholecap 30mg* Chole30 - 23335	All Seasons		EUR 30.00	0	EUR 30.00
Cholecap 50mg* Chole50 - 23336	All Seasons		EUR 15.00	0	EUR 15.00
Nicotinette 1mg 96 NC0001	All Seasons		EUR 6.00	0	EUR 6.00



# Order Management

From the Order Line Table view, it is now possible to search or filter by Product

This enables faster data entry by reducing the total number of clicks

Cancel Order Header Contract Order Lines (21) Report

Order Lines (21)	Seasonability	Last Invoice Date	List Price	Free Goods	Net Price
▼ Must Stock Products (7)					
EZ Breathe Nasal Spray EZB001	Spring	2/1/2021	EUR 3.50	0	EUR 3.50
EZ Breathe Tab 30 EZB001	Spring	2/1/2021	EUR 1.20	0	EUR 1.20
EZ Breathe Tab 60 EZB002	Spring		EUR 1.80	5	EUR 1.71
Nomarpain Bottle x1 NBPx1	Autumn	2/1/2021	EUR 1.20	0	EUR 1.20
Nomarpain Bottle x5 NBPx5	Autumn	2/1/2021	EUR 3.00	0	EUR 3.00
Nomarpain Cuesta Max	Autumn		EUR 2.00	0	EUR 2.00
Nomarpain Solution NBP Sol	Autumn	2/1/2021	EUR 2.00	0	EUR 2.00
▼ All Others (14)					
Cholecap 10mg* Chole10 - 23333	All Seasons	2/1/2021	EUR 10.00	0	EUR 10.00
Cholecap 20mg* Chole20 - 23334	All Seasons		EUR 20.00	0	EUR 20.00
Cholecap 30mg* Chole30 - 23335	All Seasons		EUR 30.00	0	EUR 30.00
Cholecap 50mg* Chole50 - 23336	All Seasons		EUR 15.00	0	EUR 15.00
Nicotinette 1mg 96 NC0001	All Seasons		EUR 6.00	0	EUR 6.00

# Core CRM

Approved Notes  
Order Management  
Events Management

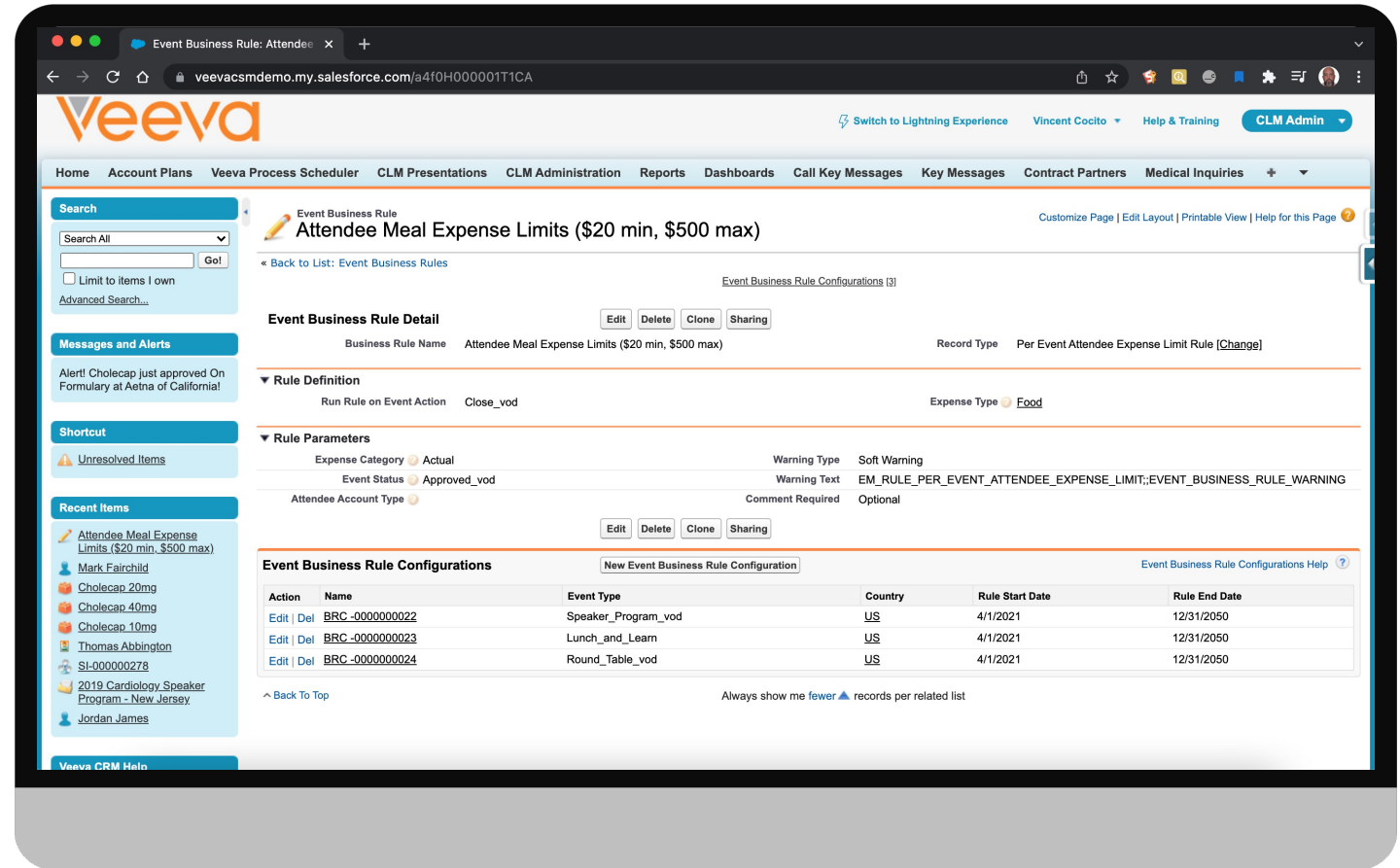


# Event Business Rules

A set of Business Rules have been created to help Event Organizers creating and managing Events:

Expense Limit Rules: Guidelines and policies for expense limits

Prevent Event Organizers from adding estimated and actual expenses to an event with these restrictions



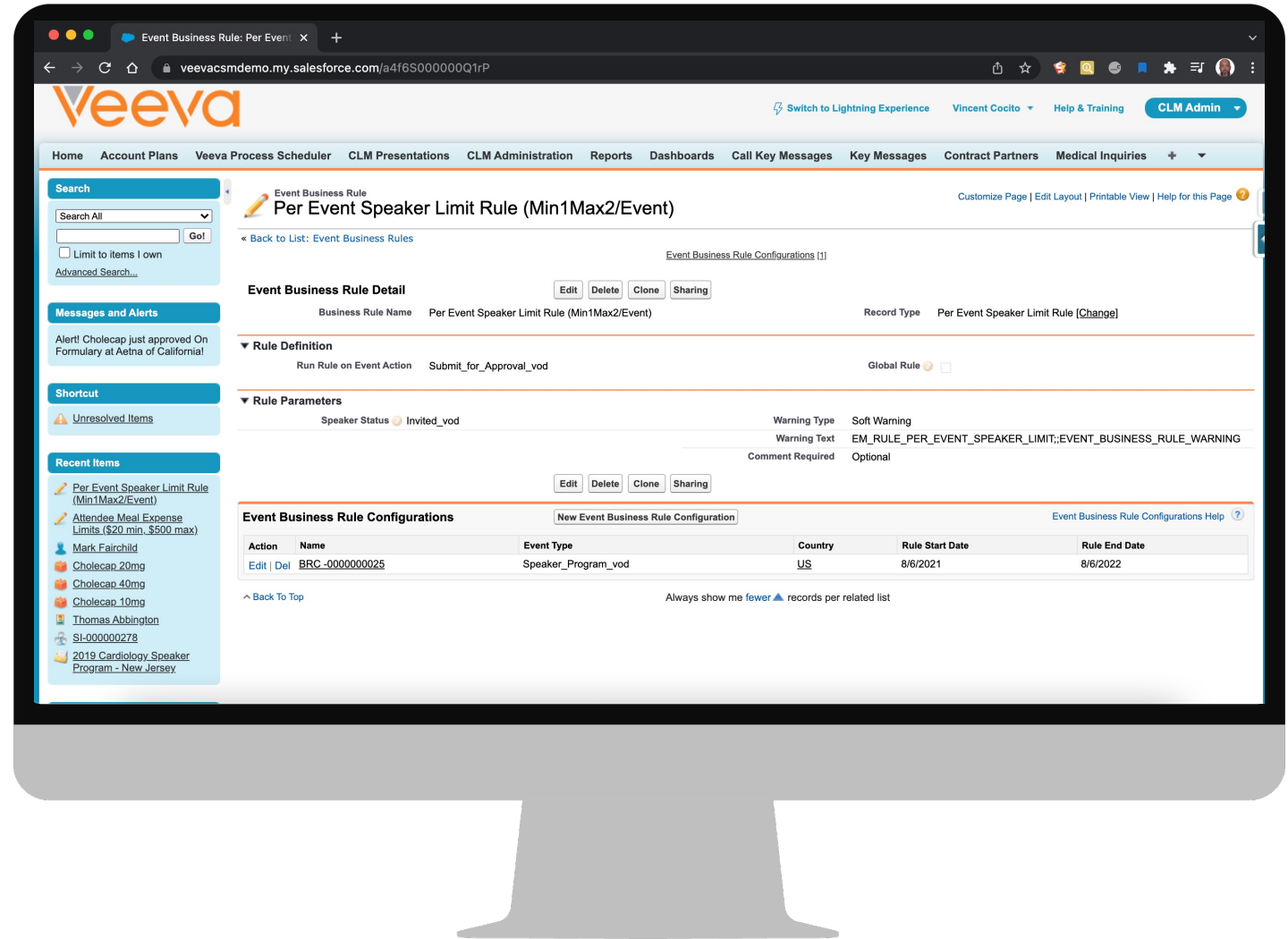


# Event Business Rules

A set of Business Rules have been created to help Event Organizers creating and managing Events:

Event Speaker Rules: Guidelines and policies when adding speakers to events

Supports compliant event management, according to local regulations

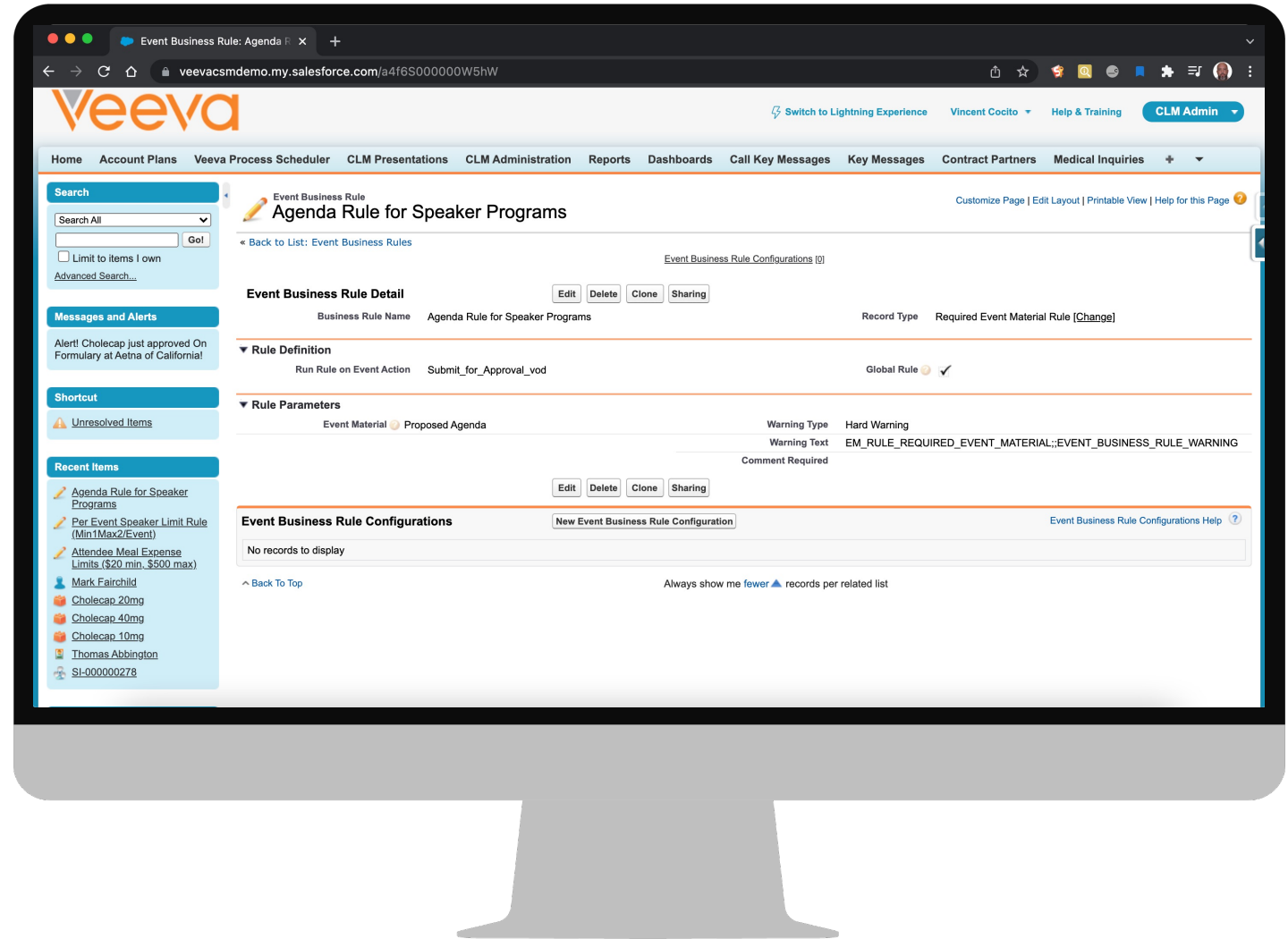


# Event Business Rules

A set of Business Rules have been created to help Event Organizers creating and managing Events:

**Required Event Material Rules:** Requires event organizers to attach supporting materials before an event action can be performed

Improves compliance and audit trails



# Community Forums 2022

Returning to in person



**Benelux**  
10<sup>th</sup> March

**France**  
31<sup>th</sup> March

**Italy**  
21<sup>th</sup> April

**DACH**  
12<sup>th</sup> May

**UK**  
26<sup>th</sup> May

**Nordics**  
2<sup>th</sup> June

**Spain**  
9<sup>th</sup> June

Veeva & U

Thank you