

For Immediate Release

Veeva Systems Announces 16 New Customers for Veeva Vault, the Life Sciences Industry's New Cloud-Based Regulated Content Management System

PLEASANTON, CA — June 26, 2012 – In the first six months since Veeva Vault was made generally available, 16 life sciences companies have adopted the new cloud-based regulated content management solution. This unprecedented growth highlights both the industry's striking shift away from installed/hosted software and the recognition that streamlined content management can be an offensive weapon; not just a back office function. New Vault customers range from global pharmaceutical organizations to specialty life sciences companies such as InterMune, Kythera Biopharmaceuticals and Unigene Laboratories.

"We had outgrown a server-based approach for content management, so we wanted cloud technology and a company-wide solution that could effectively serve diverse masters across the business – Regulatory, CMC, Clinical, Sales and Marketing, HR, Finance and Legal – with different requirements for user knowledge, compliance and security. Vault was the right solution for us," said Jeff Webster, vice president of operations at Kythera.

Veeva Vault solves the complex content management challenges currently facing life sciences organizations by combining applications with deep functionality for compliance, workflow, and collaboration with the flexibility and cost-effectiveness of a cloud-based platform. This marks the first time that life sciences companies can manage regulated content with a technology platform and rich applications from the same partner. Plus, there's no software to install, hardware to maintain or costly updates to deploy, making Vault affordable for companies of all sizes; even the smallest life sciences companies have access to enterprise-level technology.

"It was critical for us to find a robust electronic document management system that met all the regulatory requirements, but was easy to set up and roll-out to our users, had an intuitive user interface, and provided access from anywhere," said Keli Rommel, manager of regulatory operations at Unigene Laboratories. "It was also important to select a vendor who was committed to our industry, and who had a pricing model that made sense for our business. Vault gave us all of this and more."

Vault customers consistently cite the following four reasons for the product's rapid adoption:

- **Ease of use** – Vault combines deep content management functionality with the usability of the consumer web. According to one customer, "it's like using the websites I use every day;"
- **Industry-specific** – Vault has been created from the ground up for life sciences companies, so it already includes 21 CFR Part 11 compliance, electronic signatures, audit trail, online annotations, pre-configured workflows, and much more;
- **Fast implementation** – industry-specific functionality and a truly cloud-based platform enable Vault customers to go live in a validated environment in a matter of weeks, with zero custom code; and,
- **Collaboration support** – with features like Real Time Review and purely browser-based access, Vault facilitates easy collaboration while drastically reducing on-boarding times for new users.

For more information, go to www.veevavault.com and visit us on Facebook page for constant Vault updates.

About Veeva Vault

Veeva Vault is the first regulated content management system built specifically for the life sciences industry. Based on the very latest in cloud computing technology, Vault requires no hardware or software to purchase, scale, or maintain. Vault spans the industry's major business processes across the research & development, quality, manufacturing, medical information, clinical, and commercial departments with end-to-end applications that are simple-to-use, simple-to-administer, and inexpensive to operate for organizations of all sizes.

About Veeva Systems

Veeva Systems is the leader in cloud-based business solutions for the global life sciences industry. Committed to innovation, product excellence, and customer success, Veeva has over 100 customers, ranging from the world's largest pharmaceutical companies to emerging biotechs. Founded in 2007, Veeva is a privately held company headquartered in the San Francisco Bay Area, with offices in Philadelphia, Barcelona, Paris, Beijing, Shanghai, and Tokyo. For more information, visit www.veevasystems.com.

Media Contact

Lisa Barbadora

Veeva Systems, Inc.

610-420-3413

pr@veevasystems.com

Copyright (c) 2012 Veeva Systems. All rights reserved. Veeva and the Veeva logo are registered trademarks of Veeva Systems. Veeva Systems owns other registered and unregistered trademarks. Other names used herein may be trademarks of their respective owners.