



FOR IMMEDIATE RELEASE

Life Sciences Accelerates Use of Remote Meetings to Connect with Healthcare Professionals

Veeva CRM Engage Meeting delivers on industry's pressing need for easy and compliant online meetings

Veeva enabling industry shift toward digital engagement during COVID-19

PLEASANTON, CA — June 3, 2020 — Leveraging digital channels to connect with healthcare professionals (HCPs) is a top priority across the life sciences industry. To accelerate the move toward digital engagement, increasing numbers of companies are using **Veeva CRM Engage Meeting** for easy and compliant online meetings. **Veeva Systems** (NYSE: VEEV) is enabling customers to quickly shift to remote meetings as a primary way to reach and engage doctors as in-person access remains limited during COVID-19.

Since March 2020, Veeva has offered Veeva CRM Engage Meeting free to new customers so they can stay connected with doctors. The number of remote meetings has increased more than 50 times from February to May, with companies meeting with hundreds of thousands of HCPs online.¹ Engagements have also been longer and more in-depth, lasting an average 22 minutes² versus the industry average 6 minutes.³

“Virtual meetings give me a more efficient way to connect with biopharma reps and something I’m looking forward to using more of in the future,” said Andrew J. Moore, M.D., hematologist and oncologist at Southeast Cancer Center. “I’m having in-depth and focused discussions at times that are most convenient, leaving me more time to care for my patients.”

Veeva is helping customers get up and running on Veeva CRM Engage Meeting in as little as two weeks, with companies able to leverage **remote drug sampling** capabilities immediately with their current distribution vendors. In just over a month since its availability, more than 50,000 sample requests have been captured using remote sampling.

“Now more than ever, we need to connect with healthcare professionals virtually and deliver the online experience they expect,” said Chris Deluzio, senior vice president, sales and commercial operations, at Biohaven Pharmaceuticals. “Veeva helps us meet customers where they are and empower our field teams through digital engagement.”

Learn how Veeva CRM Engage Meeting is helping the industry quickly shift to digital engagement at the upcoming **Veeva Summit Online**, June 9-10, 2020. The virtual event is only open to life sciences industry professionals. Register and view the agenda at veeva.com/Summit.

Additional Information

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About Veeva Systems

Veeva Systems Inc. is the leader in cloud-based software for the global life sciences industry. Committed to innovation, product excellence, and customer success, Veeva serves more than 875 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.

¹ Veeva HCP Pulse. Veeva Systems. May 2020.

² Veeva HCP Pulse. Veeva Systems. May 2020.

³ Pharma Sales Reps are Struggling – Here's Why. BlueNovius. May 2018.

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-K for the period ended January 31, 2020. 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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