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Conatus Pharmaceuticals Implements Veeva Vault eTMF and QualityDocs to Speed Global Clinical Trials of New Biologic Emricasan

Biotech implements paperless processes for regulatory development activities across the enterprise

PLEASANTON, CA – Jan. 22, 2015 – To improve visibility, control, and collaboration for its ongoing and planned clinical trials, San Diego-based biotech Conatus Pharmaceuticals selected cloud-based Veeva Vault eTMF and Veeva Vault QualityDocs – applications for the management of clinical study and quality and development documentation, respectively. As the company expanded its network of external partners across a growing number of sites worldwide, Conatus sought a fully paperless solution to reduce costs and provide an efficient way for all parties – including a largely mobile clinical workforce – to access content. With Veeva Vault eTMF and Veeva Vault QualityDocs, Conatus has gained a single, authoritative source for verified, current documents, streamlining information sharing across the enterprise.

Conatus had been using a hybrid of paper and electronic document management processes to support the clinical study of their first-in-class compound, emricasan, but wanted to increase efficiency and improve collaboration across all stakeholders globally. In addition, Conatus wanted an advanced, industry-specific system and to free internal staff to refocus on core competencies. With Vault's multitenant cloud infrastructure, Conatus will no longer be sidetracked by system maintenance – Vault applications provide key life sciences functionality without the need for heavy customization. In addition, because Vault eTMF and Vault QualityDocs are delivered in the cloud, Conatus gains automatic access to continuous innovation – eliminating lengthy, manual system upgrade projects.

"To increase efficiency and enable our teams to focus on our core business, we wanted to outsource our key business applications – that's what led us to Veeva. Easily configured to our specifications and continually updated, Vault ensures we are always working with the latest and most relevant technology without a large infrastructure investment or time drain," remarked Conatus CEO Steve Mento. "Our priority is developing drugs – not managing paper or upgrading technology. Vault helps us move faster and improve effectiveness by allowing us to collaborate easily, maintain the control we need in a regulated environment, and improve visibility. Real-time reporting capabilities give us immediate insight into where content stands, so we can address bottlenecks quickly and improve our processes on an ongoing basis."

Since its inception, Conatus has made efficiency a guiding principle in order to concentrate its resources on research and development. Vault eTMF aligns with Conatus' corporate mission by eliminating inefficient and labor-intensive paper-based processes to simplify trial document exchange. Early results indicate that Conatus is also in step with recent research that shows companies using advanced eTMF technologies experience significant benefits such as improved collaboration, inspection-readiness, visibility, and cost savings. And as Vault eTMF is built according to the DIA TMF Reference Model, Conatus now has a repeatable framework that follows international standards. "Having a system built according to the standards of the DIA TMF Reference Model was important to us, especially considering the scope and complexity of our clinical development activities," added Mento. "Veeva has the foresight to build a solution that reflects widely recognized specifications."

Conatus Vice President for Regulatory and Quality Cindy Luchetti added, "Our previous system was not ideal for clinical trial records. Vault eTMF gives us optimized capabilities with the added bonus of the DIA TMF Reference Model. Now, we are completely paperless, using electronic signatures for

almost everything and recording all approvals in the system. This kind of efficiency is critical to meeting our research and development goals."

Vault QualityDocs has also proven key to supporting Conatus' efficiency goals by delivering a single, global source of all quality system documents, manufacturing records, development reports, and validation documents across the enterprise. An approved document is uploaded once and shared to all globally – eliminating the risk and inefficiency of unsecured paper copies. In addition, Vault QualityDocs' Read and Understood functionality allows Conatus team members to review documents easily and management to monitor completion using simple dashboards. "Vault QualityDocs has made immediate impact on our operational efficiency and compliance," added Luchetti. "Our staff always has access to the current effective version of a document anywhere with web access – whether in the office or on the road. It's faster. It's easier. And it encourages them to follow our procedures. We also automatically track who is reading or has been trained on which materials for simplified compliance reporting."

Vault QualityDocs and Vault eTMF, along with all Vault applications, are designed to closely mirror familiar consumer web sites, providing an intuitive interface for all users. "Vault is sleek and simple. Our employees, and various external partners have picked it up without a steep learning curve and only minimal training – literally just an hour or two," noted Mento. "Vault simplicity not only makes us more efficient and it easier to share information, but it also encourages all users to leverage the full functionality of the system for greater return on investment."

About Veeva Vault
Veeva Vault is the first cloud-based regulated content management platform and suite of applications designed for life sciences. It spans clinical, quality, commercial, medical, and every major part of a global life sciences company to ensure one trusted source for content and data across the enterprise. Helping companies connect securely in the life sciences cloud, Vault provides complete control from start to finish, as well as the easy accessibility, visibility, and agility needed to speed time to market. All Vault applications offer real-time reporting and dashboards; an intuitive, consumer-web interface; and a true multitenant cloud architecture that continuously delivers rapid innovation. Today, more than 100 customers rely upon Vault to manage critical content and the number of Vaults has grown threefold in just one year.

Additional Information:
- For more information on Veeva Vault, please visit: www.veeva.com/vault/
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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 200 customers ranging from the world's largest pharmaceutical companies to emerging biotechs. Veeva is headquartered in the San Francisco Bay Area, with offices in Europe, Asia, and Latin America. For more information, visit www.veeva.com.

Forward-looking Statements
This release contains forward-looking statements, including statements regarding benefits from the use of Veeva's solutions, demand for Veeva's solutions, and general business conditions. 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, 2014, which is available on the company's website at www.veeva.com under the Investors section and on the SEC's website at www.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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Media Contact:
Lisa Barbadora
Public Relations
Veeva Systems Inc.
610-420-3413
pr@veeva.com