



# Veeva Summit

May 2026

**eraneos**

# We are an European challenger for sustainable transformation, empowering organizations to thrive

- 19 offices in 12 countries
- 1300+ professionals
- 350+ clients

eraneos



Focus Industries

Financial Services

Transportation & Logistics

Automotive

Energy & Utilities

**Life Sciences**

Manufacturing & Defense



What sets us apart  
at Eraneos

## → Why

In a world of constant change, organizations seek experienced yet independent transformation consulting – **delivering results pragmatically** as one team.

That's why we founded Eraneos, and we continue to grow with strong teams joining our journey:  
**Enabling you to win.**

## → What

Bringing together experts from **business and tech**, we empower leading organizations to **continuously raise the bar in successful transformations.**

From C-Suite to the entire workforce and tech stack.

## → How

We operate as a **European-centered boutique at scale** ensuring a seamless consulting experience in which the whole is greater than the sum of its parts.

Despite diverse backgrounds and regions our values unite us: **Dedication. Together. Impact.**

# Eraneos

## Excellence through security, quality and sustainability ISO and TISAX Certifications

Eraneos Germany Holding, its subsidiary companies **Eraneos Germany GmbH**, **Eraneos Automation GmbH**, **Eraneos Analytics Germany GmbH** and **Eraneos Strategy GmbH** are ISO27001:2022, ISO14001, TISAX Level 3 and ISO9001 certified and maintain an active management system.

Status: March 2026

### Proven Quality & Efficiency

✓ Structured, optimized processes drive consistent excellence in service delivery

### Strong Data Security & Compliance

✓ Robust information security management protects client data and meets regulatory requirements.

### Ongoing Improvement & Innovation

✓ A commitment to continuous optimization, reliability and cutting-edge best practices.



### Partnerships & Awards



Financial Times 2024



WirtschaftsWoche

As a certified **Microsoft Solutions Partner**, Eraneos is supported by more than 30 certified consultants and direct access to Microsoft go-to-market programs, enabling accelerated delivery and strong ecosystem alignment.

Partnerships and broad certification level for **Google Cloud, AWS, Azure, Snowflake, Databricks** and other relevant Data and AI Service providers

**Veeva Development Cloud Partner**, providing our clients with cutting-edge solutions for clinical, regulatory, and quality processes.

**Awarded for In-house Legal Team Innovation in New Products and Services** together with CARIAD and Freshfields

**WirtschaftsWoche Best of Consulting** winner for multiple client projects (2022 – 2024)

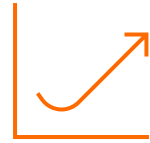


# Our Group Portfolio: Driving successful transformations, where business meets people and technology



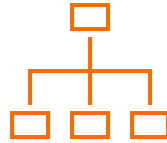
## Corporate & Business Strategy

Empowering sustainable growth and transformation through tailored strategies aligned with market dynamics and business priorities.



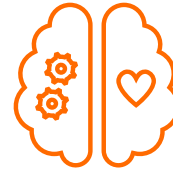
## Customer & Commercial Excellence

Transforming businesses into digital leaders through client-centric and data-driven commercial capabilities.



## Organizational Excellence & Transformation

Designing future-ready organizations with scalable structures, efficient processes and transformation enablement.



## Data & AI

Unlocking the full value of data and AI through scalable architectures, operational intelligence and innovation-driven transformation.



## Sourcing & IT Advisory

Optimizing IT and sourcing strategies to improve operational excellence, integration and technology effectiveness.

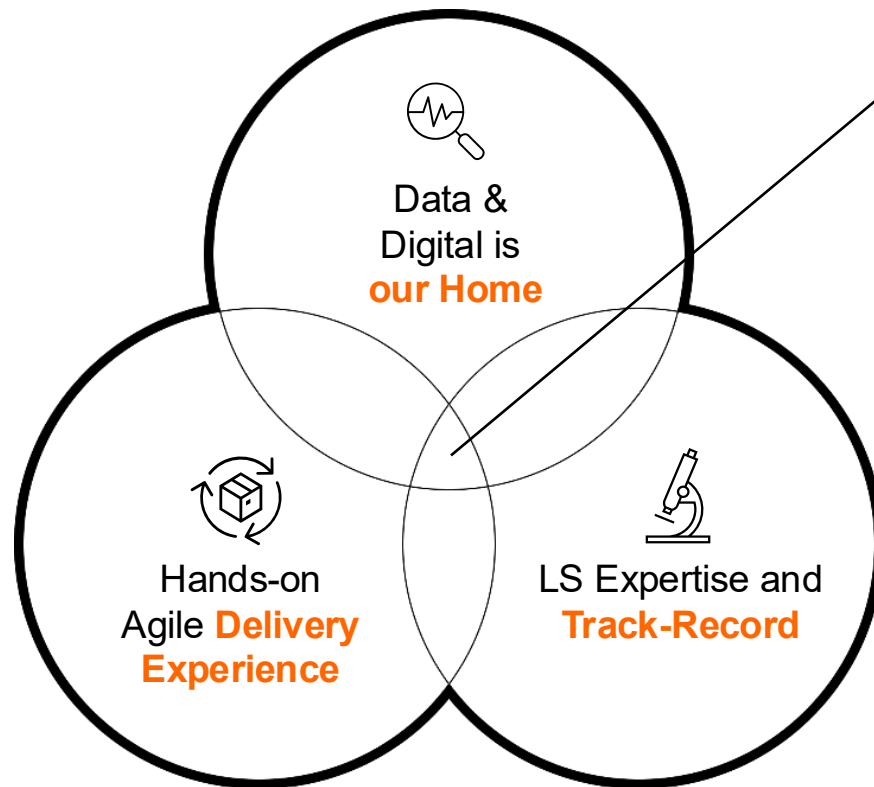


## Cybersecurity

Strengthening resilience through modern cybersecurity, governance and enterprise risk management capabilities.

# We combine the very elements it takes to help clients to deliver data products in complex pharma organizations

*Eraneos is the right partner due to it's positioning in your ecosystem – right at the center*



## Data & Digital is **our Home**

- Eraneos' core focus and capabilities stem from delivering the whole data and analytics value chain – from data architecture to advanced analytics use cases
- Our mission - Drive Commercial Excellence and accelerate R&D in Life Science with innovative Digital & Data solutions
- We draw from our experience beyond Life Science, to integrate outside-in views and proven approaches from our clients across industries

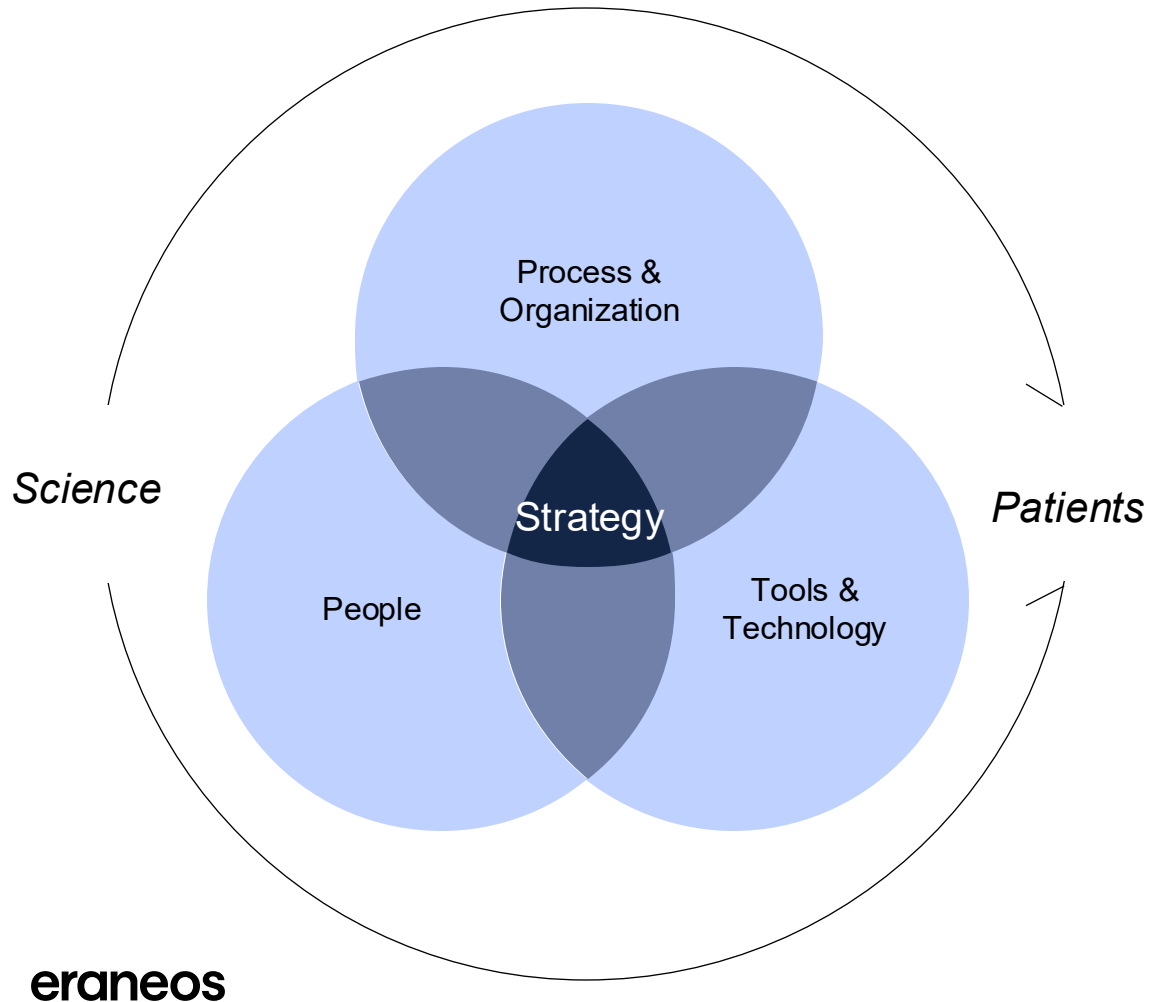
## Hands-on Agile **Delivery Experience**

- We shape Project to Product and Agile Transformations by working hands-on with internal product teams – driving efficiencies by enabling agile ways of working
- Our experts ensure stakeholder communication and collaboration that lead to an aligned understanding of goals and approach

## Life Science Expertise and **Track-Record**

- Our advisor teams always integrate deep Life Science industry expertise with technical and agile delivery skills
- Eraneos has already successfully delivered similar projects in the Pharma organizations and benefits from outside-in perspective across the Industries we support

# We are partnering with Life Science clients in Digital Transformation by leveraging our Data & AI skills to accelerate R&D



## → Strategy

*Define strategic direction of Digital Transformation in-line with corporate goals*

Business & Digital Strategy	AI Strategy
Customer Strategy & Experience	

## → People

*Enable future ready R&D Team with agile, data-driven mindset*

Organizational Change Management	Data Literacy
----------------------------------	---------------

## → Process & Organization

*Optimize Business processes and organization towards informed decision making at any stage*

Target Operating Model	Product Management
Process Optimization	Data Governance & Management

## → Tools & Technology

*Implement effective and performant technologies to realize the full potential of digital transformation*

R&D Platforms (e.g. Veeva)	Business Intelligence & Insights Generation
Data & AI Use Cases	Data Migration

# Our Services for your Veeva Vault initiative combine our R&D and IT knowledge



## Program & Project Management

*Deliver Veeva solutions, drive results*

- Lead large and complex Veeva implementations with seasoned **Program & Project managers** experienced in Veeva Development Cloud projects (eTMF, CTMS, RIM, Safety).
- **Oversee Data Migration** projects, leveraging expertise in managing large and complex data transitions in the life sciences industry.



## Domain Experience

*Domain knowledge, business impact*

- Provide strategic management consulting and advisory services in **Clinical, Regulatory, Quality and Safety domains**, leveraging 10+ years of life sciences experience.
- Offer **Business Analysis** capabilities to support process design and optimization within these key areas.



## Data Strategy

*Unlocking the power of data*

- Build and implement robust **Data Governance** frameworks and processes based on industry best practices.
- Deliver **Data & AI strategies** to unlock the value of data assets.
- Design and lead **Data Warehouse and Reporting Projects**, backed by experience in creating complex data ecosystems.



## Product Management

*Persistent scaled agile development setup*

- Create a **Veeva product vision** and subsequently develop a clear **target-state** of the Veeva **product organization**
- Derive an aligned **operating mode** addressing the actual needs of the product organization
- Determine a **transformation roadmap** involving business and IT stakeholders



# Selected Eraneos Project References around Veeva Vault Implementation



Application Evaluation

01

## Veeva RIM Eval and Planning

Our client considered to use Veeva Vault RIM. We advised on the tool selection and partnered with Reg Affairs and IT orgs to evaluate entire Vault RIM suite (Registrations, Submissions, Publishing, Submissions Archive).

Application Implementation

02

## Implementation CTMS

As a part of a large Digital Transformation initiative, we owned the deputy Product Owner & Business Support roles around the CTMS implementation. We led implementation tasks, defined Core Business Processes around Informed Consent, and wrote User Stories.

eTMF Migration

03

## eTMF-Migration

As a part of a large Digital Transformation initiative, we owned the eTMF Business Lead Role. Scope was to manage the eTMF migration business workstream, define Migration Strategy and oversee execution.

Project Management

04

## eTMF Implementation

The client decided to implement Veeva Vault eTMF. We provided our Project Management experience to conduct Integration Partner selection and oversee all implementation activities.

Project Management

05

## RIM and QMS implementation

Our client decided to implement Veeva Vault QMS. We provided our Project Management experience to oversee the implementation activities. For RIM, the client wanted to add access for CRO employees. We successfully implemented the Dynamic Access Control functionality for this project.

Data Strategy

06

## KPI Framework

The client suffered from lack of transparency, structure and consistency across clinical trial KPIs. We applied our approach to establish global transparency and shape and implement a lean KPI framework and governance model.

eraneos



# Data & AI

**eraneos**

With our data, analytics and AI competencies, we optimize your value chain and realize the potential of your data

**200+**

Data & AI Top Experts

**500+**

Data & AI Projects

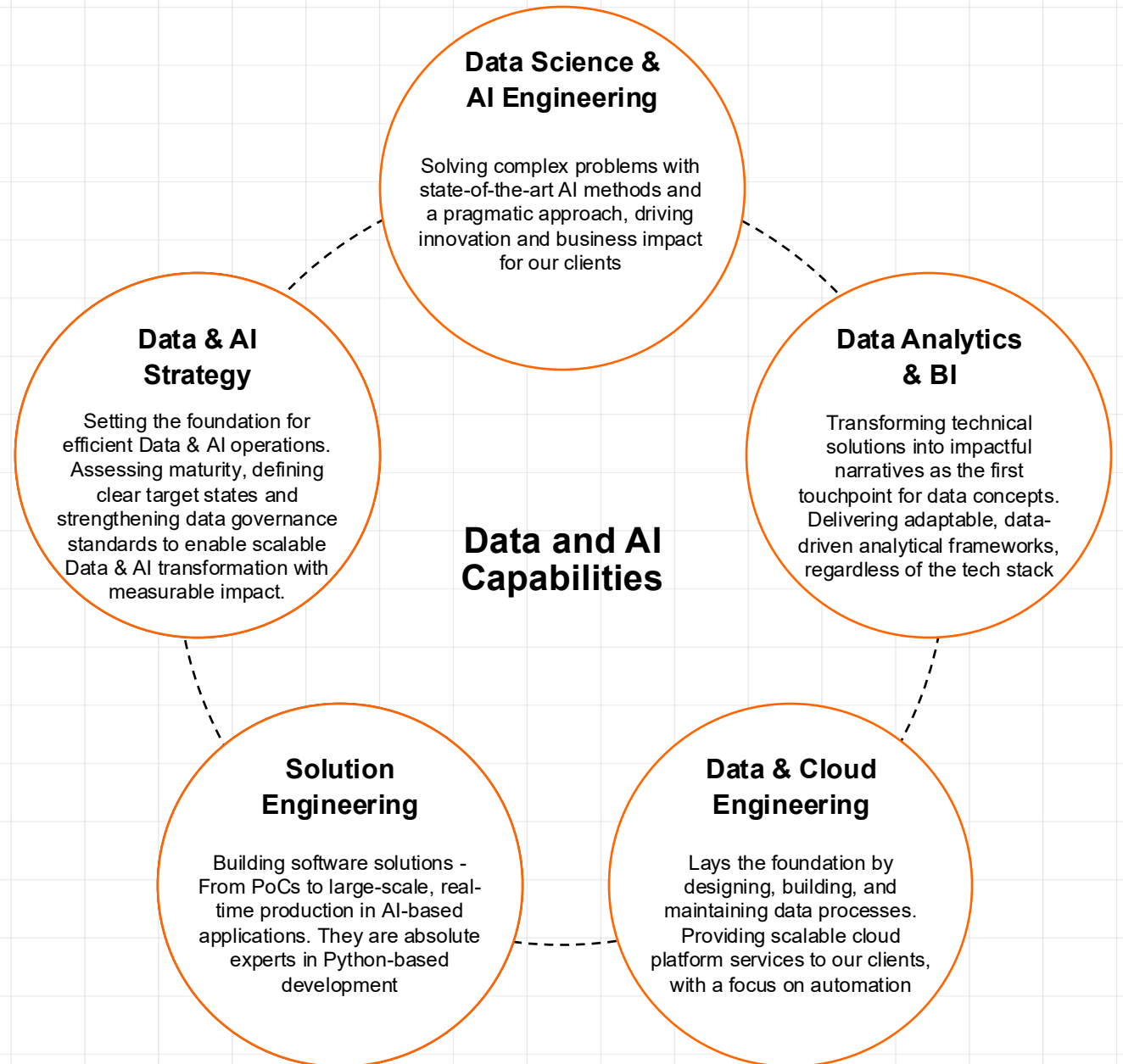
**150+**

Customers in various industries



Strategic Partnerships

**eraneos**



# The AI Design Sprint<sup>®</sup> is our approach to identifying and prioritizing AI use cases and realizing their business benefits

## Our Approach

- We guide your organization through a structured, outcome-driven AI Design Sprint to unlock tangible AI value.
- We co-develop paper prototypes for your AI concepts to improve specific processes or products/services, assessing them with regard to ethics, technology, user impact, and business impact.
- The sprint concludes with a prioritized AI Opportunity Portfolio, validated high-impact use cases, and clearly defined quick wins ready for execution.

## Realized Benefits



**20-180**

Identified pain points

**80-180**

AI opportunities

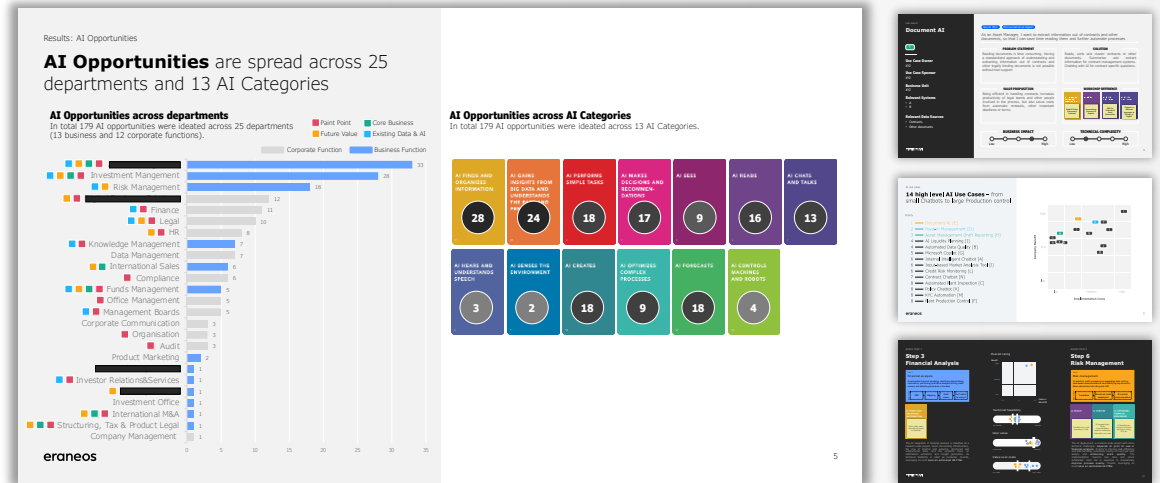
**13-22**

High impact use cases

**3-6**

Quick wins

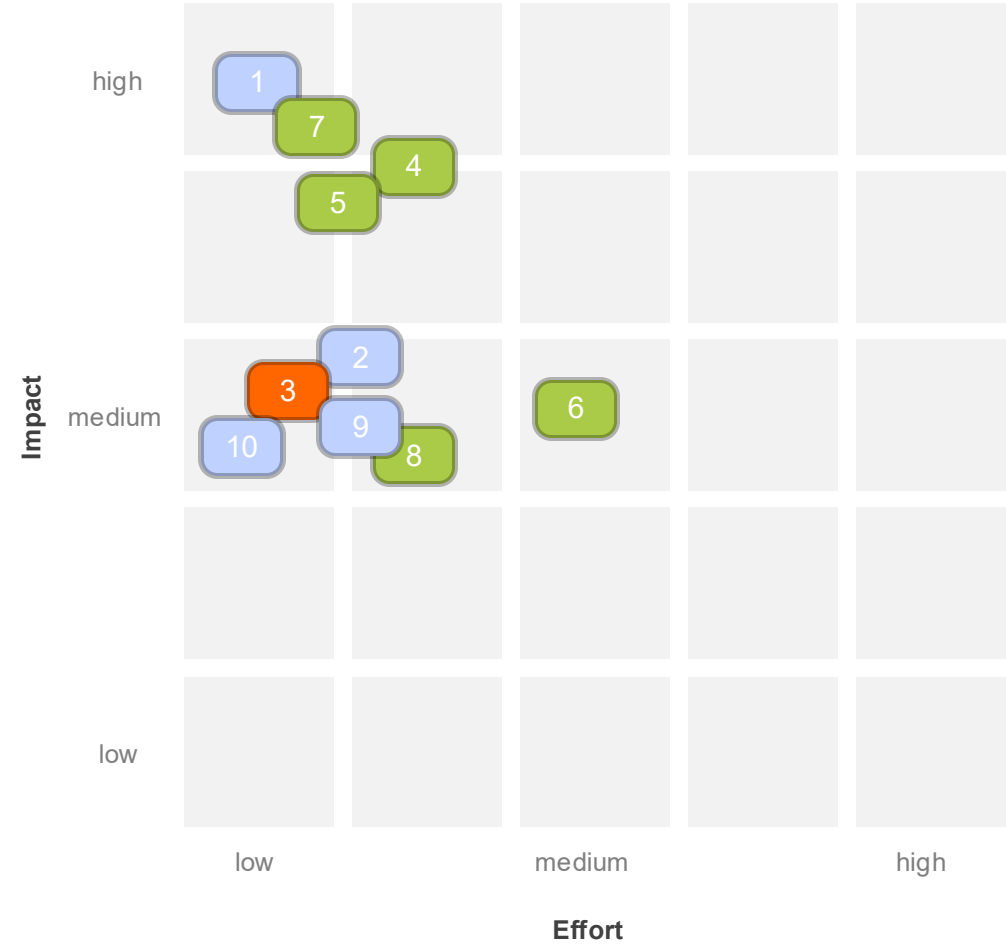
## Deliverables



» Main focus and advantage of our AI Design Sprint is to deliver **tangible results throughout all parts**

# GPT/LLM Use Cases for Pharma Manufacturing (non-GxP)

- 1 Writing Assistant**  
Drafts/summarizes emails, newsletters, uncritical reports.
- 2 RFP / Proposal Generation**  
Drafts responses to client RFPs, prepares capability descriptions.
- 3 SOP Drafting Support**  
Generates drafts for SOPs, work instructions, training docs.
- 4 Training & Onboarding Assistant**  
Explains processes/procedures interactively.
- 5 Q&A Chatbot for IT/ERP/MES/Support**  
Fast lookup & troubleshooting for IT/software issues.
- 6 Planning & Scenario Copilot**  
Assists capacity/scenario planning with SAP/GIB data.
- 7 Shopfloor KPI Cockpit & Visualization**  
Auto-creates dashboards/reports from SAP/AMS data.
- 8 Continuous Improvement (CIP/Lean) Copilot**  
Suggests/tracks Kaizen/Lean improvements.
- 9 Supplier Evaluation/FAQ Chatbot**  
Benchmarks/FAQ on suppliers/materials (SAP/QMS-linked).
- 10 Employee Self-Service FAQ**  
Handles HR, shift, policy, facility queries for staff.



- Business Support & Administration
- Operations & Shopfloor Enablement
- Quality Management & Compliance

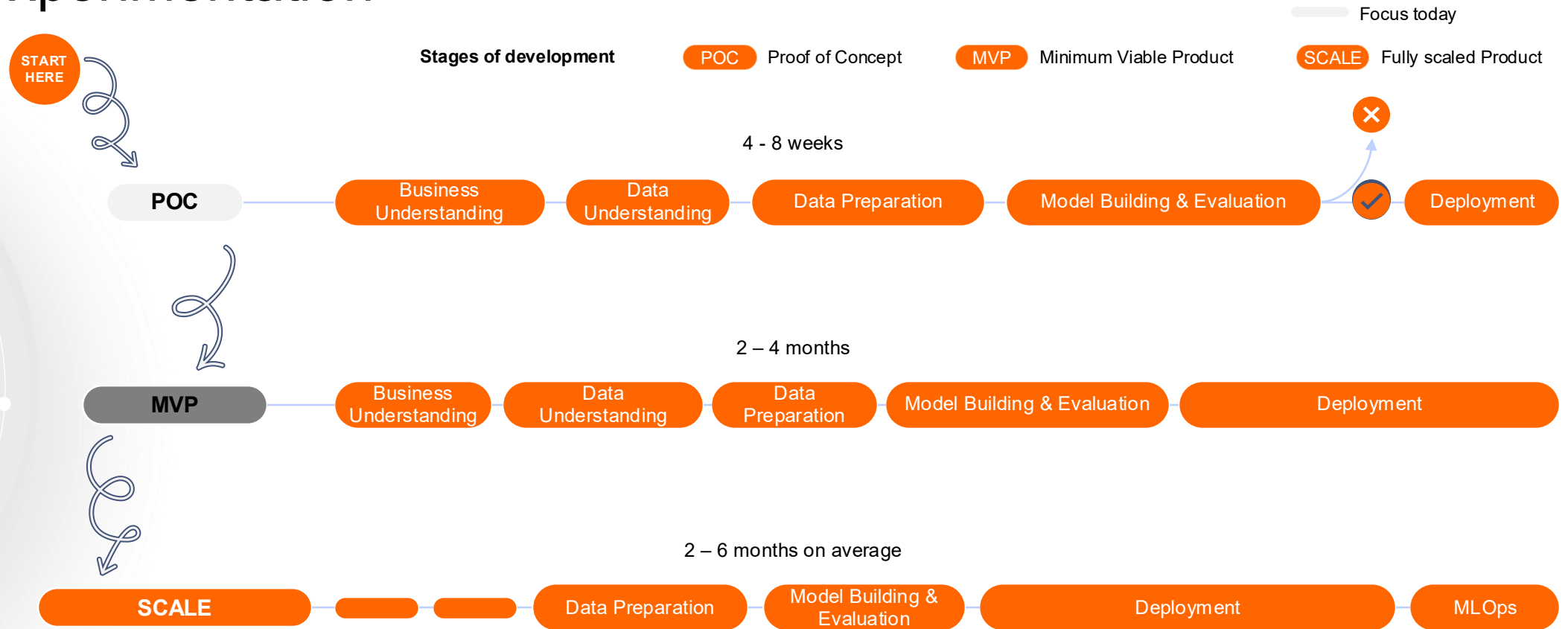
# GPT/LLM Use Cases for Pharma Manufacturing (GxP)

- 1 Batch Record Review Automation**  
AI extracts key values, flags inconsistencies, and speeds up review.
- 2 Deviation Investigation Support**  
Root cause analysis for deviations, surfaces similar historical cases.
- 3 CAPA Recommendation Support**  
Proposes corrective/preventive actions for deviations.
- 4 Regulatory Submission Drafting (CMC)**  
Drafts CMC sections for CTA/IMP/MAA, etc.
- 5 Automated Product Quality Reports (PQR/APQR)**  
Aggregates quality data, generates audit-ready reports.
- 6 Change Control Assistant**  
Supports process with data/history; tracks change control.
- 7 Tech Transfer Knowledge Analysis**  
Analyzes transfer docs, identifies process gaps for tech transfers.
- 8 Process Development Data Analysis**  
Supports DoE/bioprocess analysis, finds critical process parameters.
- 9 Quality Risk Assessment Support**  
Assists generation of FMEA/risk assessments.
- 10 Visual Inspection Support**  
Assists with manual/auto visual inspection, flags critical cases.



- Business Support & Administration
- Operations & Shopfloor Enablement
- Quality Management & Compliance

# Once a use case is identified, our proven framework helps scale AI beyond experimentation



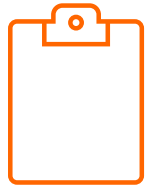
**Thinking ahead** – If you don't want to invest the money to develop an MVP. Don't think about starting a POC. The Return of Investment should be investigated before starting to occupy highly paid Data Science resources.

**Software Engineering** – The more mature a Data Science Solution is the more it becomes a typical Software Engineering project. Which needs to be performant, secure, compliant and is following DevOps (MLOps) operations.

# Proven AI delivery in regulated pharma- from GxP-ready architectures to measurable business impact across the value chain

EXCERPTS

Global Pharma



## Batch Record Review

### Situation

Manual QA batch record reviews were time-intensive and prone to inconsistencies.

### Approach

Built a GenAI PoC to extract, structure, and validate manufacturing batch record data automatically.

### Impact

Reduced review effort, improved consistency, and accelerated QA workflows.

Global Pharma



## Clinical Genetics Compute Platform

### Situation

R&D required a scalable, cloud-native compute pipeline for phenome-wide Mendelian Randomization.

### Approach

Built cloud-based massive parallelized MR processing pipeline integrating BioBank.

### Impact

Scalable genetics analytics accelerating target identification with validated, reproducible results.

Global Pharma



## Agentic NLP & Analytics

### Situation

Business users needed NLP access to operational data with enterprise security.

### Approach

Agentic AI architecture with NLP orchestrator and security gap analysis.

### Impact

Self-service analytics via natural language for non-technical users.

Biotech / CRO



## Chatbot PoC

### Situation

Biotech needed a compliant AI chatbot for GxP-regulated document retrieval and Q&A.

### Approach

Built RAG-based chatbot MVP with GxP context, validation logic, and operational framework.

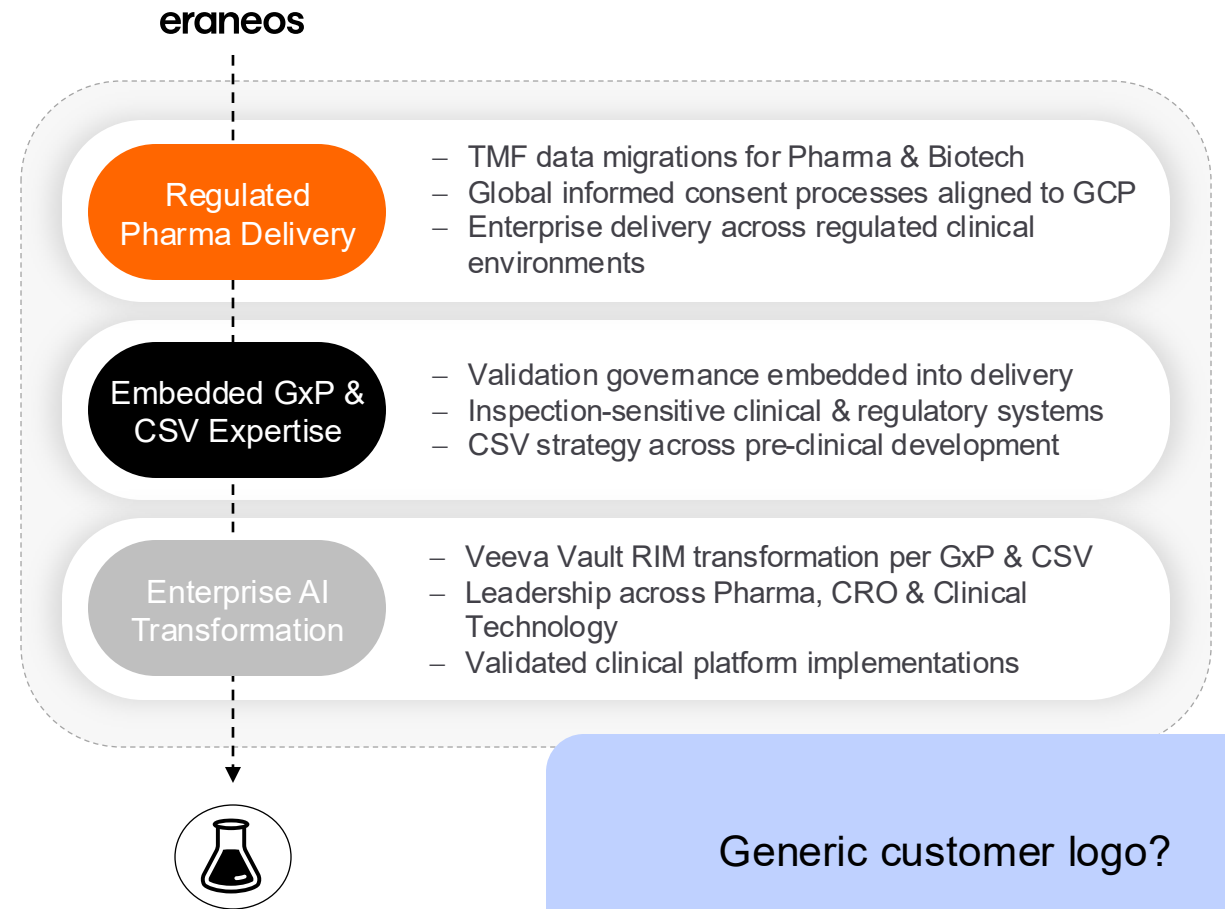
### Impact

Validated PoC demonstrating compliant AI document access — basis for enterprise rollout.

# Production-grade AI transformation in regulated pharma environments requires consultants with real operational experience.

Eraneos consultants have delivered and governed inspection-sensitive clinical, regulatory and quality systems across global Pharma, Biotech and CRO organizations.

Our consultants bring hands-on Pharma, GxP and CSV delivery experience from real enterprise environments. Operational experience across Pharma, CRO, Clinical Technology and regulated platform transformations.



# The New Era of GxP: Validating AI with Confidence



## Regulatory Shift

- **From CSV to CSA (Production and QMS):** focus on critical thinking and high-risk black-box element validation, not exhaustive documentation with dramatic reduced validation timelines
- **Global Alignment** provide the legal path: new FDA/EMA 2026 guiding principles & Good Machine Learning Principles (GMLP), aiming for a total product lifecycle (TPLC) regulatory approach
- **EU Annex 22 (GMP)** specific requirements for AI transparency, data integrity and human oversight



## Technical Blueprint

- **ISPE 7-Layer Control Framework for LLMs in GMP** as current Gold-Standard; validating robustness of protection layers to detect, block, or flag an imperfect output before it impacts the product or patient instead of AI model complexity



## Validation Outcome

- **Validation Pillars:** Data Integrity for validation of training data (ALCOA+), Predetermined Change Control Plans (PCCP) to avoid re-validation
- **Continuous Compliance** transition from point-in-time validation to real-time performance and drift monitoring
- **Human-AI Synergy:** proving that the *human* remains the ultimate decision-maker and understands why AI makes a decision (XAI)
- **Validated GxP Use Cases<sup>1</sup>:**
  - Manufacturing (Release Testing and Predictive Maint of Bioreactors)
  - Clinical (Automated Patient Screening and synthetic control arms)
  - Pharmacovigilance (Categorize Adverse Event Intake reports)

# Contacts



• **Matthias Wittig**  
matthias.wittig@eraneos.com



• **Arne Schillert**  
arne.schillert@eraneos.com



• **Juliane Tittes**  
juliane.tittes@eraneos.com



• **Hauke Meyer**  
hauke.meyer@eraneos.com



• **Richard Shore**  
richard.shore@eraneos.com