



## Discover the Hidden IT Costs of Veeva and Salesforce vs Exeevo

Hidden Cost Driver	Veeva/Salesforce Impact	Exeevo/Microsoft Advantage
Standalone Data Warehousing and Integration	Requires separate data lakes and ETL tools	Native to Fabric, Power BI—no ETL needed
User Identity and Access Management	Third-party IAM tools and manual provisioning	Uses Azure AD with role-based access control
Operational Friction Across Teams	Disjointed systems lead to delays and errors	Integrated with all Microsoft products Teams, Outlook, Office, Copilot,
Duplicate Licensing for Productivity Tools	Redundant Microsoft 365 licenses and data silos	No licensing duplication for Copilot and Microsoft 365
Fragmented Compliance and Security Layers	Requires additional compliance tools	Microsoft's compliance stack
Custom Middleware for Workflow Automation	Needs third-party middleware like MuleSoft	Uses Power Automate for native workflows
Environment Management (Dev, Test, QA, Prod)	Manual setup and versioning across environments	CI/CD via Azure DevOps and GitHub
Data Residency and Sovereignty Challenges	Costly data residency negotiations	Azure-native residency and policy tools
Dependency on Proprietary Ecosystems	Locked into vendor-specific platforms	Built on open Microsoft ecosystem
Security and Compliance Overhead	Manual patching and audit prep	Centralized with Microsoft security tools
Training and Onboarding for Non-Microsoft Tools	High training investment for unfamiliar systems	Familiar UI reduces onboarding costs
Hidden Costs of Data Exports and Migration	Difficult and expensive data access/export	Full access via Dataverse and Azure tools
Ongoing API Management and Maintenance	Constant API monitoring and patching	Managed through Azure API Management
IT Governance Fragmentation	Inconsistent governance across platforms	One security and policy framework via Microsoft
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