



# The Tableau Healthcare and Life Sciences Show

*Your Third Thursday Skill Pill*

Leading Through Change With Visual Analytics

Tableau Blueprint: Community

Thursday, May 21, 2020



# Forward-Looking Statement



Statement under the Private Securities Litigation Reform Act of 1995:

This presentation contains forward-looking statements about the company's financial and operating results, which may include expected GAAP and non-GAAP financial and other operating and non-operating results, including revenue, net income, diluted earnings per share, operating cash flow growth, operating margin improvement, expected revenue growth, expected current remaining performance obligation growth, expected tax rates, the one-time accounting non-cash charge that was incurred in connection with the Salesforce.org combination; stock-based compensation expenses, amortization of purchased intangibles, shares outstanding, market growth and sustainability goals. The achievement or success of the matters covered by such forward-looking statements involves risks, uncertainties and assumptions. If any such risks or uncertainties materialize or if any of the assumptions prove incorrect, the company's results could differ materially from the results expressed or implied by the forward-looking statements we make.

The risks and uncertainties referred to above include -- but are not limited to -- risks associated with the effect of general economic and market conditions; the impact of geopolitical events; the impact of foreign currency exchange rate and interest rate fluctuations on our results; our business strategy and our plan to build our business, including our strategy to be the leading provider of enterprise cloud computing applications and platforms; the pace of change and innovation in enterprise cloud computing services; the seasonal nature of our sales cycles; the competitive nature of the market in which we participate; our international expansion strategy; the demands on our personnel and infrastructure resulting from significant growth in our customer base and operations, including as a result of acquisitions; our service performance and security, including the resources and costs required to avoid unanticipated downtime and prevent, detect and remediate potential security breaches; the expenses associated with new data centers and third-party infrastructure providers; additional data center capacity; real estate and office facilities space; our operating results and cash flows; new services and product features, including any efforts to expand our services beyond the CRM market; our strategy of acquiring or making investments in complementary businesses, joint ventures, services, technologies and intellectual property rights; the performance and fair value of our investments in complementary businesses through our strategic investment portfolio; our ability to realize the benefits from strategic partnerships, joint ventures and investments; the impact of future gains or losses from our strategic investment portfolio, including gains or losses from overall market conditions that may affect the publicly traded companies within the company's strategic investment portfolio; our ability to execute our business plans; our ability to successfully integrate acquired businesses and technologies, including delays related to the integration of Tableau due to regulatory review by the United Kingdom Competition and Markets Authority; our ability to continue to grow unearned revenue and remaining performance obligation; our ability to protect our intellectual property rights; our ability to develop our brands; our reliance on third-party hardware, software and platform providers; our dependency on the development and maintenance of the infrastructure of the Internet; the effect of evolving domestic and foreign government regulations, including those related to the provision of services on the Internet, those related to accessing the Internet, and those addressing data privacy, cross-border data transfers and import and export controls; the valuation of our deferred tax assets and the release of related valuation allowances; the potential availability of additional tax assets in the future; the impact of new accounting pronouncements and tax laws; uncertainties affecting our ability to estimate our tax rate; the impact of expensing stock options and other equity awards; the sufficiency of our capital resources; factors related to our outstanding debt, revolving credit facility, term loan and loan associated with 50 Fremont; compliance with our debt covenants and lease obligations; current and potential litigation involving us; and the impact of climate change.

Further information on these and other factors that could affect the company's financial results is included in the reports on Forms 10-K, 10-Q and 8-K and in other filings it makes with the Securities and Exchange Commission from time to time. These documents are available on the SEC Filings section of the Investor Information section of the company's website at [www.salesforce.com/investor](http://www.salesforce.com/investor).

Salesforce.com, inc. assumes no obligation and does not intend to update these forward-looking statements, except as required by law.





Thank  
you

BLAZE  
YOUR  
TRAIL

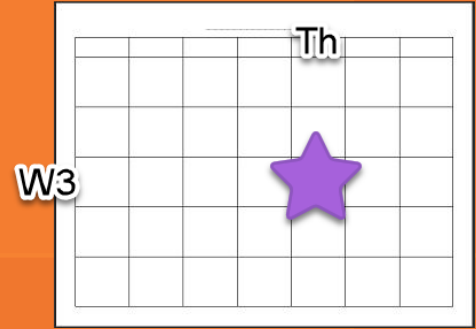
salesforce



# Ryan Lempa

Director Solution Engineering  
Tableau Healthcare and Life Sciences





For Healthcare  
Providers, Payers, Pharmaceuticals, MedTech,  
Life Sciences, Admins and Data fans

*Information, News and Info Applicable to the Healthcare and Life  
Sciences Analytics Community*



Tableau has a **dedicated** Healthcare Team for Payers and Providers and Life Sciences team for Pharma, Bio-Tech, and MedTech.

- Tableau works with **20** out of 20 of the Top Hospitals (US News & World Report)
- Tableau works with **all** major Payers
- Tableau works with **over 2,200** healthcare organizations in the USA
- Tableau works with **10** out of 10 of the Top Pharmaceutical organizations

# Feedback, questions, comments

Email us!



Questions? Let us know!

[tableauhealthcareshow@tableau.com](mailto:tableauhealthcareshow@tableau.com)

We are listening and want your input!

# Agenda

- Our Guests Today
- Leading Through Change With Visual Analytics: *Rapid Recovery + Resiliency in Healthcare & Life Sciences*
  - HR, Supply Chain, and R&D use cases
- Tableau Blueprint: Community
- Q&A



Tyler May



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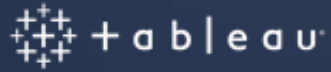


**Senior High Touch Success Manager**  
Seattle, WA

Dr. Barry Chaiken, MD

**Clinical Lead**  
Boston, MA



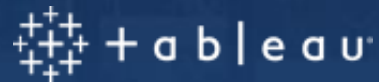


# Leading Through Change With Visual Analytics: Rapid Recovery + Resiliency in Healthcare & Life Sciences

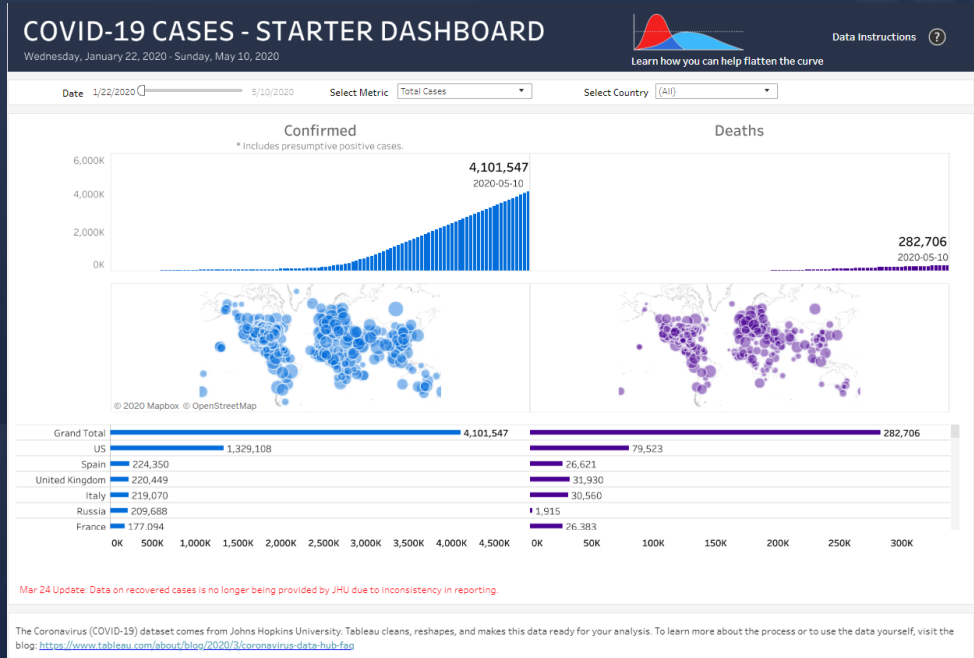
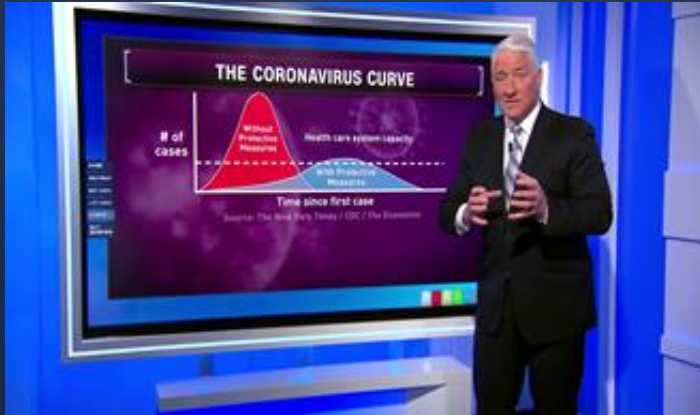
Tom Kern, Laura Zachary, Geoff Somerville, Tyler May

5/21/2020

We help people see and understand data



# In crisis we turn to data



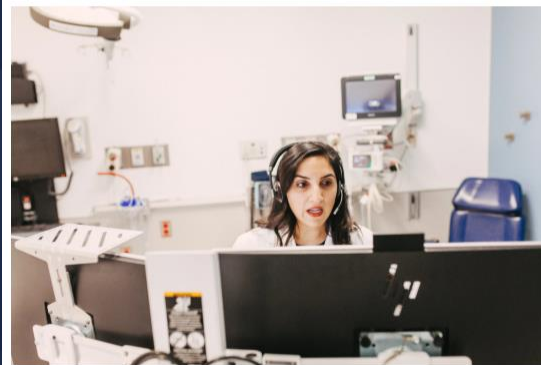
# Covid-19: The Crisis and Consequences

Public Health Crisis



## *Doctors and Patients Turn to Telemedicine in the Coronavirus Outbreak*

The use of virtual visits climbs as a way of safely treating patients and containing spread of the infection at hospitals, clinics and medical offices.



Dr. Meeta Shah, an emergency room doctor, taking video calls at Rush University Medical Center in Chicago, which is using telemedicine to screen and treat patients. Danielle Scruggs for The New York Times

Business Crisis

Economic Crisis



# We're listening to our customers every day

## “How can I create stability?”

*How do I respond and adapt operations quickly?  
How do I care for employees and first line workers?  
How do I monitor and communicate what's happening?*



**Stabilize**

## “How do I reopen?”

*How do I know when to reopen operations?  
How do I identify changes I need to make?  
How do I build a foundation of trusted data I can rely on?*



**Reopen**

## “How will we continue to grow?”

*How do I shift to be data-driven?  
What new digital and data skills will my employees need?  
How do I keep employees and patients informed?*



**Grow**

# Tableau Blueprint: Community

Eric Veal

Senior High Touch Success Manager  
Seattle, WA

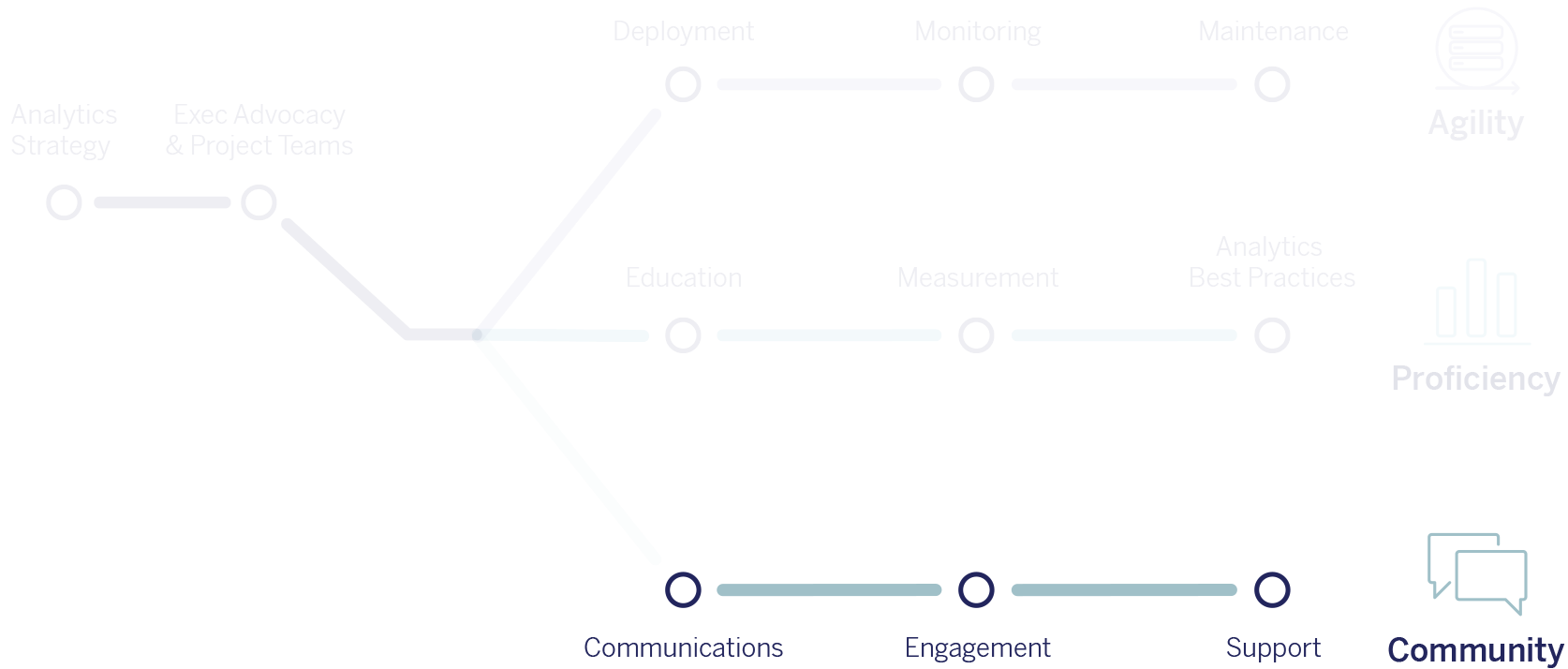


Dr. Barry Chaiken, MD

Clinical Lead  
Boston, MA



← Trusted & Governed →





# Thank you

We will see you **June 18<sup>th</sup>** for the next  
HLS Show!

**Topic:**

**2020.2 - Relationship (object) Model**

