



Allscripts Enterprise

(formerly TouchWorks®)

Where Proven Success Meets Innovation



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www.allscripts.com
888.672.3282

More than **150,000** physicians and **700** hospitals nationwide use Allscripts solutions every day.



Experience

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Purchasing an electronic health record (EHR) and Practice Management (PM) solution is one of the largest decisions and investments your organization will ever make. Choosing the right solution and partner makes all the difference.

At Allscripts, our clients choose us because our commitment to continuous innovation and leadership drives real-world demonstrable clinical and financial results. They choose us because we've proven time and again that our solutions perform under the most demanding clinical and administrative settings. They choose us because of our commitment and ongoing investment in our products - over \$150 million in the past five years alone.

By any measure, our partnerships with our clients are successful. Our clients consistently use our solutions to improve patient care, reduce costs, and achieve record revenues and savings. Both our clients and our software regularly receive industry awards and recognition, and in virtually every evaluation by independent healthcare technology research firms, Allscripts Enterprise is consistently top-rated year after year.

Allscripts Enterprise: Where Proven Success Meets Innovation

TODAY, ALLSCRIPTS SENDS MORE ELECTRONIC PRESCRIPTIONS ACROSS OUR SOLUTIONS TO PHARMACIES THAN ALL OTHER EHRs COMBINED.

Allscripts has taken the lead role in many of the industry's collaborative efforts, including:

- > National ePrescribing Patient Safety Initiative (NEPSI)
- > Certification Commission for Healthcare Information Technology (CCHIT)
- > Electronic Health Record Vendor Association (EHRVA)
- > Integrating the Healthcare Enterprise (IHE)
- > EHR-Lab Interoperability and Connectivity Standards (ELINCS)

"I am extremely confident that Allscripts will continue to be on the leading edge. They have consistently performed and they are in tune with their customers. I know they will always be there when I need them, allowing me to focus on other important business."

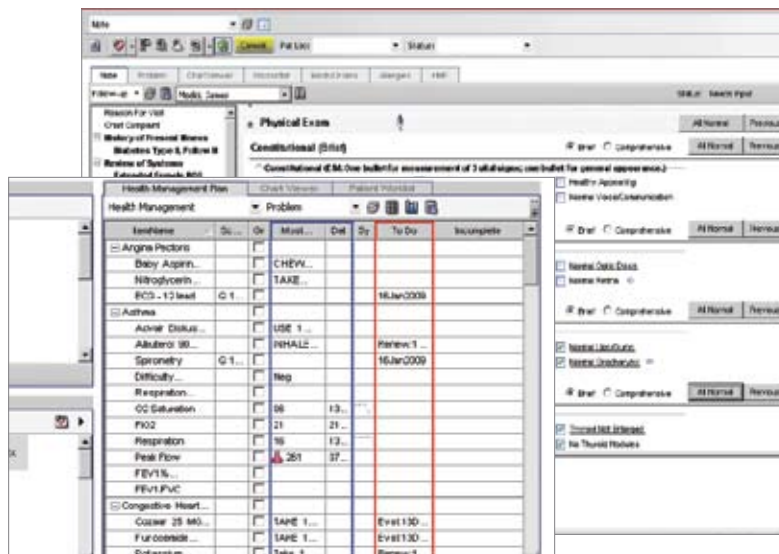
Gloria Austin, CEO
Brown & Toland Medical Group, San Francisco, CA

"The vision that we see in Allscripts is a newer way, a better way, a faster way, a safer way to provide the healthcare for our patients with information technology."

Ramesh Viswanathan, M.D., CEO and EHR Champion Physician
Will County Medical Associates, Joliet, IL

"If someone told me that they were going to take Allscripts Enterprise away from me, I would have to think and consider seriously about quitting. I don't think I could go back to the old way of doing things."

Jeff Johnson, M.D.
Central Utah Clinic, Provo, UT



Point of Care Decision Support

Clinical Encounter

Solutions

Allscripts Enterprise EHR

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Allscripts Enterprise is the "EHR of Choice" for leading medical groups for the simple reason that it is easy to use and our automated Clinical Decision support tool brings quality and speed to the physician practice. The strength and ease of use of Allscripts Enterprise has prompted clients to rapidly and fully deploy and use the system.

Allscripts Enterprise EHR has consistently been rated #1 in KLAS*, has won major awards and ratings from other industry analysts, and is certified by the Certification Commission for Healthcare Information Technology (CCHIT).

The foundation of the Allscripts Enterprise solution is our core EHR and PM offerings. These systems have been designed from the first line of code to be EASY, FAST and SMART. Building upon these foundational solutions, additional innovations further extend the power and impact Allscripts can have on your organization. Throughout it all, our commitment to design solutions from the physician's perspective is the bedrock of our clients' success. We actively engage many of the nation's leading medical groups, and have created regional and specialty Physician Advisory Boards (PABs) who oversee the development of our solutions, to meet the needs of all physician practice types, sizes and specialties.

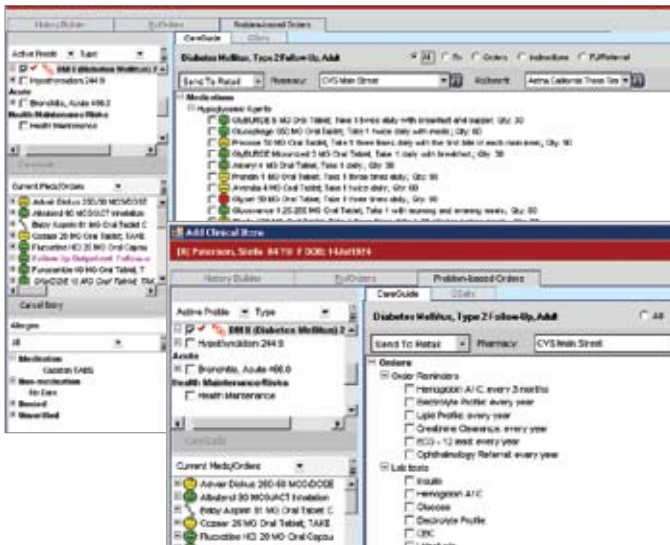
HIGHLIGHTS

> Easy

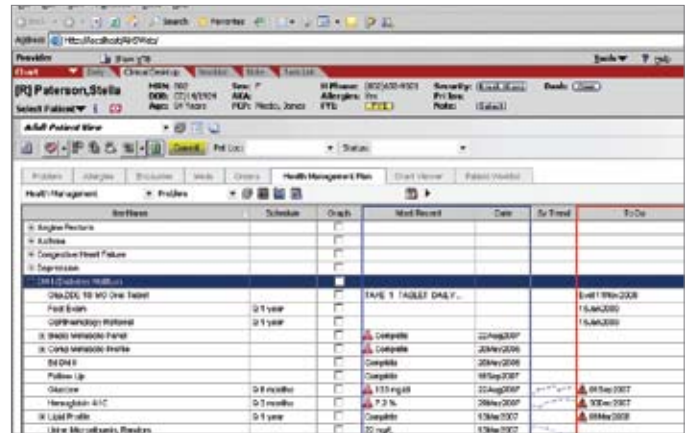
- Configurable clinical desktop, multiple data entry methods, and customized views allow physicians to "practice medicine their way"
- Chart navigation is streamlined and comprehensive with all key chart elements just a click away
- Over 1,000 CareGuides combine peer reviewed, best-practice customizable order sets, organizational care protocols and patient education all in one location for easy patient management
- Integrated scan, fax and electronic communication capabilities ease the transition to a full paperless office
- Group tasking features manages tasks for an entire team, more efficiently than paper or other EHR systems

> Fast

- Favorites lists that provide access to the most frequent selections
- Proven implementation methodology based on six-sigma principles speeds deployment
- Certified workflows and pre-configured databases speed physician and staff utilization
- Flexible searches and right click functionality streamline navigation
- Note forms and templates, designed by industry experts and vetted by Allscripts academic medical center clients, allow primary care and specialty providers to use the system day one



CareGuide



Health Management and Maintenance

> Smart

- Note templates automatically reconfigure based on the age and gender of patient, chief complaint, and assessed or added problems – no need to start a new note to handle additional complaints as they arise during an encounter
- Standard nomenclature (MEDCIN®) of 250,000 predefined terms and clinical findings that physicians can adjust on their own – this forms the backbone of our proven interoperability and simplifies P4P bonus attainment
- Decision support information at the point of care empowers physicians with the latest best practices

- Health management plans, reminders and alerts promote proactive preventative care and the standards of your organization
- Over 2,500 third party interfaces supporting wide interoperability
- Industry-leading connectivity and interoperability, brings together information across your organization, pharmacies, labs and medical devices and applications.
- Allscripts Community Connection enables a single patient view across a hospital and surrounding practices
- Deep integration with all major personal health records, including Medem's iHealth as well as Google Health and Microsoft HealthVault.
- Multiple layers of access and security guarantee only the proper staff access sensitive clinical data

* Top 20 Mid-Year Report Card, June 2007, Top 20 Year End Report Card 2007, Ambulatory EMR report (26-100 physicians). © 2007 KLAS Enterprises, LLC.

"Allscripts provides an intuitive platform with a quick and simple learning curve. Allscripts Enterprise has reinvigorated the practice of medicine for me."

Craig Morrow, M.D., Medical Director
Southwest Medical Associates, Las Vegas, NV



"The Digital Dashboard goes a long way towards allowing the clinic manager or CEO to keep a finger on the financial pulse of the clinic. It allows you to view daily your progress on aging, claims, A/R and patient flow at a glance. Digital Dashboard lets us recognize concerns sooner, and ask questions and fix situations before they become a problem and affect the financial bottom line."

Kathy Kazakoff, Chief Operating Officer
Cardiology Group of Western New York



Rules-based Scheduling

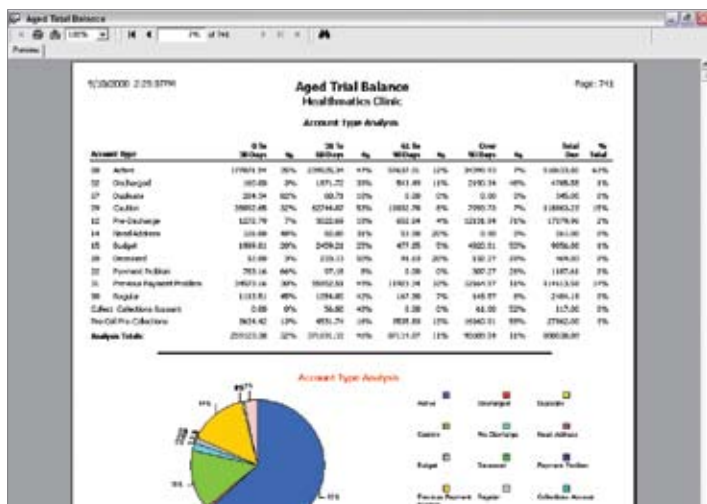
Allscripts Enterprise PM

In today's competitive environment, medical practices face unprecedented demands to reduce clinical and administrative costs while meeting tighter compliance and security mandates.

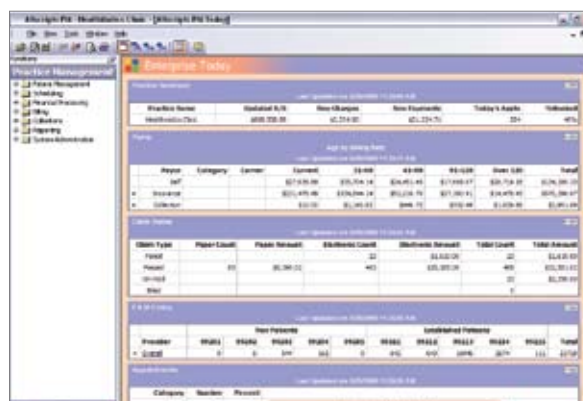
The right practice management and revenue cycle management solution can help your staff and physicians become more productive while improving service to patients. Allscripts Enterprise PM is designed to streamline operations, optimize efficiencies, maximize receipts, enhance revenues, and provide instant access to both system data and outside information resources.

HIGHLIGHTS

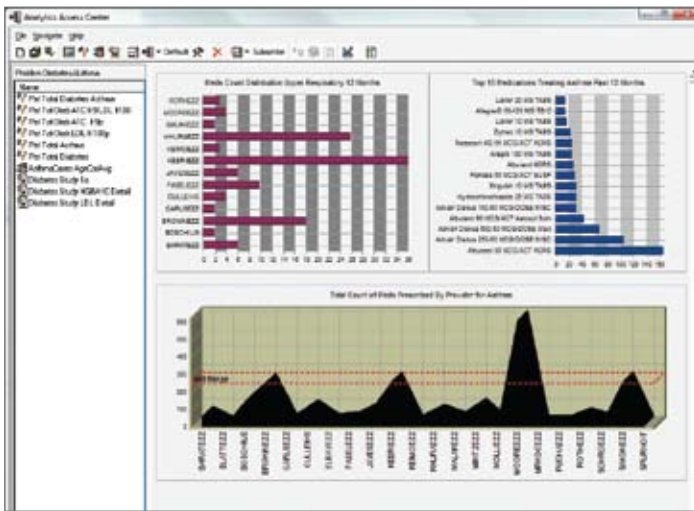
- > **Extensive Management Tools:** Create electronic workspaces and simplify work distribution with auto routing of predefined work lists to better manage appointments, patient flow, collections, claims, denials and other transactions.
- > **Advanced Scheduling Features:** Rules-based scheduling includes first available appointment searches, recurring appointment capabilities to manage waitlists, bumped lists and walk-in appointments.
- > **"One-Stop" Account Management:** Utilize filters to view patient ledger items and balances by age, provider, self pay or insurance balances (including primary, secondary and other insurance categories).
- > **Code Scrubbing:** Review claims, catch errors and correct them before they are submitted to payers to reduce denials.
- > **Advanced Reporting:** Drill-down capabilities, available within all reports, allow you to simply click on the indicator to access more detail on the information you need.
- > **Digital Dashboard:** Customize views of real-time data including information on charges and payments, claims status, current AR, aging by payer, E&M coding trends, and more.



Drill Down Reporting



Practice Dashboard



Allscripts Analytics

“We’re getting a lot of mileage out of Allscripts Enterprise PM’s built-in claim scrubbing, which ensures that the correct CPT codes and modifiers are being used for each claim. It eliminates a huge amount of manual checking, and vastly reduces errors that lead to payment delays and extra work down the line. We know that we’ve got the right payer, the right service, and the right person the first time around.”

Bette Warn, CMPE, Executive Director
ATD Resources, LLC

Associated Innovations

Allscripts Clinical Quality Solution (CQS)

Incredibly powerful population management and pay for performance reporting tool

- PQRI solution automatically attaches claim and measures to the claim prior to submission

Allscripts StudyManager

The industry-leading clinical trials management system

- Access to real-time project information, such as patient tracking, visit scheduling, enrollment statistics, financial data and study progress

Allscripts Analytics

Business and clinical intelligence tool

- Allows physicians to hone in on key clinical and health management data, while administrators aggregate and analyze operational information

Allscripts FirstFill

In-office medication dispensing solution

- Provides pre-packaged medication, prescription label, bar code and tamperproof seal for A-rated brand and generic medication

Allscripts iHealth

iHealth Patient Portal and messaging services

- Provides patients with online personal health records, secure practice-patient email and patient education information

Allscripts Universal Application Integrator

Unique software connection bridge

- Unique industry solution allows medical device and application vendors to integrate rapidly into Allscripts Enterprise

Allscripts PayerPath

Complete Revenue Cycle Management

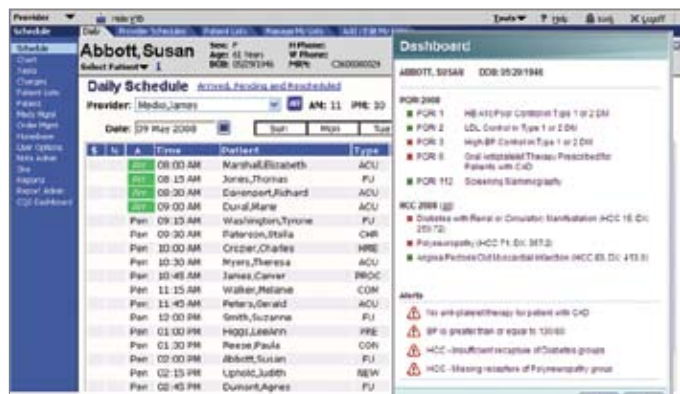
- All-payer solution includes real-time editing, online correction, remittance reporting and *automatic posting

Allscripts Kiosk

In-office registration and information center

- Touchscreen based system provides access to administrative information and speeds registration

* Dependent upon specific PM platform release

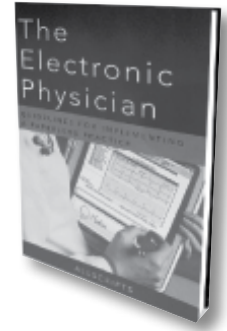


Allscripts Clinical Quality Solution (CQS)

"By the third site, implementation was completed within two weeks. On average, each site has been declared paperless after two days. It is truly amazing."

*Jim Hewitt, Chief Information Officer
Springfield Clinic, Springfield, IL*

"The Electronic Physician", published by Allscripts, includes real-world lessons on how to effectively implement an EHR. Because it was written by experts who have gone through the process, it provides insight and tips that will help you succeed.



Implementation and Additional Services

At Allscripts a successful implementation is defined by our ability to meet our client's expectations. Our proven implementation process is designed to rapidly deploy the system in a strategic manner that promotes easy physician utilization. KLAS recently ranked Allscripts Enterprise #1 in delivering implementations on time and on budget.

ALLSCRIPTS PROVIDES YOUR ORGANIZATION WITH EVERYTHING YOU NEED TO GET UP AND RUNNING QUICKLY AND EFFECTIVELY:

- > Pre-configured databases and access to automated configuration tools
- > Certified workflows based on client tested, clinical relevant best practices
- > Pre-packaged specialty-specific clinical content starter sets including CareGuides, Note Forms, Note Templates, and clinical dictionaries
- > On-site installation and certification of your technical environment
- > Expert interface resources to extend and connect your solution
- > In-depth role-based training at our state-of-the-art corporate headquarters and continued access to online information and training
- > Coordinated executive sponsorship and lead physician education and support
- > Clinical consultants and dedicated account management to build upon your success

Based on work with more than 40,000 physicians, Allscripts also offers additional implementation and training services.

- > Rapid Rollout
- > Physician Adoption
- > ROI Analysis
- > Custom Consulting





\$9,200 per provider, per year
- University of Rochester Strong Medical Center's tangible return on investment related to reduced chart-pulls, decreased transcription costs, and reductions in filing time.

SupportOne

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SupportOne is Allscripts' comprehensive and innovative client support program designed to ensure that our clients receive the very highest technical, implementation, and clinical service levels in the industry.

HIGHLIGHTS

- > Support staff to client ratios among the industry's highest
- > Automated support tool that proactively monitors the installed Allscripts applications to ensure issues are quickly addressed or prevented before they arise
- > Virtual Engineer which goes well beyond remote monitoring and predictive failure algorithms to allow for remote hot fixes as well as automatic patches
- > Dedicated cross-functional support team of technical, clinical and administrative personnel
- > Educational support geared specifically toward IT staff
- > Online user certification courses
- > Self-Help support including on-line searchable knowledge base, interactive web-based forum and access to expanded technical documentation
- > Standard phone support 8am-11pm (24x7x365 emergency support)
- > Scheduled product releases addressing code changes
- > Quick access to latest versions through remote updates and rapid deployment methodologies
- > Bi-annual free "Health Check" on all client systems reviews specific technology components and returns a set of preventive and curative actions





Results

Return on Investment

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Allscripts Enterprise features functionality that provides substantial opportunities for cost reductions, and revenue enhancements. Practices experience productivity improvements through process automation, electronic efficiencies, reduction of redundancies, improved communication and better access to data and documentation.

INCREASE REVENUE

- > Enhance documentation supporting more appropriate E/M coding levels
- > Holston Medical Group generated more than \$3 million through clinical trial revenue and notification of available studies
- > In-office dispensing of medications generated more than \$250,000 of incremental revenue for rural cardiovascular clinic
- > Clinical Integration adding contracted bonuses to physician payout
- > New England Dartmouth-Hitchcock received over \$6 million CMS payout for its technology usage and reporting
- > Facey Medical Group received \$1.2 million in Blue Cross bonuses in their first year using the system; \$2.4 million the following year



\$13,000 per physician, per year efficiency generates nearly \$1 million total savings - Actual results New Mexico Health experienced by cutting Transcription costs 80% because of the implementation of Allscripts Enterprise EHR.



\$2,500 to \$3,000 per month, per physician - Actual transcription costs saved at Central Utah Clinic by using Allscripts Enterprise EHR.

DECREASE COSTS

- > Central Utah Clinic saved more than \$1 million using Allscripts Enterprise through staff reductions, eliminated charts supplies, reduced transcription costs, and reclaimed space previously used for chart storage
- > University of Rochester Strong Medical Center documented a \$9,200 savings per year per provider
- > New Mexico Heart Institute saved nearly \$1 million savings in transcription costs

IMPROVE QUALITY OF CARE

- > Searchable comprehensive record allows Harbin Clinic to execute a medication recall notification in matters of hours
- > Health management plans and reminders increase preventative screenings by 100% at large academic medical centers Who
- > Through participation in the ACTION Network and use of StudyManager, NEA clinic is able to provide cutting edge medicine to its patient population
- > 5 way adverse drug reaction checking reduces risk of medication errors
- > Allscripts CQS solution helps Hawaiian practice increase utilization of beta blocker therapy for patients with coronary artery disease with prior myocardial infarction to 91% up from just 31%

CREATE OPERATIONAL EFFICIENCIES

- > University of Rochester consolidates multiple charts for the same patient and eliminates full time "Chart Mobile" used to transport charts
- > George Washington Medical Faculty Associates reduces call back times from more than 3 days to just hours.
- > Fully integrated lab results from all major reference labs
- > Electronic prescribing eliminates prescription call backs and streamlines prescription refills at Walla Walla clinic, saving precious nursing time
- > Electronic results from labs automatically managed within the patient record
- > One-touch referral management and workflow features



To find out more about Allscripts Enterprise, call us today at: **888-672-3282** or visit www.allscripts.com



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