



Allscripts and Quintiles Partner to Develop Software Solutions for Clinical and Post-Approval Research

July 11, 2012

Aim to Improve Key Research Areas Including Patient Recruitment and Late Phase Modeling

CHICAGO & RESEARCH TRIANGLE PARK, N.C.--(BUSINESS WIRE)-- [Quintiles](#) and [Allscripts](#) have entered a strategic partnership to jointly develop software solutions to enable improvements to the drug development process and demonstrate the value of biopharma products in the real world. These solutions are intended to benefit biopharmaceutical companies, providers, payers, and patients.

The goal is to develop products that are designed to significantly reduce some of the bottlenecks that traditionally impede clinical research, outcomes, education and proof of new compound safety, effectiveness and value. Areas of focus include late-phase research, recruiting for and monitoring of clinical trials, and post-market surveillance.

The partnership's objective is to create new solutions to enable customers to leverage de-identified longitudinal data from many sources in a HIPAA-compliant manner. This data could enable companies to improve the efficiency of processes involved in the development and evaluation of new drugs.

"This partnership with Allscripts is further proof of Quintiles' ability to apply our industry-leading expertise to solve thorny industry problems, enabled by technology," said Quintiles Vice President, R&D Innovation, IT, Gavin Nichols. "We are very pleased to be partnering with industry leading Allscripts. We believe biopharma, patients, providers and payers all will benefit from the technology solutions that grow from this undertaking."

"Everyone benefits from a faster, more efficient drug development process, and many of the practices and hospitals we work with have been asking us to help them to better collaborate with the variety of research opportunities now presenting themselves," said Steven Schwartz, Senior Vice President of Corporate Business Development for Allscripts. "We believe this relationship will result in bringing new drugs and discoveries to market faster to improve patient care -- known as post-market surveillance -- which will become an increasingly common requirement in our view. Most importantly, this is another groundbreaking step in using the new kinds of clinical information we are gathering from Electronic Health Records to improve patient health outcomes."

"Research is an increasingly important part of our mission, to improve patient care, advance healthcare outcomes, and our bottom-line," said Scott Fowler, President and CEO of [Holston Medical Group](#). "We are very pleased to see Allscripts and Quintiles collaborating on this partnership."

The agreement greatly expands activities between the two companies, who have worked together on a number of projects over the past few years.

About Allscripts

Allscripts ([MDRX](#)) delivers the insights that healthcare providers require to generate world-class outcomes. The company's Electronic Health Record, practice management and other clinical, revenue cycle, connectivity and information solutions create a Connected Community of Health™ for physicians, hospitals and post-acute organizations. To learn more about Allscripts, please visit www.allscripts.com, [Twitter](#), [YouTube](#) and [It Takes A Community: The Allscripts Blog](#).

About Quintiles

Quintiles is the only fully integrated biopharmaceutical services company offering [clinical](#), [commercial](#), [consulting](#) and [capital](#) solutions worldwide. Our network of more than 25,000 professionals in 60 countries has an eye on the future while delivering results today with an unwavering commitment to patients, safety and ethics. Quintiles helps biopharmaceutical companies develop and commercialize products to improve and lengthen patients' lives while demonstrating value to stakeholders. Visit www.quintiles.com for more information and www.quintiles.com/newsfor additional company news.

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