



## Salford Royal activates Allscripts electronic health record system

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### NHS Foundation Trust Hospital to deliver coordinated care with Sunrise Clinical Manager

CHICAGO, June 12, 2013 /PRNewswire/ -- Salford Royal NHS Foundation Trust has successfully implemented Allscripts (NASDAQ: MDRX) [Sunrise Clinical Manager](#) (SCM). The activation occurred the weekend of June 8<sup>th</sup>; three months ahead of schedule, and on budget.

Sunrise Clinical Manager is an acute care Electronic Health Record. The new system will help Salford Royal, one of the UK's highest regarded healthcare providers, transform its caregiving. Having utilized an Electronic Patient Record (EPR) for over ten years, Salford Royal's investment in Sunrise Clinical Manager and its innovative technology will allow the organization to accelerate the pace of transformation and provide better quality and safer care for its 238,000 patients.

After nine months of planning, Salford Royal migrated one million patient records and 180 million results, orders and documents from its old system into Sunrise Clinical Manager during the rollout weekend. During the first four days, more than 56,000 orders, results and documents were viewed and entered electronically into the SCM system by more than 3350 caregivers. The peak number of users logged in at any one time was 600. Live areas of the system include EPMA, Order Communications, results reporting, nursing assessments, doctors' notes, clinical summaries and clinical decision support. The system is now live across all of Salford Royal's wards and clinics.

Salford Royal's Director of Finance and Deputy Chief Executive Tony Whitfield said: "We are delighted to be able to implement our new EPR. We chose Allscripts because they have a proven track record in North America and will help us provide high quality patient care.

"The transfer to the new system has been a huge undertaking with our priority being to maintain the smooth and safe running of the organisation over the transition period. I am immensely proud of the Salford Royal transition team, who came together from different professions and areas of the organization, and worked tirelessly over the weekend. This was coupled with the outstanding support provided by Allscripts USA experts, which enabled the inevitable challenges to be tackled quickly and the risk of disruption to patient care minimized.

"We are now at the start of a very exciting journey and look forward to working with Allscripts over the coming months to explore the rich functionality available to us via the new EPR system. Salford Royal has an ambition to be the safest organization in the NHS and our new EPR supports us in working towards this."

Sunrise Clinical Manager provides an advanced Computerized Provider Order Entry (CPOE), as well as an integrated pharmacy, knowledge-based medication administration, a patient portal and acute critical care solutions. Over the next six months, Salford Royal plans to activate bed management, advanced documentation for Emergency Department and Critical Care and integrate biomedical devices to capture patient data.

"I am thrilled at the successful, early and on-budget activation at Salford Royal and the joint effort of the hospital's physicians, nurses and information system department and the Allscripts team," said Paul M. Black, Allscripts President and Chief Executive Officer. "Allscripts is committed to helping Salford Royal provide excellent, efficient care."

The addition of Sunrise Clinical Manager now places Salford Royal at the forefront of healthcare informatics and will enable the organization to introduce further innovation. Salford Royal plans to offer patients access to an online portal where they can view their health records.

#### About Allscripts

[Allscripts](#) (NASDAQ: [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](http://www.allscripts.com), [Twitter](#), [YouTube](#) and [It Takes A Community: The Allscripts Blog](#).

#### About Salford Royal

Salford Royal NHS Foundation Trust is an integrated provider of hospital, community and primary care services, including the University Teaching Hospital. The Trust employs 6,000 staff and provides local services to the City of Salford and specialist services to Greater Manchester and beyond. The Trust also offers specialist care to people from all over the UK who need expert help with brain, neuroscience, kidney, bone, intestine or skin conditions. The Trust has an excellent track record; having the highest consistent rating for service quality coupled with one of the highest sets of patient and staff satisfaction scores. [www.srft.nhs.uk](http://www.srft.nhs.uk) / @salfordroyalnhs

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#### Forward-Looking Statements

*This press release contains forward-looking statements within the meaning of the federal securities laws. Statements regarding future events or developments, our future performance, as well as management's expectations, beliefs, intentions, plans, estimates or projections relating to the future are forward-looking statements with the meaning of these laws. These forward-looking statements are subject to a number of risks and uncertainties, some of which are outlined below. As a result, no assurances can be given that any of the events anticipated by the forward-looking statements will transpire or occur, or if any of them do so, what impact they will have on our results of operations or financial condition. Such risks, uncertainties and other factors include, among other things: the possibility that our current initiatives focused on product delivery, client experience, streamlining our cost structure, and financial performance may not be successful, which could result in declining demand for our products and services, including attrition*

*among our existing customer base; the impact of the realignment of our sales and services organization; potential difficulties or delays in achieving platform and product integration and the connection and movement of data among hospitals, physicians, patients and others; the risks that we will not achieve the strategic benefits of the merger with Eclipsys Corporation (Eclipsys) or our acquisition of dbMotion, Ltd. (dbMotion), or that the Allscripts products will not be integrated successfully with the Eclipsys and dbMotion products; competition within the industries in which we operate, including the risk that existing clients will switch to products of competitors; failure to maintain interoperability certification pursuant to the Health Information Technology for Economic and Clinical Health Act (HITECH), with resulting increases in development and other costs for us and possibly putting us at a competitive disadvantage in the marketplace; the volume and timing of systems sales and installations, the length of sales cycles and the installation process and the possibility that our products will not achieve or sustain market acceptance; the timing, cost and success or failure of new product and service introductions, development and product upgrade releases; any costs or customer losses we may incur relating to the standardization of our small office electronic health record and practice management systems that could adversely affect our results of operations; competitive pressures including product offerings, pricing and promotional activities; our ability to establish and maintain strategic relationships; errors or similar problems in our software products or other product quality issues; the outcome of any legal proceeding that has been or may be instituted against us and others; compliance obligations under new and existing laws, regulations and industry initiatives, including new regulations relating to HIPAA/HITECH, increasing enforcement activity in respect of anti-bribery, fraud and abuse, privacy, and similar laws, and future changes in laws or regulations in the healthcare industry, including possible regulation of our software by the U.S. Food and Drug Administration; the possibility of product-related liabilities; our ability to attract and retain qualified personnel; the continued implementation and ongoing acceptance of the electronic record provisions of the American Recovery and Reinvestment Act of 2009, as well as elements of the Patient Protection and Affordable Care Act (aka health reform) which pertain to healthcare IT adoption, including uncertainty related to changes in reimbursement methodology and the shift to pay-for-outcomes; maintaining our intellectual property rights and litigation involving intellectual property rights; legislative, regulatory and economic developments; risks related to third-party suppliers and our ability to obtain, use or successfully integrate third-party licensed technology; breach of data security by third parties and unauthorized access to patient health information by third parties resulting in enforcement actions, fines and other litigation. See our Annual Report on Form 10-K/10K-A for 2012 and other public filings with the SEC for a further discussion of these and other risks and uncertainties applicable to our business. The statements herein speak only as of their date and we undertake no duty to update any forward-looking statement whether as a result of new information, future events or changes in expectations.*

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