



## Mercy Health System of Maine selects Allscripts for outsourced revenue cycle management

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### Solution reduces complexity, improves accurate and timely reimbursement for care

CHICAGO, Aug. 9, 2013 /PRNewswire/ -- Mercy Health System of Maine selected [Allscripts Revenue Cycle Management \(RCM\) Services](#) to enhance revenue cycle operations, with the goals of increasing efficiencies of reimbursement processes and patient payments. As organizations make the transition to value-based-care, the reimbursement process may become more complex. Allscripts RCM Services will provide Mercy with an integrated end-to-end solution for the revenue cycle from front office solutions to back office processing and patient collections.

"We chose Allscripts RCM Services because we are in a growth phase and already have trust in the competency of Allscripts," said Judi Hawkes, Vice President of Physician Practices, Mercy Health System of Maine. "Mercy is already an [Allscripts Enterprise Electronic Health Record™](#) and [Practice Management](#) user, so when we sought a partner to help streamline our business as we add physicians, we knew Allscripts was the right partner who could fully meet our needs now and position us well for the ever changing healthcare environment. Mercy understands that Allscripts RCM Services focuses on physician practice efficiency, revenue cycle enhancements and population health management, which is a model that has very different needs and patient flow than the hospital environment."

Effectively managing the revenue cycle and collecting full payment for services provided is becoming increasingly challenging for practices. Allscripts RCM Services is an outsourced solution that combines Allscripts revenue cycle technology with expert professional services to assist practices with getting reimbursed accurately for the care they provide. Allscripts RCM Services is a fully hosted solution that eliminates the need for a large upfront investment and reduces implementation time. Allscripts professionals manage collections to help reduce reimbursement issues and assist with capturing complete payments.

Mercy Health System has 160 caregivers in 26 locations across Portland and Southeastern Maine.

"Our goal is to help Mercy Health System of Maine focus on providing quality care for its community and help them get reimbursed for the services they provide," said Paul M. Black, President and Chief Executive Officer of Allscripts. "Allscripts RCM Services creates efficient management of the revenue to enable practices to focus on the ACO, PCMH, MU and other quality initiatives that will be needed in the near future. Having Allscripts RCM Services frees up time and resources so Mercy can add physicians and focus on delivering excellent patient care."

#### About Mercy Health System

Mercy is the Greater Portland regional health care system representing the highest standards of clinical excellence and compassionate care. A story that balances exceptional quality with considerable value. A team of leading health care providers with innovative services focused on you and your family's health: your care...your voice...your story...your choice

#### 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](#).

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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.*

(Logo: <http://photos.prnewswire.com/prnh/20100901/CG581471LOGO>)

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