



## Allscripts debuting innovative FollowMyHealth Achieve consumer empowerment solution at HIMSS14

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### Leveraging wireless technologies, Allscripts FollowMyHealth™ Achieve drives consumer engagement in managing their own chronic conditions; enables providers to coordinate care more efficiently and effectively

CHICAGO, Feb. 24, 2014 /PRNewswire/ -- The latest addition to Allscripts (NASDAQ: MDRX) extensive population health management suite, Allscripts FollowMyHealth Achieve, is intended to be unveiled and demonstrated at HIMSS14, February 23-27, 2014, in Orlando, Fla. Utilizing the Allscripts FollowMyHealth consumer portal and wireless devices, the solution engages patients directly in the management of their care, and enables providers to monitor patient status in their homes and quickly initiate interventions when appropriate.

Allscripts FollowMyHealth Achieve represents a transformative approach to population health management by incorporating consumer-centric technologies and engaging patients within the actual clinical workflow. The solution likewise supports the primary care physician's emerging role as the "chief executive officer" of the care team, a key to success in the healthcare reform and accountable care environment. This technology-plus-engagement strategy activates a broader team of stakeholders to oversee and advance care—increasing the number of touch points critical to facilitating behavior change without requiring additional costly, time-consuming office encounters.

With Allscripts FollowMyHealth Achieve, providers can enter care management instructions for four disease states—congestive heart failure, diabetes, hypertension and obesity—into Allscripts TouchWork® EHR, which then are made available to their patients through their Allscripts FollowMyHealth account. Patients can carry out the orders at home, using consumer wireless devices such as scales, glucose meters and blood pressure monitors that can be interfaced with the portal. Readings and results are automatically forwarded to Allscripts TouchWorks, where they are incorporated within the patients' medical record.

Allscripts FollowMyHealth Achieve can also allow a care team to be immediately notified via EHR messaging if patients fail to comply with the care plan or if results exceed rules-based parameters established by the ordering provider. These notifications can enable the care team to review the results and take action, such as calling the patient with a reminder to take blood pressure readings or to schedule a follow-up appointment with the provider to adjust medications or the care plan.

"Healthcare is looking for viable solutions that directly improve the health of patients, particularly those with high-risk, high-cost conditions," says Jim Hewitt, Senior Vice President, Solutions Development, at Allscripts. "With Allscripts FollowMyHealth Achieve, care teams will have real-time indicators of patient status. They will be able to monitor and intervene—which will help prevent escalation of the disease state, interrupt development of comorbidities and reduce the need to care for the patient in acute settings. The result is healthier patients and lower costs."

Allscripts FollowMyHealth Achieve functionality likewise will enable users to leverage savings associated with remote monitoring and the use of home-based devices. In July 2013, Juniper Research forecast that healthcare savings attributed to remote patient monitoring could reach \$36 billion by 2018.<sup>(1)</sup> Studies conducted by the Veterans Health Administration demonstrate 20 percent reduction in hospital admissions, as well as 25 percent reduction in bed days, because of remote monitoring.<sup>(2)</sup>

"Consumers are seeking ways to become more actively engaged in their care and Allscripts FollowMyHealth Achieve is an ideal solution to create this important connection between consumers and caregivers," says Paul M. Black, President and Chief Executive Officer of Allscripts. "Allscripts FollowMyHealth Achieve represents the next level of consumer engagement. It moves the industry beyond simple functionality for filling out paperwork, requesting refills and paying bills. It creates a true and dynamic partnership between the consumer and their care team."

(1) "Mobile Health & Fitness: Monitoring, App-enabled Devices & Cost Savings 2013-2018," [Juniper Research](#), July 17, 2013.

(2) "Care Coordination/Home Telehealth: The Systematic Implementation of Health Informatics, Home Telehealth and Disease Management to Support the Care of Veteran Patients with Chronic Conditions," Department of Veterans Affairs, Office of Care Coordination Services, Washington, D.C., *Telemedicine and e-Health*, December 2008.

#### 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.*

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