
UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of report (Date of earliest event reported): January 14, 2014

ALLSCRIPTS HEALTHCARE SOLUTIONS, INC.
(Exact Name of Registrant as Specified in Its Charter)

Delaware
(State or Other Jurisdiction
of Incorporation)

001-35547
(Commission
File Number)

36-4392754
(IRS Employer
Identification No.)

222 Merchandise Mart Plaza, Suite 2024, Chicago, Illinois 60654
(Address of Principal Executive Offices) (Zip Code)

Registrant's Telephone Number, Including Area Code: (312) 506-1200

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (*see* General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
 - Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
 - Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
 - Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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Item 7.01. Regulation FD Disclosure.

On January 15, 2014, Allscripts Healthcare Solutions, Inc. (the “Company”) will present at the 32nd Annual J.P. Morgan Healthcare Conference in San Francisco, California (the “Conference”).

During the Conference, the Company’s management intends to disclose, among other things, that during the next three fiscal years (2014-2016) and based on current industry trends and economic conditions:

- The Company’s management currently expects the Company’s non-GAAP revenue to increase at an average compound annual growth rate of approximately 5% to 8% annually; and
- The Company’s management currently expects the Company’s adjusted EBITDA to increase at an average compound annual growth rate of approximately 18% to 22% annually.

A copy of the Company’s presentation is furnished as Exhibit 99.1. The Company intends to use this presentation at other investor conferences.

The information contained in, or incorporated into, Item 7.01 (including the Exhibit hereto) is being furnished and shall not be deemed “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section, nor shall it be deemed incorporated by reference into any registration statement or other filing under the Securities Act of 1933, as amended, or the Exchange Act, except as shall be expressly set forth by specific reference to such filing.

This Current Report on Form 8-K (including the Exhibit hereto) contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements include, without limitation, statements regarding the Company’s financial estimates and anticipated cost savings. These forward-looking statements are based on the current beliefs and expectations of the Company’s management and are subject to significant risks and uncertainties. Actual results could differ from those set forth in the forward-looking statements, and reported results should not be considered an indication of future performance. Certain factors that could cause the Company’s actual results to differ materially from those described in the forward-looking statements can be found in the Company’s Annual Report on Form 10-K/A for the year ended December 31, 2012 and in the Company’s most recent Quarterly Report on Form 10-Q for the quarter ended September 30, 2013. Each of these reports is available on the Company’s website (<http://investor.allscripts.com>) and on the Securities and Exchange Commission’s website (<http://www.sec.gov>).

This Current Report on Form 8-K (including the Exhibit hereto) includes references to non-GAAP revenue and adjusted EBITDA, each of which adjusts for certain items and is not considered a measure under generally accepted accounting principles in the United States (“GAAP”). Non-GAAP revenue consists of GAAP revenue as reported and adds back deferred revenue and other adjustments for GAAP purposes. Adjusted EBITDA consists of GAAP net income as reported and adjusts for: the provision for revenue deferral; the provision/(benefit) for income taxes; net interest expense and interest income and other income/(expense); stock-based compensation expense; depreciation and amortization; deferred revenue and other adjustments; non-recurring and transaction-related costs; and non-cash asset impairment charges. The Company’s management believes that these non-GAAP measures are useful in measuring the comparable results of the Company from period to period. However, non-GAAP financial measures disclosed by the Company should not be considered a substitute for, or superior to, financial measures determined or calculated in accordance with GAAP. Because of the forward-looking nature of the Company’s forecasted non-GAAP revenue and adjusted EBITDA, specific quantifications of the amounts that would be required to reconcile forecasted non-GAAP revenue and adjusted EBITDA are not available. The Company believes that there is a degree of volatility with respect to certain of the Company’s GAAP measures that precludes the Company from providing accurate forecasted GAAP to non-GAAP reconciliations. Based on this, the Company believes that providing estimates of the amounts that would be required to reconcile the range of non-GAAP revenue to forecasted GAAP revenue and the range of adjusted EBITDA to forecasted GAAP net income would imply a degree of precision that would be confusing or misleading to investors.

Item 9.01 Financial Statements and Exhibits.

(d) Exhibits

<u>Exhibit No.</u>	<u>Description</u>
99.1	Allscripts Healthcare Solutions, Inc. presentation slides

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ALLSCRIPTS HEALTHCARE SOLUTIONS, INC.

Date: January 14, 2014

By: /s/ Brian P. Farley

Brian P. Farley
General Counsel

January 2014

Allscripts Investor Presentation

J.P. Morgan Healthcare Conference 2014



Disclaimer

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These forward-looking statements are based on the current beliefs and expectations of the Company's management and are subject to significant risks and uncertainties. Actual results could differ from those set forth in the forward-looking statements, and reported results should not be considered an indication of future performance. Certain factors that could cause the Company's actual results to differ materially from those described in the forward-looking statements can be found in the Company's Annual Report on Form 10-K/A for the year ended December 31, 2012 and in the Company's most recent Quarterly Report on Form 10-Q for the quarter ended September 30, 2013. Each of these reports is available on the Company's website (<http://investor.allscripts.com>) and on the Securities and Exchange Commission's website (<http://www.sec.gov>).

Allscripts, the Allscripts logo, and other Allscripts marks are trademarks of the Company or its subsidiaries. Other company and product names featured in this presentation may be the trademarks of their respective owners.

Non-GAAP Financial Measures

This presentation includes references to Non-GAAP revenue and Adjusted EBITDA, each of which adjusts for certain items and is not considered a measure under generally accepted accounting principles in the United States ("GAAP").

Non-GAAP revenue consists of GAAP revenue as reported and adds back deferred revenue and other adjustments for GAAP purposes. Adjusted EBITDA consists of GAAP net income as reported and adjusts for: the provision for revenue deferral; the provision/(benefit) for income taxes; net interest expense and interest income and other income/(expense); stock-based compensation expense; depreciation and amortization; deferred revenue and other adjustments; non-recurring and transaction-related costs; and non-cash asset impairment charges.

The management of Allscripts Healthcare Solutions, Inc. (the "Company") believes that these non-GAAP measures are useful in measuring the comparable results of the Company from period to period. However, non-GAAP financial measures disclosed by the Company should not be considered a substitute for, or superior to, financial measures determined or calculated in accordance with GAAP.

Because of the forward-looking nature of the Company's forecasted Non-GAAP revenue and Adjusted EBITDA, specific quantifications of the amounts that would be required to reconcile forecasted Non-GAAP revenue and Adjusted EBITDA are not available. The Company believes that there is a degree of volatility with respect to certain of the Company's GAAP measures that precludes the Company from providing accurate forecasted GAAP to non-GAAP reconciliations. Based on the above, the Company believes that providing estimates of the amounts that would be required to reconcile the range of non-GAAP revenue to forecasted GAAP revenue and the range of Adjusted EBITDA to forecasted GAAP net income would imply a degree of precision that would be confusing or misleading to investors.

Agenda





Who We Are

SOLUTIONS

- **Clinical and Financial Systems**
- **Population Health Management**
- **Care Management**
- **Performance & Care Logistics**
- **Managed IT Services**
 - Outsourcing
 - Hosting
- **Transaction & Payer Services**

CLIENTS

- ~180,000 **Physicians**
- ~45,000 **Ambulatory Facilities**
- ~2,700 **Hospitals**
- ~13,000 **Post-acute Facilities**
- ~40,000 **Individual Post-acute Providers**
- Retail and alternate site clinics
- Global presence

COMPANY

- \$1.4bb 2012 revenue
- 7,000 associates
- HQ: Chicago, IL
- **International offices:** Canada, Europe, Asia, Israel, Australia
- Doing business in eleven countries and seven currencies

What We Do

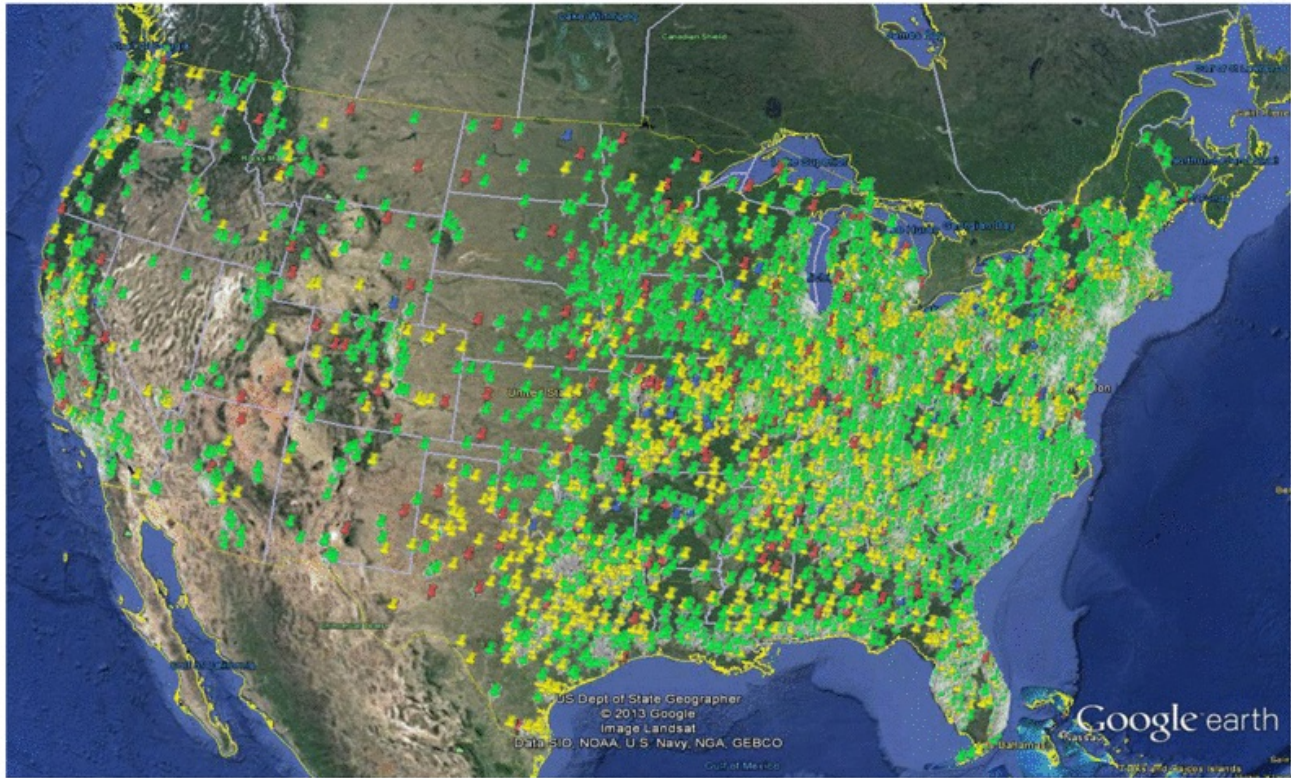
An Open, Connected Community of Health™

Allscripts provides clinical, financial and population health management SOLUTIONS to physicians, health systems, hospitals and post-acute organizations.

We deliver insights that healthcare providers require to generate world-class outcomes and transform healthcare by improving the quality and efficiency of patient care.



The Allscripts Difference: Unrivaled Footprint



Nodes of Care: ~45K ambulatory; ~2,700 acute; ~13,000 post-acute; ~1,200 other

Legend: Green : Ambulatory Red : Acute Yellow : Post Acute Facilities Blue : Other

Why We Matter

1 of 3
MDs

1 of 2
Hospitals

~13,000
Post-acute
Care Facilities



Inevitable Shift to Value Based Care

VOLUME

- Fragmented providers and payments
- No uniform quality
- Fees for volume
- Demand increasing

VALUE

- Collaboration, connectivity
- Clinical, financial data, analysis
- Optimize outcomes
- Accountable care

Source: HFMA "Value in Healthcare: Current State & Future Directions, June 2011"

Health Care Challenges = Allscripts Opportunities

Regulatory
Requirements:
Meaningful Use,
ICD-10 & HIPPA

- **Opportunities:**
 - upgrade revenue cycle systems
 - displace legacy competitors
 - strategic partnerships

Capital
Constraints,
Lack of Scale

- **Opportunities:**
 - lever client base as a source of growth (consolidation)
 - managed services
 - cost effective offerings: SaaS, cloud-based, compelling TOC

Shift from
Volume to
Value-Based
Care

- **Opportunities**
 - “campus and community”
 - EHR and other solutions
 - consumer engagement
 - connectivity
 - population health management: care coordination, analytics



Illustrative 2013 Accomplishments

Stability

- Increased new Sunrise footprints by five (incl. three net new)
- Renewed 7-year, \$400mm contract with largest client, NSLIJ
- 90%+ acute clients committed to MU 2014 upgrades
- Independent & highly qualified BOD



Execution

- Delivered **complete** Meaningful Use 2 and ICD-10 requirements ahead of time
- Culture of accountability
- Improved client satisfaction and third party rankings



Innovation & Investments

- Invested ~\$500mm in gross R&D + strategic M&A
- New solutions: *Care Director, Population Health Analytics, Sunrise Surgical Care*
- Enhanced talent bench



Growth Foundations

- Added ~600 new clients (YTD 2013)
- Established clear leadership in population health management
- Record EHR agnostic solution sales: care management, post-acute, analytics and logistics



2013 Execution: Sample Wins, Renewals and Expansions

- **North Shore-LIJ Health System, Manhasset, NY:**
 - Managed IT Services
- **Phoenix Children's Hospital, Phoenix, AZ:**
 - Allscripts Sunrise™, Sunrise Ambulatory Care™, Sunrise Financial Manager™, dbMotion
- **Resolute Health, New Braunfels, TX:**
 - Sunrise, dbMotion
- **PIH Health, Whittier, CA:**
 - Sunrise, Allscripts Enterprise™, dbMotion, FollowMyHealth™, Care Management, Managed IT
- **Children's of Alabama, Birmingham, AL:**
 - Sunrise, FollowMyHealth, Sunrise Emergency Care™
- **Guam Regional Medical City:**
 - Sunrise, Sunrise Financial Manager, Allscripts EPSi™
- **Kindred Healthcare, Louisville, KY:**
 - dbMotion
- **HealthCare Partners, Torrance, CA:**
 - Enterprise EHR, FollowMyHealth
- **Dameron Hospital, Stockton, CA:**
 - Sunrise, FollowMyHealth, Care Management

Added, expanded and extended relationships across solutions portfolio

On Deck: 2014 Focus

Multiple Growth Initiatives:

- Core: EHR, Rev cycle
- “Campus & community”
- Managed IT Services
- Global



Consistent Execution:

- Client satisfaction
- Lever resources - R&D
- Client alignment strategy



Maintain Innovation Edge:

- Mobility
- Cloud
- Upgrades and new solutions



Population Health Management Platform

Connectivity & Care Coordination

dbMotion
FollowMyHealth™ Patient Portal
Allscripts Care Management
Post Acute
Allscripts Care Director™

Analytics

Sunrise EPSi™
Sunrise Clinical Analytics
Clinical Quality Solutions (CQS)
Allscripts Population Health
Analytics

Population Health constituted 40% of Q3 2013 bookings, up 2x y/y

Population Health Leadership By the Numbers

Connectivity dbMotion

- Integrates with 47 disparate systems at U. Pittsburgh Medical Center
- dbMotion harmonizes data from ~230 different EHRs
- Utilized in ~500 hospitals globally

Care Coordination Care Management/Director

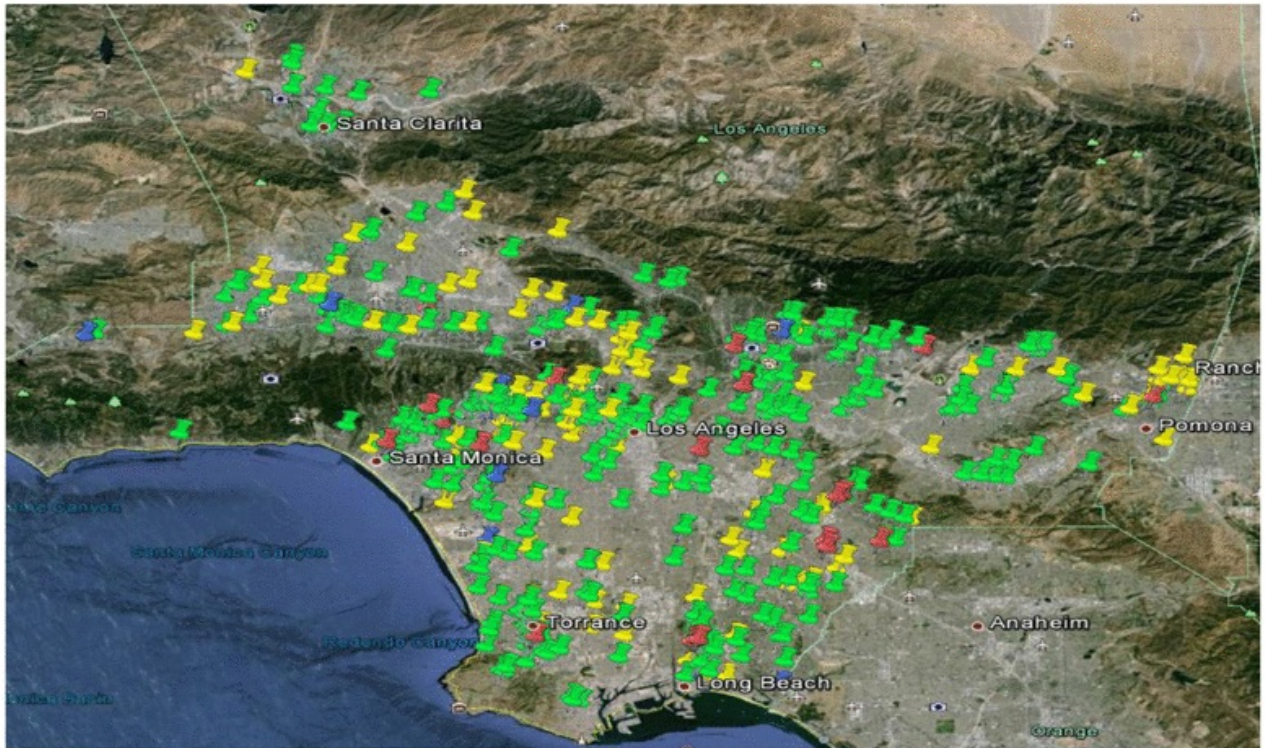
- Allscripts referral network
 - ~23,000 electronic referrals daily
 - ~25% of all hospital discharges¹
- EHR agnostic
- Cloud-based

Patient Engagement FollowMyHealth

- ~50,000 active providers today
- Patient owned
- EHR agnostic
- Untethered
- Cloud-based

1. Refers to those hospital discharges requiring post-acute care. Sources: National Hospital Discharge Survey and Allscripts estimates.

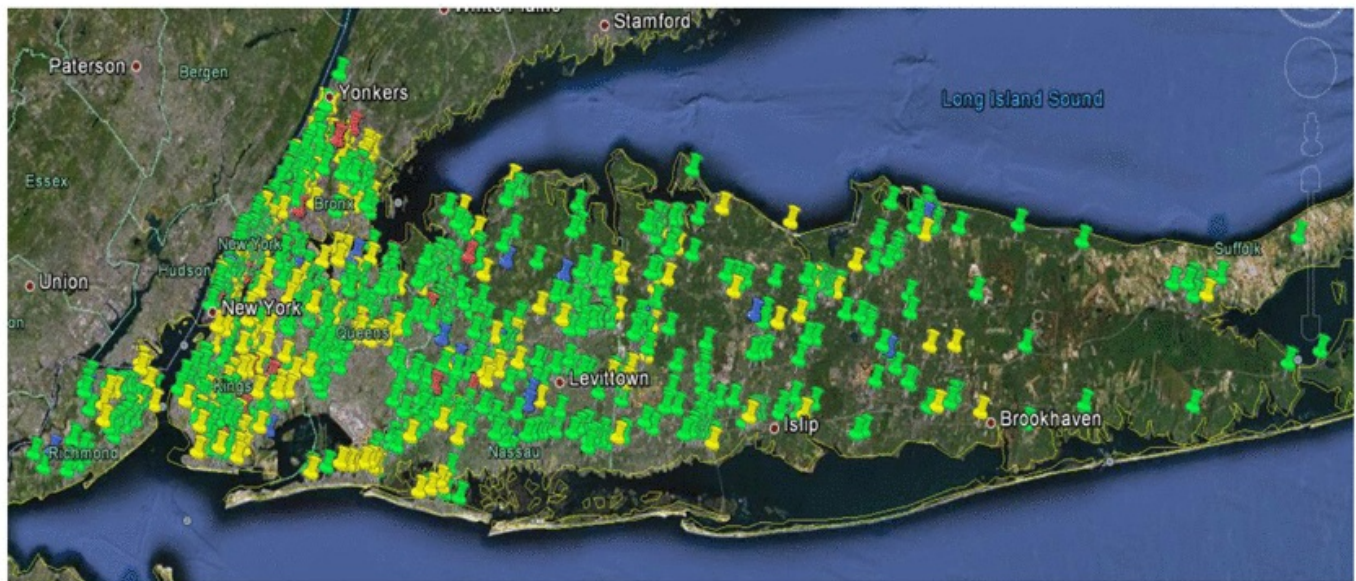
Los Angeles: Connected Communities of Health



Nodes of Care: ~700 ambulatory; ~35 acute; ~140 post-acute

Legend: Green : Ambulatory Red : Acute Yellow : Post Acute Facilities Blue : Other

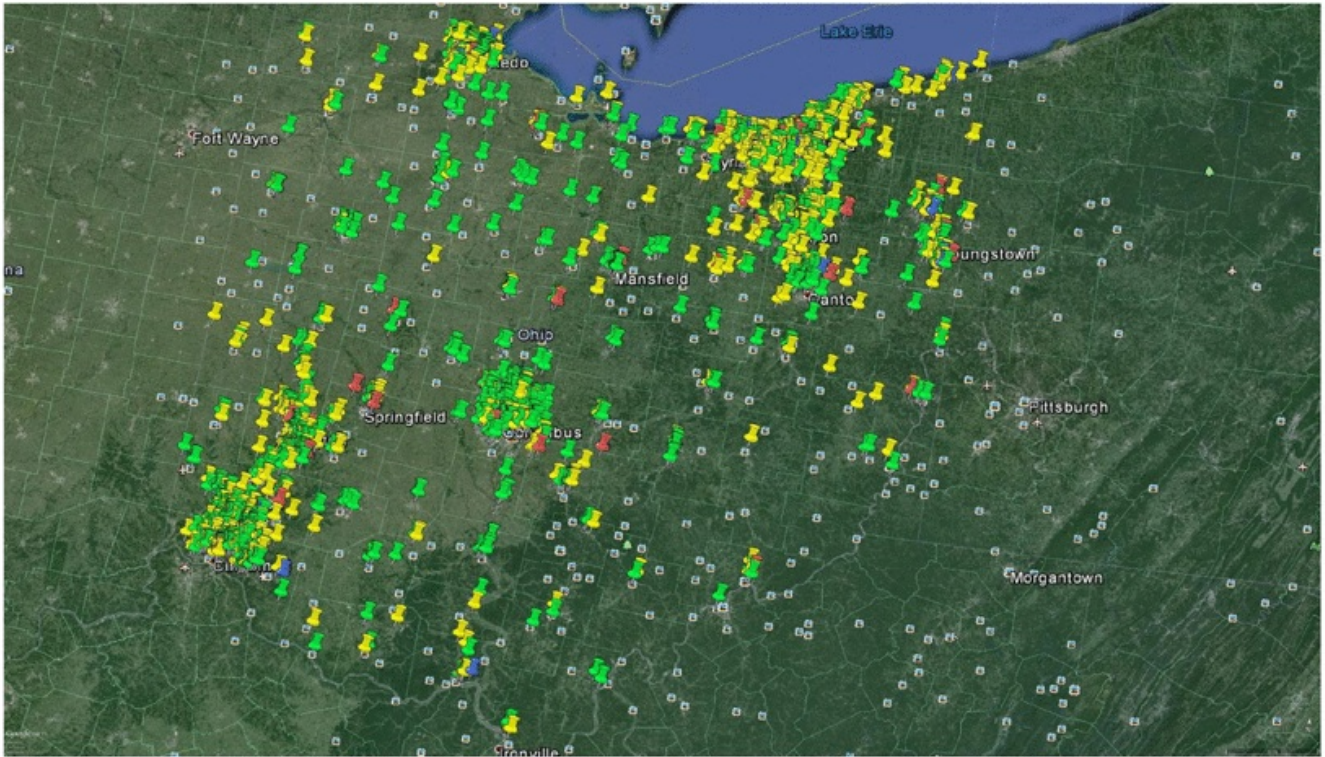
New York: Connected Communities of Health



Nodes of Care: ~1,200 ambulatory; ~80 acute; ~275 post-acute

Legend: Green : Ambulatory Red : Acute Yellow : Post Acute Facilities Blue : Other

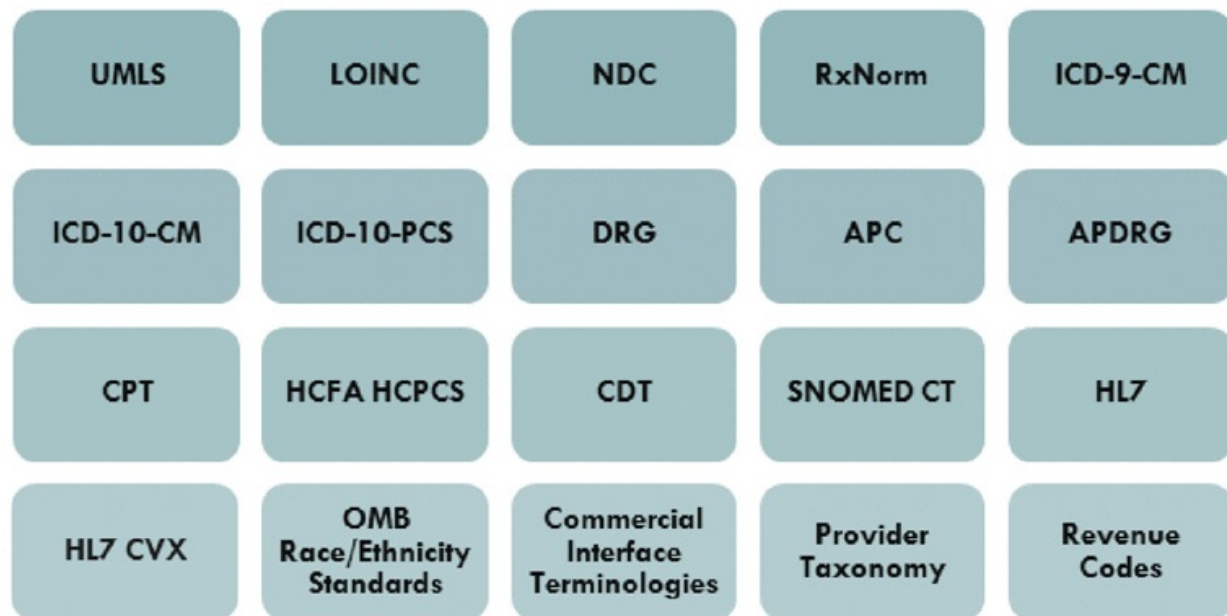
Ohio: Connected Communities of Health

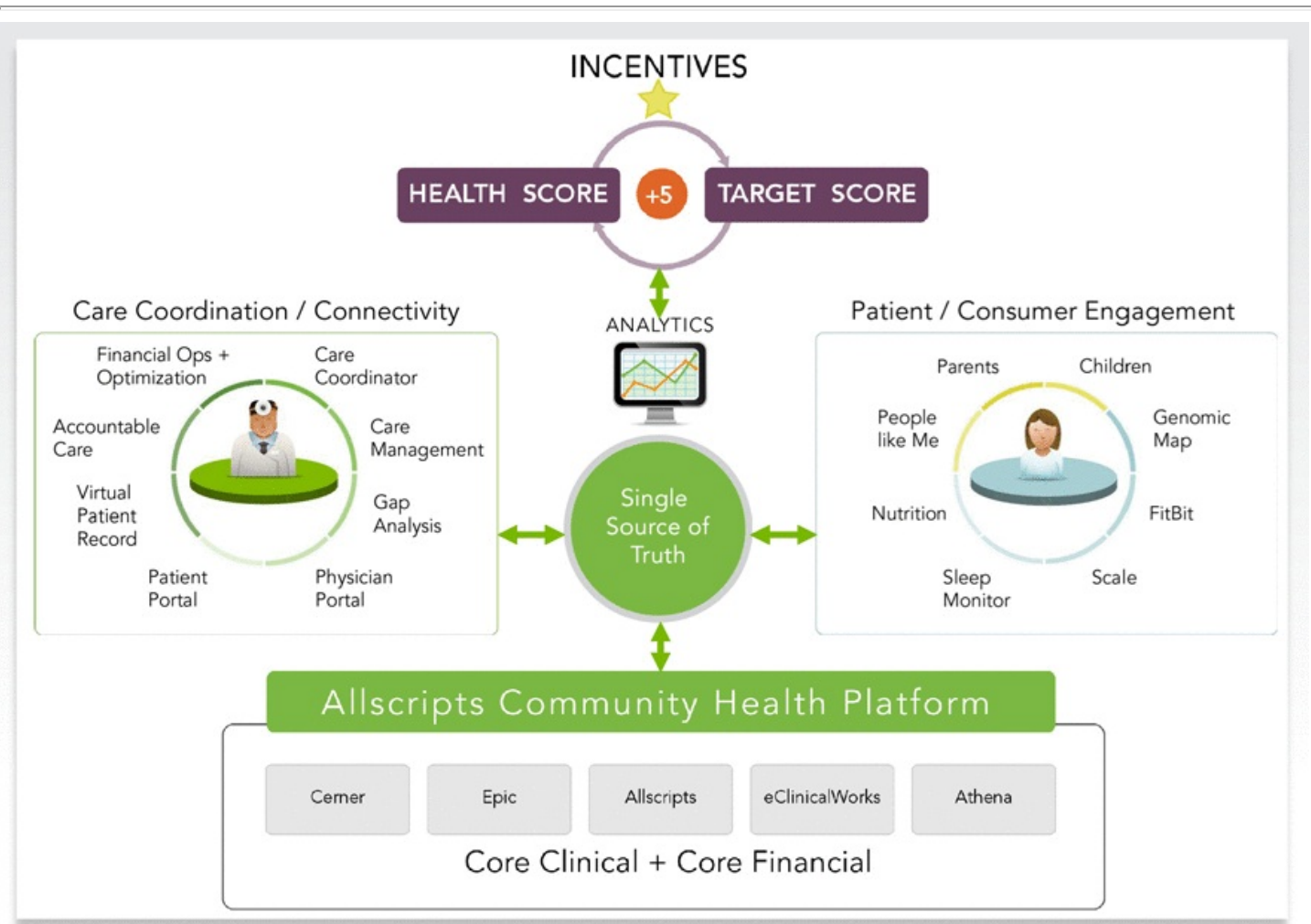


Nodes of Care: ~2,200 ambulatory; ~190 acute; ~730 post-acute

Legend: Green : Ambulatory Red : Acute Yellow : Post Acute Facilities Blue : Other

Harmonizing Data from Diverse Systems with Semantics





Patient Engagement – Health Score in Development





2013 Financial Accomplishments

Strengthened Financial Foundation

- Completed ~\$1 bb in refinancing
- Enhanced availability liquidity to >\$400mm
- Successful corporate ERP go-live



Enhanced Financial Consistency and Visibility

- Revenue backlog \$3.3bb +18% (vs. 12/31/12)
- Recurring revenue 74% YTD vs. 70% in '12 (76% in Q3 13)
- SaaS bookings 32% YTD vs. 25% in '12



Positioned for Growth

- Bookings +14% YTD (through 9/30/13)
- 40% of bookings from population health management (Q3 13)
- Invested ~\$500mm in gross R&D + strategic M&A
- Executed successful integration of strategic acquisitions



Improved Operational Effectiveness

- Executed site consolidation plan
- ~\$50mm invested to drive +\$50mm in annual cost savings in 2014



Note: 2013-related financial data presented as of 9/30/13

Flexible Capital Structure & Strong Liquidity

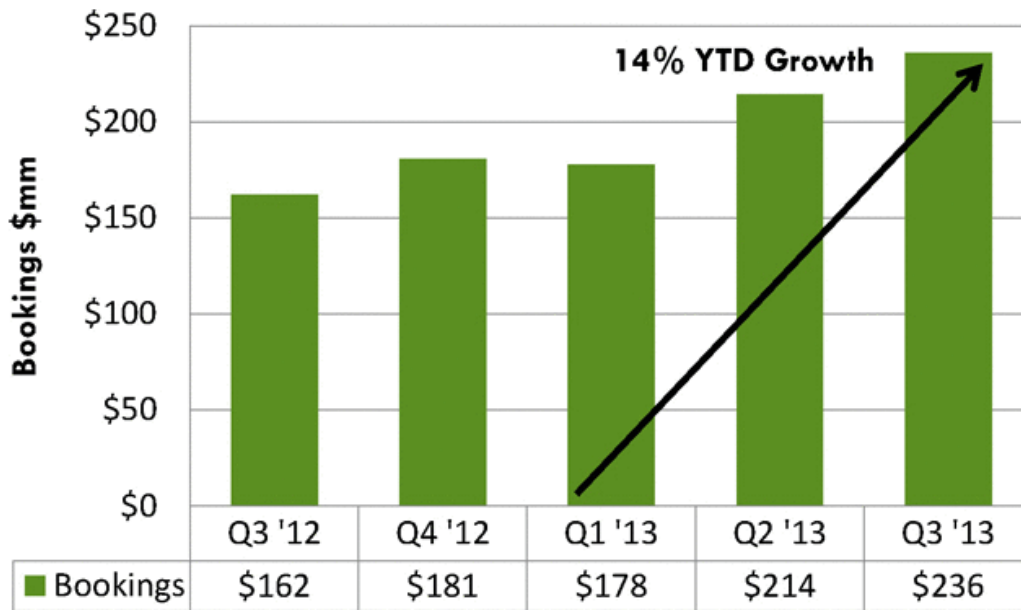
(\$mm)	As of 9/30/13	Maturity
Cash and Cash Equivalents	\$62	
Revolver (\$425mm total)	\$60	June 2018
Term Loan	<u>222</u>	June 2018
Total Senior Credit Facilities	\$282	
1.25% Convertible Notes	<u>345</u>	June 2020
Total Debt	\$627	
Book Value Equity	<u>1,331</u>	
Total Book Capitalization	\$1,958	

- Total liquidity of over \$400mm
- Limited required cash repayments
 - 2014 scheduled repayments of \$17mm
- Weighted average cash interest cost of <2.5%
- Effective conversion price of \$23.135 per share on Convertible Notes

Note: Total Senior Credit Facilities and 1.25% Convertible Notes amounts are national principal amounts, gross of any debt discounts or original issue discounts required under GAAP.
Source: Company filings

Recent Results: Bookings Growth

Allscripts Quarterly Bookings Through 3Q 2013



Bookings = value of new revenue from solutions sold to existing and first time clients. Excludes maintenance, transaction fees and client renewals.

Source: Company filings and publications.
Bookings are rounded to the nearest million.

Translating Bookings to Allscripts Future Revenue

Snapshot of Trailing 12 Months (through 9/30/2013)

Bookings	\$810mm	
GAAP Revenue	\$1,375mm	} ~\$350mm non-recurring } ~\$1,025mm recurring
Non-GAAP Adjusted EBITDA ¹	\$185mm	

1. Please see the non-GAAP reconciliation and related footnotes in the appendix to this presentation. Figures are rounded for illustrative purposes.

Translating Bookings to Allscripts Future Revenue: Part 2

Revenue	Baseline Year	Year 1	Year 2	Year 3
Non-Recurring	\$350mm	\$350mm	\$375mm	\$375mm
Recurring*	1,025	1,025	1,025	1,025
From Baseline Year Bookings	-	50	100	100
From Year 1 Bookings	-	-	50	100
From Year 2 Bookings	-	-	-	50
TOTAL Revenue	\$1,375	\$1,425	\$1,550	\$1,650

Bookings	Baseline Year	Year 1	Year 2
Non-Recurring	\$350mm	\$375mm	\$375mm
Recurring	460	500	500
TOTAL Bookings	\$810	\$875	\$875

*Assumption: Average 5-year revenue take-down and first year conversion at mid-year

NOTE: This table is for illustrative purposes only and should not be considered financial guidance.

Financial Playbook 2014-2016

Revenue:

- Realize flow-through from bookings to revenue, as illustrated
- Continued laser-focus on client satisfaction
- Maximize client retention (little revenue concentration outside outsourcing)

Gross Margins:

- Focus on opportunities to improve in key areas performing significantly below competitive benchmarks (i.e. remote hosting, professional services)

Research and Development

- Hold \$\$ investment steady
- Drive higher yield from spend

SG&A

- Drive \$\$ lower in 2014 and hold steady thereafter

OPPORTUNITY



Top Line Growth

(+) Modest gross margin improvement
(+) Steady costs, growing in line with CPI

= Significant adjusted EBITDA and free cash flow leverage

Long-Term Outlook

- 3-Year CAGR outlook (based on 2013 actual results):
 - Non-GAAP revenue expected to grow in the 5-8 percent range
 - Adjusted EBITDA expected to grow in the 18-22 percent range

NOTE: Please see disclaimer on page 2 of this presentation.

January 2014

Allscripts Investor Presentation

J.P. Morgan Healthcare Conference



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Appendix



Non-GAAP Reconciliations: Adjusted EBITDA for trailing twelve months (TTM) ended (9/30/13)

Allscripts Healthcare Solutions, Inc.
Non-GAAP Financial Information - Adjusted EBITDA
(In millions)

	Three Months Ended	Nine Months Ended	12 Months Ended
	12/31/12	9/30/13	9/30/13
Net income/(loss), as reported	(\$24.3)	(\$83.4)	(\$107.7)
Income tax benefit	(5.8)	(30.2)	(\$36.0)
Interest expense (income) and other (income) expense (a)	2.2	15.6	\$17.8
Stock-based compensation expense	12.7	27.8	\$40.5
Depreciation and amortization	39.6	131.8	\$171.4
Deferred revenue and other adjustments	0.3	7.2	\$7.5
Provision for revenue deferral(b)	16.8	0.0	\$16.8
Non-recurring expenses and transaction-related costs (c)	12.2	52.1	\$64.2
Asset impairment charges	0.0	10.5	\$10.5
Non-GAAP adjusted EBITDA	<u>\$53.6</u>	<u>\$131.4</u>	<u>\$185.0</u>

(a) Interest expense (income) and other (income) expense has been adjusted from the amounts presented in the statements of operations in order to remove the amortization of the fair value of the cash conversion option embedded in the 1.25% Cash Convertible Notes and deferred debt issuance costs from interest expense since such amortization is also included in depreciation and amortization. Interest expense (income) and other (income) expense has been adjusted from the amount presented in the statements of operations in order to remove the

(b) Provision for revenue deferral for the three months ended December 31, 2012 reflects a cumulative catch-up revenue deferral related to a change in how revenue is recognized for clients who have long-aged accounts receivable balances.

(c) Depreciation expense totaling approximately \$0.4 million and \$1.2 million has been excluded from non-recurring expenses for the nine months ended September 30, 2013, respectively, since these amounts are also included in depreciation and amortization. In addition, non-recurring expenses in the fourth quarter of 2012 relate to certain severance, legal, consulting, and other charges incurred in connection with activities that were considered one-time.

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