# 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) March 1, 2006

#### ALLSCRIPTS HEALTHCARE SOLUTIONS, INC.

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of incorporation) 000-32085 (Commission File Number) 36-4392754 (IRS Employer Identification No.)

222 Merchandise Mart, Suite 2024 Chicago, IL 60654

Registrant's telephone number, including area code (800) 654-0889.

N/A

(Former name or former address, if changed since last report)

follo	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 wing 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))
П	Pre-commencement communications pursuant to Rule 13e. $A(c)$ under the Evchange $Act$ (17 CFR 240 13e. $A(c)$ )

#### ITEM 7.01. Regulation FD Disclosure.

Attached as Exhibits 99.1 hereto is an Investor Presentation dated March 2006, which is incorporated herein by reference.

This information is being furnished pursuant to Item 9 of this Report and shall not be deemed to be "filed" for the purposes of Section 18 of the Securities and Exchange Act of 1934, as amended, or otherwise subject to the liabilities of that section and will not be incorporated by reference into any registration statement filed by Allscripts Healthcare Solutions, Inc. under the Securities Act of 1933, as amended, unless specifically identified as being incorporated therein by reference. This Report will not be deemed an admission as to the materiality of any information in this Report that is being disclosed pursuant to Regulation FD.

Please refer to page 2 of Exhibit 99.1 for a discussion of certain forward-looking statements included therein and the risks and uncertainties related thereto.

ITEM 9.01. Financial Statements, *Pro Forma* Financial Information and Exhibits.

- (c) Exhibits:
- 99.1 Investor Presentation dated March 2006.

#### SIGNATURES

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, thereunto duly authorized.

ALLSCRIPTS HEALTHCARE SOLUTIONS, INC.

Date: March 2, 2006

By: /S/ WILLIAM J. DAVIS

William J. Davis
Chief Financial Officer

#### EXHIBIT INDEX

The following exhibits are filed herewith:

Exhibit No.

99.1 Investor Presentation dated March 2006.







This presentation may contain forward-looking statements about Allscripts Healthcare Solutions that involve risks and These statements are developed by combining uncertainties. currently available information with Allscripts' beliefs and Forward-looking statements do not guarantee assumptions. future performance. Because Allscripts cannot predict all of the risks and uncertainties that may affect it, or control the ones it does predict, Allscripts' actual results may be materially different from the results expressed in its forward-looking statements. For a more complete discussion of the risks, uncertainties and assumptions that may affect Allscripts, see the Company's Annual Report on Form 10-K for the year ended December 31, 2004, available at www.sec.gov.





### **Company Overview**

Allscripts Provides Clinical Software, Connectivity and Information Solutions To Physicians

- Physicians rely on our products to improve the quality of healthcare they provide
- Our integrated product lines provide clinical information and automate physicians' most basic workflows such as documentation, prescription writing and charge capturing
- We deliver broad and diverse solutions
  - Clinical Solutions Group
  - Physicians Interactive Group
  - Medication Solutions Group



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# Experienced Management Team



Name	Role	Previous Experience
GLEN TULLMAN	Chief Executive Officer	Enterprise Systems, CCC Information Systems
LEE SHAPIRO	President	Douglas Elliman-Beitler, City Financial Bancorp
JOE CAREY	Chief Operating Officer	HBOC & Company, Enterprise Systems
BILL DAVIS	Chief Financial Officer	Lante Corporation, PriceWaterhouseCoopers
LAURIE MCGRAW	President, Clinical Solutions	IDX, ChannelHealth
MARK THIERER	President, Physicians Interactive	CaremarkRx, IBM
JOHN CULL	President, Medication Services	Federated Foods, Arthur Andersen & Co.





To Become an **Indispensable** Part of the Way Physicians Practice Medicine

Physicians Control
80% of \$1.8 Trillion
Annual Healthcare Spend





### **Our Vision**

# To Become an **Indispensable** Part of the Way Physicians Practice Medicine

# We deliver solutions that







Transform. Healthcare.





# **Investment Highlights**

- Allscripts is a leading provider of ambulatory EHR solutions, a \$5+ billion market opportunity
- A4 acquisition expands our EHR leadership to small and mid-sized physician practices and provides leading practice management solution
- Emergency department and care management solutions ensure continuity of care from hospital to ambulatory EHR
- Strong financial momentum and revenue visibility provide operating leverage



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## Fundamental Problem In Healthcare



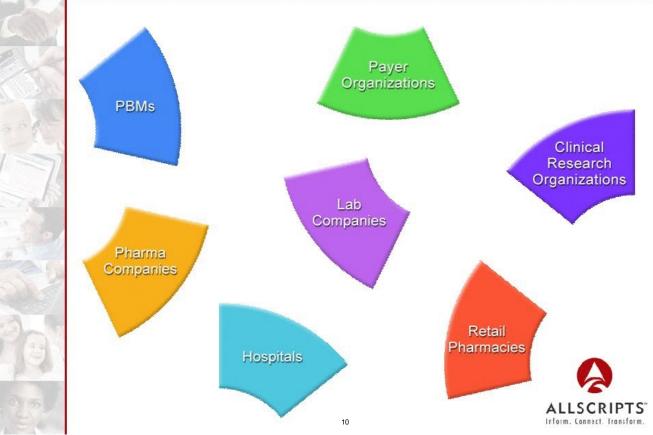
The U.S. is No.1 in the world in healthcare expenditures, but no better than 16th in medical outcomes

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ALLS CRIPTS

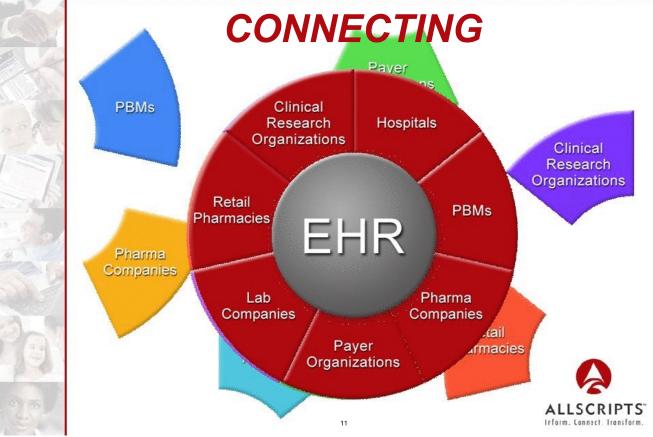


# Fundamental Problem In Healthcare





## What Is The Solution?





### Large and Growing Market Opportunity

## Ambulatory EHR Market is ~\$5+ Billion Opportunity

- ~550,000 U.S. Physicians
- x ~85% Remaining EHR Market Opportunity
- x ~\$12,500 Initial Investment per Physician

# = ~\$5+ Billion Opportunity

- Small to mid-sized practices represent largest number of physicians
- Practice management solutions provide complementary product offering with significant incremental market opportunity





# Allscripts Competitive Strengths

- Significant installed base
- World-class technologies that enable industry-leading solutions
- Rapid return on investment
- Strong partnerships and strategic alliances
- Experienced employee base





# Allscripts: The EHR of Choice

### Over 2,000 Leading Clinics Nationwide













# Delivering Value Through Diversified Solutions









## **Delivering Results**

#### Reduces/Eliminates Transcription

Central Utah Clinic \$1M in Savings in Year 1 (\$20K/MD)

# **Delivers on Pay for Performance**

Facey Medical \$1.2M P4P Payout from Blue Cross "THE EHR THAT PAYS YOU BACK"

# **Enhances Documentation**

University of Tennessee Medical Group

Avg. Gross Charges Increases by > \$30/Patient Visit

#### **Generates Clinical Trial Revenue**

**Holston Medical Group** 

\$3M/Yr. in Clinical Trial Revenue

# Reduces Resources in Medical Records

George Washington Univ.
Medical Faculty Associates
Reduction of 20 FTEs in
Medical Records

# Produces e-Prescribing Savings

**Sierra Health** \$5M in Savings via eRx





# Strength of Our Partnerships







### Renegotiated IDX Agreement

- A win for OUR Customers, IDX/GE, and Allscripts
- Preserves the best attributes of the original agreement
- Allscripts remains preferred choice for IDX customers
- Allscripts can now offer its own integrated EHR and practice management solutions
- Allscripts remains the safe choice for IDX customers with over 140 existing sites

"Physician groups choose Allscripts because of the referencable customer base, leading product, and a successful implementation track record, not because of a piece of paper signed 5 years ago."





# Our Industry Leadership



**Leadership Council** 



**Steering Group for Connecting Communities for Health Initiative** 



**Work Group for EHR Certification Process** 



**Founding Member and Named to Executive Committee** 



Named to HIMSS Ambulatory Steering EHR Committee



Provided Expert Testimony on e-Prescribing





## Our Industry Leadership



**ALLSCRIPTS** 

# Leadership In A Revolutionary Market

# The New York Times

Health Industry Under Pressure to Computerize

Allscripts customer Dr. Allison Foley from St. Jude Heritage Medic California was recently featured in a CNN story with practices in 11.

"No one will be practicing medicine in America ten years from now without an Electronic Health Record... That's why I believe so strongly in what Allscripts is doing."

- Newt Gingrich; Founder of the Center for Health Transformation

Clinton, Frist Tout Medical Records Bill

By DEVLIN BARRETT

WASHINGTON -- Hillary Rodham Clinton and Bill Frist, two senators in the mix of speculation about the White House race in 2008, touted a new medical records bill Thursday that they said is necessary to prevent life-threatening mistakes.

Clinton, a Democrat who led President Clinton's unsuccessful push for substantial health care overhaul in the early 1990s, said the standard of record-keeping in the United States remains "in the Dark Ages" at a time when people can easily access a wide range of information on the Internet.







## A4 Acquisition: Strategic Benefits

- Expand product and service offerings
  - Fully integrated EHR and practice management solutions for small and mid-sized physician groups
  - Complementary acute care solutions
- Increase market penetration
  - Double the size of our salesforce
  - Add over 1,500 physician clinics nationally
- Accelerate financial performance
  - Double our clinical software revenues
  - Natural gross margin expansion
  - Accretive on CASH basis in 2006 and on GAAP basis in 2007





# **Ambulatory Market Share**



Profitable Leadership In Each Segment





# Strategies For Growth

Broaden Physician Base

 Aggressively pursue physician practices in all markets

**Enhance Physician Utilization** 

In-depth training and customer support

Continue Product Innovation

- Scalable and modular
- Rapid implementation
- Broader functionality

Leverage Brand Recognition

- Publicity and media campaigns
- Government driving awareness

Pursue Strategic Opportunities

- Continue to pursue complementary businesses and assets
- Continue to build strategic relationships



# **Key Takeaways**

- 1. The time is **now**
- 2. Our **physician** focus is key to transforming healthcare
- 3. We are a **leader** in the core growth markets in which we compete
- 4. Competitive advantage: driving utilization and results

We're just getting started!





# **Financial Overview**



#### **Proven Track Record**

2005 Was A Breakthrough Year for Allscripts!

**Record** bookings

**Record** gross margins

ALLS CRIPTS

**Record** revenues

**Record** net income

**Record** backlog

Record cash flows from operations



#### **Proven Track Record**

## 2005 Was A Breakthrough Year for Allscripts!

**Record** bookings

**Record** backlog

**Record** revenues

**Record** gross margins

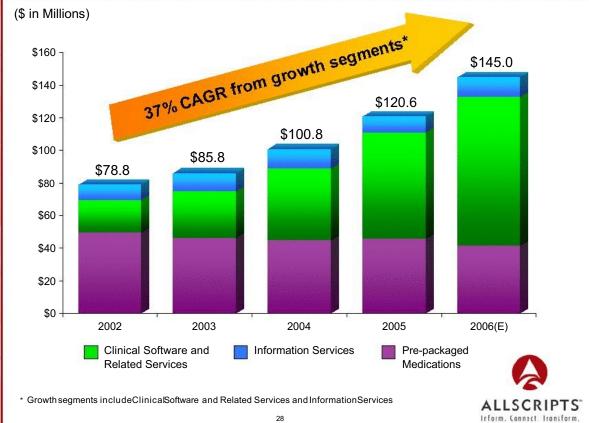
**Record** net income

**Record** cash flows from operations



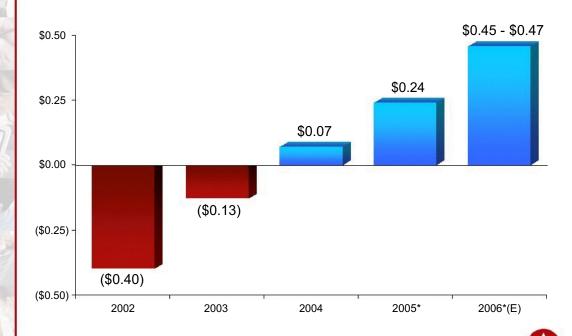


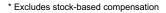
# Consistent Revenue Growth





# Operating Leverage Drives Strong Earnings Growth

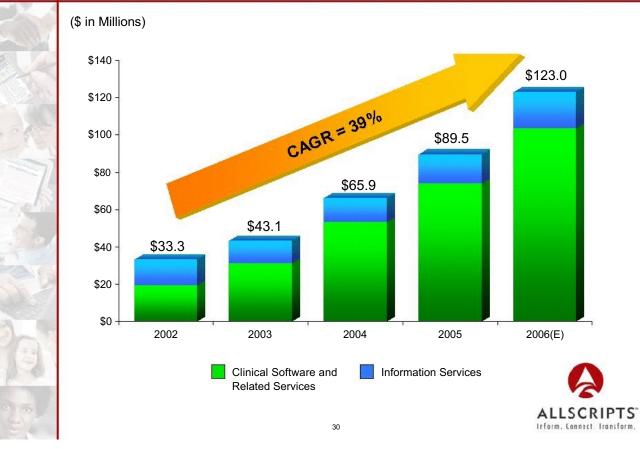






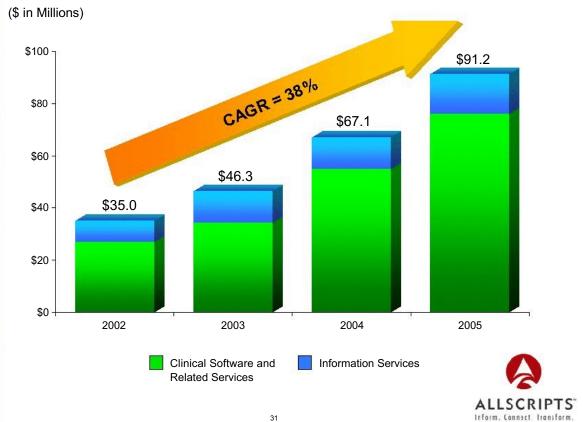


# Solid Bookings Growth





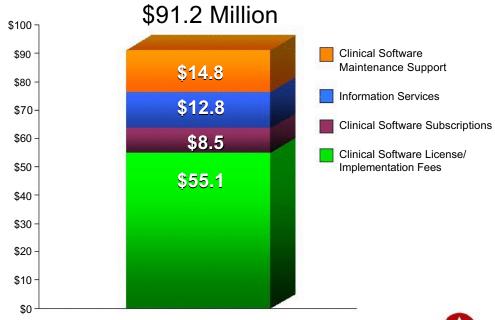
# Clear Visibility through Growing Backlog





# Diversified Backlog Provides Stability

(\$ in Millions)



As of 12/31/05





# A4 Acquisition: Financial Highlights

- Cost: ~ \$275 million
  - \$215 million cash and 3.5 million common shares
- A4 Health Systems delivers strong financial performance
- Enhances revenue mix with a greater emphasis on the clinical software segment
- Accelerate financial performance
  - Accretive to Allscripts on CASH basis in 2006 and on GAAP basis in 2007





# Accelerated Growth Through A4

(\$ in Millions)	Nine months ended				
	9/30/04	<u> </u>	9/30/05		
	Historical Allscripts	Historical Allscripts	Historical A4	Pro Forma Combined	
Revenues:			sventoen review genreven		
Software & Related Services	\$29.8	\$46.9	\$55.9	\$102.8	
Prepackaged Medications	35.4	32.8	<u> </u>	32.8	
Information Services	9.3	6.6	×2	6.6	
Total Revenues	74.5	86.3	55.9	142.2	
Gross Profit	30.3	39.2	32.5	71.7	
Income from Operations	1.7	6.1	11.3	7.3	
EBITDA	5.2	10.9	12.5	23.4	
Net Income	<u>\$1.7</u>	<u>\$6.3</u>	<u>\$8.1</u>	<u>\$3.6</u>	
Earnings per Share:					
Basic	\$0.04	\$0.16		\$0.07	
Diluted	\$0.04	\$0.15		\$0.07	





# Financial Strength

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,	As of 12/31/05	As of 9/30/05	
	Historical Allscripts	Historical Allscripts	Pro Forma Combined
Cash & Marketable Securities	\$146.1	\$136.0	\$52.5
Accounts Receivable, Net	29.2	26.8	37.6
Other Assets	45.7	45.1	318.7
Total Assets	\$221.0	\$207.9	\$408.8
Accounts Payable & Accrued Liabilities	\$22.4	\$16.0	\$23.4
Deferred Revenue	17.3	15.1	27.3
Convertible Debt	82.5	82.5	82.5
Other Liabilities	0.3	0.4	4.1
Total Liabilities	\$122.5	\$114.0	\$137.3
Stockholders' Equity	98.4	93.9	271.5
Total Liabilities&&StookkholdbassEquity	\$221.0	\$207.9	\$408.8





## Summary



Well-positioned for Growth and Sustained Profitability





