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

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**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) May 17, 2005**

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**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 (312) 506-1200.**

**N/A**

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

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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.

Attached as Exhibit 99 hereto is an investor presentation dated May 2005, 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 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 Investor Presentation dated May 2005

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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: May 25, 2005

By: \_\_\_\_\_ /s/ WILLIAM J. DAVIS  
William J. Davis  
Chief Financial Officer

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EXHIBIT INDEX

The following exhibit is filed herewith:

**Exhibit No.**

            
99

Investor Presentation dated May 2005.



**ALLSCRIPTS™**  
Inform. Connect. Transform.

May 2005



## Safe Harbor

This presentation may contain forward-looking statements about Allscripts Healthcare Solutions that involve risks and uncertainties. These statements are developed by combining currently available information with Allscripts' beliefs and assumptions. Forward-looking statements do not guarantee 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 2004 Annual Report on Form 10-K, available at [www.sec.gov](http://www.sec.gov).





## What We Do & Who We Are . . .

### We Provide Clinical Software, Connectivity & Information Solutions To Physicians

- ▶ 345 Employees
- ▶ Public (Nasdaq: MDRX)
- ▶ Financial Strength
  - \$130+ Million in Cash Reserves
  - \$100+ Million in 2004 Revenue
  - Diversified/Multiple Revenue Streams
  - The Leader in High Growth Markets
- ▶ Culture
  - Fast Moving, Client-Focused and Innovative





## Our Vision

To Become an Indispensable Part of the Way Physicians Practice Medicine



**Why?**

Physicians Control 80% of a  
\$1.7 Trillion Annual Spend







## Our Solutions

### Clinical Solutions Group

TouchWorks™  
TouchChart  
TouchScript™  
Impact.MD®



**ALLSCRIPTS™**  
Inform. Connect. Transform.

### Physicians Interactive Group

Physicians Interactive™  
Patients Interactive™  
iHealth

### Medication Services Group

Allscripts Direct



**ALLSCRIPTS™**  
Inform. Connect. Transform.



## Clinical Solutions: EHR Market Opportunity

- \$5 Billion Market
- The Market Has “Tipped”
  - < 25% Penetration of Mid to Large Size Groups
  - 50% of Groups Purchasing in Next 18 Months\*
    - Average deal size was approximately \$600,000 in Q1'05
    - Pipeline continues to grow. We also expect average deal size to grow and include individual deals in \$3 to \$5 million range over the next 12 to 18 mo.
- What Changed?
  - Tools & Technology Are Better, Less Expensive
  - Physician's Willingness To Adopt Technology
  - Political, Payors, PBM, Patient Trends
  - Results (Proven, Measurable ROI)

Market has Crossed the Chasm

\*source: PricewaterhouseCoopers Study

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*Clinical Solutions:*  
**Allscripts EHR – Competitive Advantages**

- ▶ Physician-Centric Approach
- ▶ IDX Alliance: Preferred Access to 70% of Large Groups
- ▶ Modular Approach Drives Rapid Adoption and ROI
- ▶ Independent, Documented Return-On-Investment
- ▶ Strong Reference Sites
- ▶ Partners Play A Key Role In Our Solution and Connections
- ▶ Organizing & Leading the Ambulatory Market





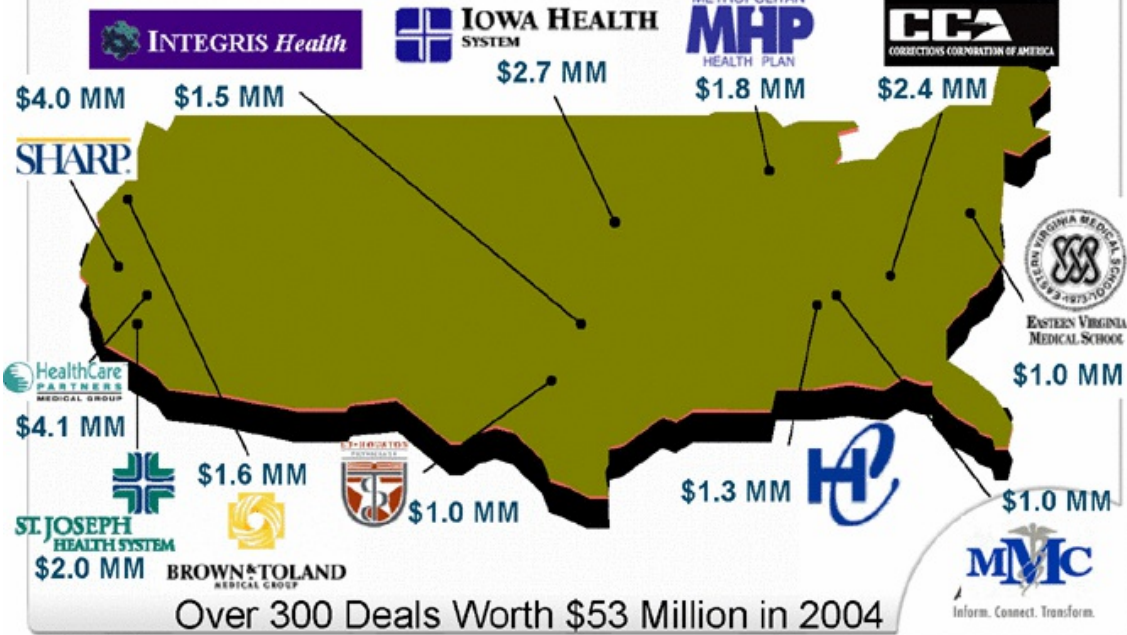
## *Clinical Solutions:* Allscripts EHR - Results

- ▶ Sales Growth In Excess of 60%
- ▶ Client Satisfaction: 96% Would Recommend TouchWorks
- ▶ Ranked #1 in KLAS, the "Consumer Reports" of Healthcare, for Ambulatory EHR
- ▶ Ranked #1 at TEPR Competition
- ▶ Microsoft HUG Awards
- ▶ CUMC Saves \$1,000,000 in First Year of TouchWorks Use





## Clinical Solutions: Allscripts EHR - Results



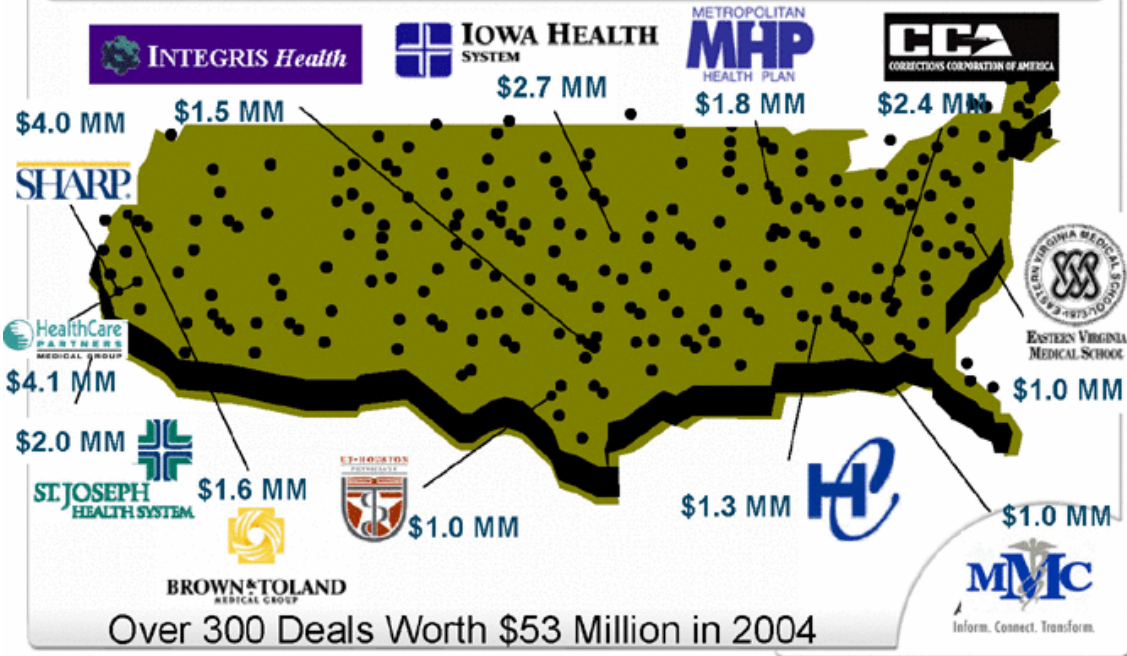
Over 300 Deals Worth \$53 Million in 2004

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## Clinical Solutions: Allscripts EHR - Results





## *Clinical Solutions:* e-Prescribing Market Opportunity

- ▶ **3 Billion Prescriptions/Year Written on Paper in the US**
  - ▶ Less than 16 million prescriptions written electronically today. AHS processing approximately 50%
- ▶ **Significant Backing from Payors**
  - ▶ Federal government
  - ▶ Managed care
- ▶ **Impact Proven and Understood**
  - ▶ Increased use of generics, formulary compliance
  - ▶ Improvement on patient safety, IOM Study
- ▶ **Entry point to broader opportunity**
  - ▶ Upgrade to Full Suite: TouchWorks & Impact.EMR
  - ▶ Access to recurring transactions (approx. \$1.5 million in 2004)





## Clinical Solutions: TouchScript™ eRx - Overview

- ▶ Most widely used e-Rx solution
- ▶ #1 Volume of Rx's to RxHub
- ▶ .NET version, targeted at Independent Physician Market, recently launched with Microsoft, HP, Cisco, Capgemini
- ▶ Selected for Wellpoint and ConnectiCare Physician Automation Programs
  - ▶ Expect significant involvement by other large Payors (including a majority of the nation's Blue Cross Blue Shield organizations) over the next 12 to 18 months







## Physicians Interactive: Opportunity

- ▶ **The Opportunity**
  - ▶ Pharma Industry Marketing Spend = \$15 Billion/Year
  - ▶ Current Market for Online Product Education ~\$250mm
- ▶ **The Pharma Challenge**
  - ▶ Goal = Educate/Influence ~ 200,000 HVP's
  - ▶ Challenge = HVP's Crunched For Time
  - ▶ 43% of Pharma Detail Calls End at Receptionist
  - ▶ 50% of Detail Calls Last < 2 Minutes





## *Physicians Interactive:* - Results

- ▶ Pioneer/Leading Provider of e-Detailing and Other Online Solutions
- ▶ Blue Chip Client Base
  - ▶ 39 Pharmaceutical, Biotech & Medical Device Companies
  - ▶ 8 of Top 10 Pharmaceutical Companies
- ▶ More Programs Delivered
  - ▶ 400 Programs for 100 Brands
  - ▶ 59 International Programs in 8 Countries
- ▶ Significant Footprint with Physicians
  - ▶ 60,000 Unique Physician Participants in U.S.
  - ▶ > 250,000 Educational Sessions Completed





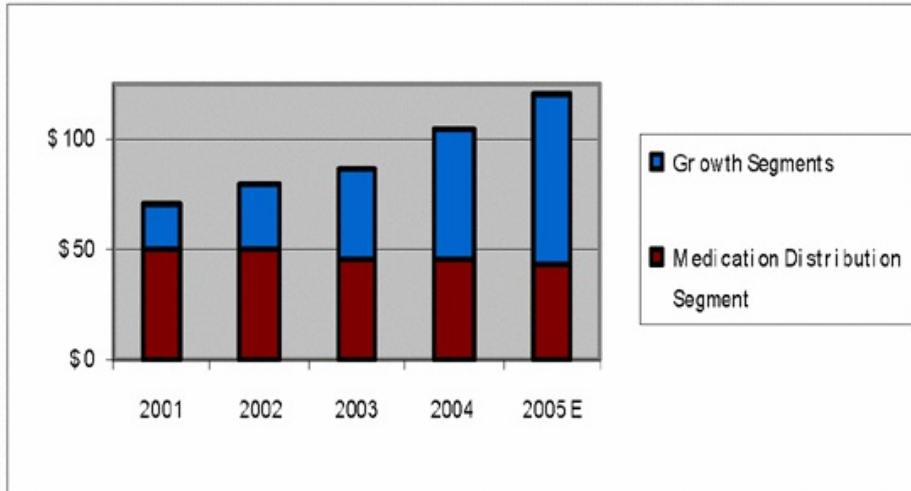
## *Medication Services:* Results

- ▶ Legacy Business
- ▶ Continued Increases In Gross Margin
- ▶ Strength in Occupational Health Centers
- ▶ Strength in Employers On-Site Delivery



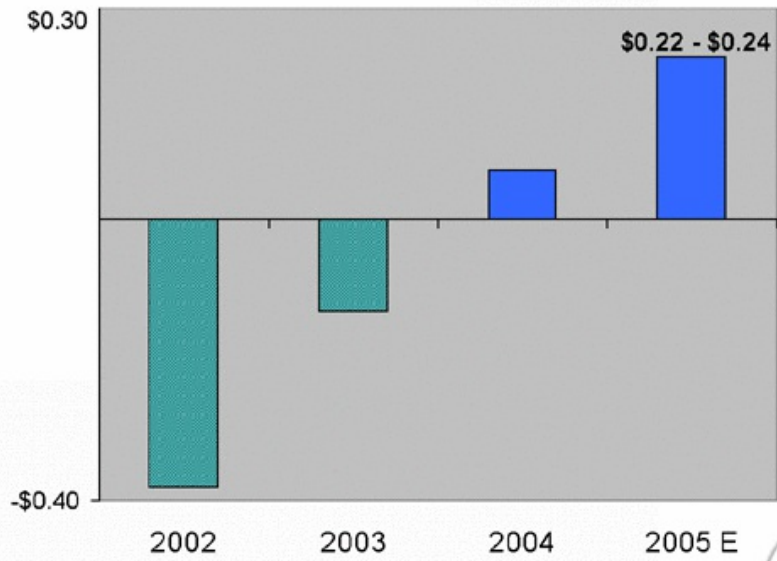


*Financial Overview:*  
**AHS Revenue Growth  
Expected to Continue**





*Financial Overview:*  
**Translating into Positive EPS Growth**





*Financial Overview:*  
**Backlog** as of March 31, 2005 (in millions)

**\$73.0 Million**





*Financial Overview:*  
**Financial Position** *as of March 31, 2005*  
*(in millions)*

Cash & Marketable Securities	\$130.4
Accounts Receivable, Net	23.3
Other Assets	44.5
Total Assets	<b>\$198.2</b>
Accounts Payable & Accrued Liabilities	\$15.0
Deferred Revenue	17.1
Convertible Debt	82.5
Other Liabilities	0.3
Total Liabilities	<b>114.9</b>
Stockholder's Equity	83.3
Total Liabilities & Stockholder's Equity	<b>\$198.2</b>







## Summary

- Physician-Centric
- Competitive Advantage In Key Markets
- Leadership Position in All Businesses
- Strong Sales Momentum in Growing Markets
- Strong Financial Position
- People

### **Bottom Line**

**Well Positioned for Growth and Sustained Profitability**







## Allscripts Healthcare Solutions

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