# 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): October 23, 2008

# ALLSCRIPTS-MISYS 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 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)

ck 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 isions ( <i>see</i> 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))

### Item 2.02. Results of Operations and Financial Condition.

On October 23, 2008, Allscripts-Misys Healthcare Solutions, Inc. (the "Company") announced preliminary earnings for legacy Allscripts Healthcare Solutions, Inc. (which does not include Misys Healthcare Systems, LLC) for the three and nine months ended September 30, 2008. Further details are described in the press release issued by the Company on October 23, 2008 (the "Earnings Release"), and furnished as Exhibit 99.1 hereto and incorporated herein by reference.

The information contained in, or incorporated into, this Item 2.02, including Exhibit 99.1 attached 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.

### Item 7.01. Other Events.

In connection with the issuance of the Earnings Release, the Company is holding an investor presentation in London on Thursday, October 23, 2008 at 7:30 AM Eastern Daylight Time, during which the Company will provide the presentation attached as Exhibit 99.2. The Company will provide the same information in a presentation in New York on Monday, October 27, 2008 at 12:30 PM Eastern Daylight Time. Both presentations will be available via live webcast and can be accessed by logging onto http://www.allscripts.com. The audio portions of the webcasts also can be accessed by dialing 800-374-1376 and requesting the Allscripts Investor Presentation. International callers can access the audio portion of the webcasts by dialing 706-679-4010 and requesting the Allscripts Investor Presentation. Additionally, callers in the United Kingdom can access the audio portion of the webcasts by dialing 0-800-028-8438 and requesting the Allscripts Investor Presentation.

The information furnished under this Item 7.01, including Exhibit 99.2 attached hereto, shall not be deemed "filed" for the purposes of Section 18 of 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 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 3 of Exhibit 99.2 for a discussion of certain forward-looking statements included therein and the risks and uncertainties related thereto.

### Forward-looking Statements

This Current Report on Form 8-K, including the exhibits hereto, contains forward-looking statements within the meaning of the federal securities laws. Statements regarding future events, developments, the Company's future performance, as well as management's expectations, beliefs, intentions, plans, estimates or projections relating to the future are forward-looking statements within 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, actual results may vary materially from those anticipated by the forward-looking statements. Among the important factors that could cause actual results to differ materially from those indicated by such forward-looking statements are: the volume and timing of systems sales and installations; length of sales cycles and the installation process; the possibility that 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; competitive pressures including product offerings, pricing and promotional activities; our ability to establish and

maintain strategic relationships; undetected errors or similar problems in our software products; compliance with existing laws, regulations and industry initiatives and future changes in laws or regulations in the healthcare industry; possible regulation of the Company's software by the U.S. Food and Drug Administration; the possibility of product-related liabilities; our ability to attract and retain qualified personnel; our ability to identify and complete acquisitions, manage our growth and integrate acquisitions; the ability to recognize the benefits of the merger with Misys Healthcare Systems, LLC ("MHS"); the integration of MHS with the Company and the possible disruption of current plans and operations as a result thereof; maintaining our intellectual property rights and litigation involving intellectual property rights; risks related to third-party suppliers; our ability to obtain, use or successfully integrate third-party licensed technology; breach of our security by third parties; and the risk factors detailed from time to time in our reports filed with the Securities and Exchange Commission, including our 2007 Annual Report on Form 10-K available through the Web site maintained by the Securities and Exchange Commission at www.sec.gov. The Company undertakes no obligation to update publicly any forward-looking statement, whether as a result of new information, future events or otherwise.

### Item 9.01. Financial Statements and Exhibits.

Exhibits.

The following exhibits are furnished herewith:

Exhibit No.

Exhibit 99.1 Press Release dated October 23, 2008

Exhibit 99.2 Investor Presentation

### 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-MISYS HEALTHCARE SOLUTIONS, INC.

Date: October 23, 2008

By: /s/ William J. Davis
William J. Davis

William J. Davis Chief Financial Officer

### EXHIBIT INDEX

Exhibit No.
Exhibit 99.1 Press Release dated October 23, 2008

Exhibit 99.2 Investor Presentation

### \*\*\* EMBARGOED UNTIL 6:00 A.M EDT, THURSDAY OCTOBER 23, 2008 \*\*\*

### **Allscripts Reports Preliminary Third Quarter 2008 Results**

### Company Expected to Post Records in Total Revenue and Revenue from Software and Related Services

CHICAGO – October 23, 2008 – Allscripts-Misys Healthcare Solutions, Inc. ("Allscripts") today announced preliminary results for Allscripts Healthcare Solutions, Inc. ("AHS") for the three and nine months ended September 30, 2008. This is the last time Allscripts will report standalone AHS results. The combination of AHS and Misys Healthcare Systems, LLC, formerly a division of Misys plc, was completed on October 10, 2008, at which time the Company changed its name to Allscripts-Misys Healthcare Solutions, Inc.

Total revenue for the three months ended September 30, 2008 is expected to be approximately \$85.7 million, compared to \$73.4 million for the same period last year. Revenue from software and related services for the three months ended September 30, 2008 is expected to be approximately \$71.8 million, compared to \$59.0 million for the same period last year, increasing by 22%. Both total revenue and revenue from software and related services are expected to be new records for the Company.

Gross margin percentage is estimated to be 48.8% for the third quarter of 2008, compared to 50.1% during the third quarter of 2007.

Net income for the three months ended September 30, 2008 is expected to be approximately \$4.0 million, or \$0.07 per diluted share, compared to net income of \$4.1 million, or \$0.07 per diluted share, for the same period last year. Net income for the three months ended September 30, 2008 and 2007 reflects deal-related amortization of \$2.1 million and \$1.7 million, respectively, or \$0.04 and \$0.03 per diluted share for both periods, net of tax, respectively, and total stock-based compensation of \$1.0 million and \$0.9 million, respectively, or \$0.02 and \$0.01 per diluted share for both reported periods, net of tax, respectively. Net income for the three months ended September 30, 2008 also includes transaction-related expenses of \$3.3 million, or \$0.06 per diluted share, net of tax, and a gain on the sale of the Company's Physicians Interactive business of \$2.0 million, or \$0.03 per diluted share, net of tax.

Non-GAAP adjusted earnings for the three months ended September 30, 2008 are expected to be approximately \$8.4 million, or \$0.15 per diluted share, compared to non-GAAP adjusted earnings of \$6.7 million, or \$0.11 per diluted share for the same period last year, increasing by 26%. Please see "Non-GAAP Financial Measures" below for a discussion of non-GAAP adjusted earnings and earnings per share.

As of September 30, 2008, AHS had cash and marketable securities of \$79.5 million.

"We made solid progress in the third quarter with record revenue and continued strong investment in new products and better processes," said Glen Tullman, Chief Executive Officer of Allscripts. "We're now focused on driving results for our newly combined company and I'm pleased that we are already moving forward with a broader suite of products and solutions, and a fully trained sales force. We are committed to helping our clients use innovation technology to access the information they need to improve the quality of care and better manage costs."

Total revenue for the nine months ended September 30, 2008 is expected to be approximately \$239.3 million, compared to \$208.5 million for the same period last year. Revenue from software and related services for the nine months ended September 30, 2008 is expected to be approximately \$198.6 million, compared to \$164.9 million for the same period last year, increasing by 20%.

Gross margin percentage is estimated to be 49.7% for the first nine months of 2008, compared to 50.1% during the same period of 2007.

Net income for the nine months ended September 30, 2008 is expected to be approximately \$6.5 million, or \$0.11 per diluted share, compared to net income of \$14.6 million, or \$0.25 per diluted share, for the same period last year. Expected net income for the nine months ended September 30, 2008 and reported net income for the nine months ended September 30, 2007 reflects deal-related amortization of \$6.3 million, or \$0.11 per diluted share, net of tax, and \$4.7 million, or \$0.07 per diluted share, net of tax, respectively, and total stock-based compensation of \$3.2 million or \$0.06 per diluted share, net of tax, and \$1.7 million, or \$0.03 per diluted share, net of tax, respectively. Expected net income for the nine months ended September 30, 2008 also includes transaction-related expenses of \$6.7 million, or \$0.12 per diluted share, net of tax, and a gain on the sale of the Company's Physicians Interactive business, of \$2.0 million, or \$0.03 per diluted share, net of tax.

Non-GAAP adjusted earnings for the nine months ended September 30, 2008 are expected to be \$20.7 million, or \$0.36 per diluted share, compared to non-GAAP adjusted earnings of \$21.0 million, or \$0.35 per diluted share for the same period last year.

### Allscripts Healthcare Solutions, Inc. Selected Operating Results

(amounts in millions, except per-share amounts)
(Unaudited)

		Three Months Ended					
	Septemb	oer 30,	Septemb	er 30,			
	2008	2007	2008	2007			
Revenue:							
Software and related services	\$71.8	\$59.0	\$198.6	\$164.9			
Prepackaged medications	10.0	10.9	29.1	32.1			
Information services	3.9	3.5	11.6	11.5			
Total revenue	85.7	73.4	239.3	208.5			
Gross margin	\$41.8	\$36.8	\$119.0	\$104.5			
Gross margin %	48.8%	50.1%	49.7%	50.1%			
Operating income	8.1	6.9	14.2	21.7			
Net income	\$4.0	\$4.1	\$6.5	\$14.6			
Earnings per share - diluted	\$0.07	\$0.07	\$0.11	\$0.25			

### Allscripts Healthcare Solutions, Inc. Reconciliation of Non-GAAP Adjusted Earnings and Non-GAAP Adjusted Earnings Per Share

(amounts in millions, except per-share amounts)
(Unaudited)

	Three Months Ended September 30,		Nine Months End September 30.	
	2008	2007	2008	2007
Net Income	\$4.0	\$4.1	\$6.5	\$14.6
Stock-based compensation expense (tax effected at 39% for 2008 and 40% for 2007)	1.0	0.9	3.2	1.7
Acquisition-related amortization (tax effected at 39% for 2008 and 40% for 2007)	2.1	1.7	6.3	4.7
Transaction-related expenses (tax effected at 39% for 2008)	3.3	_	6.7	_
Gain on sale of Physicians Interactive business (tax effected at 39% for 2008)	(2.0)	_	(2.0)	_
Non-GAAP Adjusted Earnings	\$8.4	\$6.7	\$20.7	\$21.0
Weighted average shares of common stock outstanding used in computing diluted non-GAAP adjusted earnings per share	58.2	65.2	57.8	64.5
Non-GAAP Adjusted Earnings Per Share - diluted	\$0.15	\$0.11	\$0.36	\$0.35

Final AHS results for the three and nine months ended September 30, 2008 will be completed and filed with the Securities and Exchange Commission on or before November 10, 2008.

### Webcast and Dial-in Facility

Allscripts will host an investor presentation in London on Thursday, October 23, 2008 at 7:30 a.m. Eastern Daylight Time to cover preliminary AHS third quarter results as well as provide outlook for Allscripts for the fiscal year ending May 31, 2009. The presentation will be available via live webcast and can be accessed by logging onto <a href="www.allscripts.com">www.allscripts.com</a>. It is recommended that participants log onto the website approximately 15 minutes prior to the start of the webcast to download and install any necessary software. The audio portion of the webcast also can be accessed by dialing 800-374-1376 and requesting the Allscripts Investor Presentation. International callers can access the audio portion of the webcast by dialing 706-679-4010 and requesting the Allscripts Investor Presentation. Additionally, callers in the United Kingdom can access the audio portion of the webcast by dialing 0-800-028-8438 and requesting the Allscripts Investor Presentation. A Microsoft Windows Media Player web replay will be available three hours after the conclusion of the call for a period of two weeks at www.allscripts.com or by calling 800-642-1687 – or 706-645-9291 for international callers – ID # 70079059.

Allscripts will host a second investor presentation on October 27th at 12:30 p.m., Eastern Daylight Time in New York to cover preliminary AHS third quarter results as well as provide outlook for Allscripts for the fiscal year ending May 31, 2009. The presentation will be available via live webcast and can be accessed by logging onto www.allscripts.com. It is recommended that participants log onto the website approximately 15 minutes prior to the start of the webcast to download and install any necessary software.

The audio portion of the webcast also can be accessed by dialing 800-374-1376 and requesting the Allscripts Investor Presentation. International callers can access the audio portion of the webcast by dialing 706-679-4010 and requesting the Allscripts Investor Presentation. A Microsoft Windows Media Player web replay will be available three hours after the conclusion of the call for a period of two weeks at www.allscripts.com or by calling 800-642-1687 – or 706-645-9291 for international callers – ID # 70142383.

(Minimum requirements to listen to the broadcasts are: Microsoft Windows Media Player software, downloadable free from http://windowsmedia.com/download/download.asp, an Internet connection, and speakers or earphones).

### Explanation of Non-GAAP Financial Measures

Allscripts reports its financial results in accordance with generally accepted accounting principles, or GAAP. To supplement this information, Allscripts presents in this press release non-GAAP net income (and related per share amounts), which is a non-GAAP financial measure under Section 101 of Regulation G under the Securities Exchange Act of 1934, as amended. Non-GAAP net income consists of GAAP net income, excluding acquisition-related amortization, stock-based compensation expense under SFAS No. 123R, and transaction-related expenses, in each case net of any related tax benefit.

- Acquisition-Related Amortization. Acquisition-related amortization expense is a non-cash expense arising from the acquisition of intangible assets in connection with acquisitions or investments. Allscripts excludes acquisition-related amortization expense from non-GAAP net income because it believes (i) the amount of such expenses in any specific period may not directly correlate to the underlying performance of Allscripts business operations and (ii) such expenses can vary significantly between periods as a result of new acquisitions and full amortization of previously acquired intangible assets. Investors should note that the use of these intangible assets contributed to revenue in the periods presented and will contribute to future revenue generation and should also note that such expense will recur in future periods.
- Stock-Based Compensation Expense. Stock-based compensation expense is a non-cash expense arising from the grant of stock awards to
  employees. Allscripts excludes stock-based compensation expense from non-GAAP net income because it believes (i) the amount of such expenses
  in any specific period may not directly correlate to the underlying performance of Allscripts business operations and (ii) such expenses can vary
  significantly between periods as a result of the timing of grants of new stock-based awards, including grants in connection with acquisitions.
  Investors should note that stock-based compensation is a key incentive offered to employees whose efforts contributed to the operating results in
  the periods presented and are expected to contribute to operating results in future periods and should also note that such expense will recur in future
  periods.
- Transaction-Related Expenses. Transaction-related expenses are fees and expenses, including legal, investment banking and accounting fees, incurred in connection with announced transactions. Allscripts excludes transaction-related expenses from non-GAAP net income because it believes (i) the amount of such expenses in any specific period may not directly correlate to the underlying performance of Allscripts business operations and (ii) such expenses can vary significantly between periods.
- Gain on the sale of the Company's Physicians Interactive business. The gain on the sale of the Company's Physicians Interactive business is a
  cash gain that we have excluded because this gain is not directly associated with Allscripts' continuing operations and it will not be recurring.
  Allscripts believes this adjustment is useful to investors as a measure of a one-time non-recurring gain that is not a recurring part of continuing operations.

Management also believes that non-GAAP net income (and related per share amounts) provides useful supplemental information to management and investors regarding the underlying performance of the Company's business operations and facilitates comparisons to its historical operating results. Management also uses this information internally for forecasting and budgeting as it believes that the measure is indicative of the Company's core operating results. Note however, that non-GAAP net income is a performance measure only, and it does not provide any measure of the Company's cash flow or liquidity. Non-GAAP financial measures are not in accordance with, or an alternative for, measures of financial performance prepared in accordance with GAAP and may be different from non-GAAP measures used by other companies. Non-GAAP measures have limitations in that they do not reflect all of the amounts associated with Allscripts results of operations as determined in accordance with GAAP. Investors and potential investors are encouraged to review the reconciliation of non-GAAP financial measures with GAAP financial measures contained within the attached condensed consolidated financial statements.

### About Allscripts

Allscripts (NASDAQ: MDRX) uses innovation technology to bring health to healthcare. More than 150,000 physicians, 700 hospitals and nearly 7,000 post-acute and homecare organizations utilize Allscripts to improve the health of their patients and their bottom line. The Company's award-winning solutions include electronic health records, electronic prescribing, revenue cycle management, practice management, document management, medication services, hospital care management, emergency department information systems and homecare automation. Allscripts is the brand name of Allscripts-Misys Healthcare Solutions, Inc. To learn more, visit <a href="https://www.allscripts.com">www.allscripts.com</a>.

This news release may contain forward-looking statements within the meaning of the federal securities laws. Statements regarding future events, developments, the Company's future performance, as well as management's expectations, beliefs, intentions, plans, estimates or projections relating to the future are forward-looking statements within 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, actual results may vary materially from those anticipated by the forward-looking statements. Among the important factors that could cause actual results to differ materially from those indicated by such forward-looking statements are: the volume and timing of systems sales and installations; length of sales cycles and the installation process; the possibility that 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; competitive pressures including product offerings, pricing and promotional activities; our ability to establish and maintain strategic relationships; undetected errors or similar problems in our software products; compliance with existing laws, regulations and industry initiatives and future changes in laws or regulations in the healthcare industry; possible regulation of the Company's software by the U.S. Food and Drug Administration; the possibility of product-related liabilities; our ability to attract and retain qualified personnel; our ability to identify and complete acquisitions, manage our growth and integrate acquisitions; the ability to recognize the benefits of the merger with Misys Healthcare Systems, LLC ("MHS"); the integration of MHS with the Company and the possible disruption of current plans and operations as a result thereof; maintaining our intellectual property rights and litigation involving intellectual property rights; risks related to third-party suppliers; our ability to obtain, use or successfully integrate third-party licensed technology; breach of our security by third parties; and the risk factors detailed from time to time in our reports filed with the Securities and Exchange Commission, including our 2007 Annual Report on Form 10-K available through the Web site maintained by the Securities and Exchange Commission at www.sec.gov. The Company undertakes no obligation to update publicly any forwardlooking statement, whether as a result of new information, future events or otherwise.

### Allscripts contacts:

Dan Michelson Chief Marketing Officer 312-506-1217 dan.michelson@allscripts.com Todd Stein Senior Manager/Public Relations 916-452-1652 todd.stein@allscripts.com

Bill Davis Chief Financial Officer 312-506-1211 bill.davis@allscripts.com

# Allscripts

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# The Right Place at the Right Time

# Allscripts Investor Presentation



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# **Forward Looking Statements**

This communication contains forward-looking statements within the meaning of the federal securities laws. Statements regarding future events, developments, the Company's future performance, as well as management's expectations, beliefs, intentions, plans, estimates or projections relating to the future are forwardlooking statements within 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, actual results may vary materially from those anticipated by the forward-looking statements. Among the important factors that could cause actual results to differ materially from those indicated by such forward-looking statements are: the volume and timing of systems sales and installations; length of sales cycles and the installation process; the possibility that 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; competitive pressures including product offerings, pricing and promotional activities; our ability to establish and maintain strategic relationships; undetected errors or similar problems in our software products; compliance with existing laws, regulations and industry initiatives and future changes in laws or regulations in the healthcare industry; possible regulation of the Company's software by the U.S. Food and Drug Administration; the possibility of product-related liabilities; our ability to attract and retain qualified personnel; our ability to identify and complete acquisitions, manage our growth and integrate acquisitions; the ability to recognize the benefits of the merger with Misys Healthcare Systems, LLC ("MHS"); the integration of MHS with the Company and the possible disruption of current plans and operations as a result thereof; maintaining our intellectual property rights and litigation involving intellectual property rights; risks related to third-party suppliers; our ability to obtain, use or successfully integrate third-party licensed technology; breach of our security by third parties; and the risk factors detailed from time to time in our reports. filed with the Securities and Exchange Commission, including our 2007 Annual Report on Form 10-K available through the Web site maintained by the Securities and Exchange Commission at www.sec.gov. The Company undertakes no obligation to update publicly any forward-looking statement, whether as a result of new information, future events or otherwise. 



# Large & Troubled . . .

## **Our U.S. Healthcare Scorecard**

\$2.2 Trillion Spent in Healthcare

\$700 Billion in Waste

98,000 Deathsfrom Medical Errors

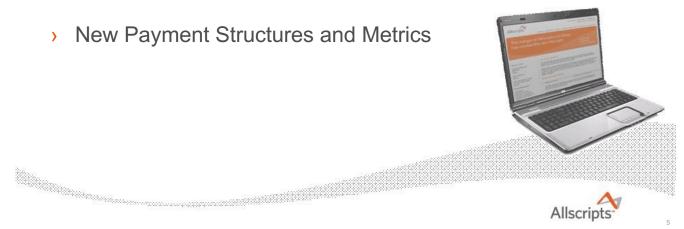
1.5 Million Injuries

7,000 Deathsfrom Medication Errors



# **Key Trends Driving Change**

- > Rising Cost and the Parties Responsible for Payment
- New Competitors for Physician Groups
- Patients Are Not Patient Anymore



# The Role of Technology

- Increase the Quality of Care
- Take Costs Out
- Improve Patient Safety
- Increase Patient Satisfaction



**Technology is the Enabler The End Game is Information** 



# The Healthcare Market Is Ripe for Change

- Less Than 20% Physician Penetration
- Less Than 10% in Smaller Groups
- Lower IT Investment than Any Other Sector



# The Opportunity for AllscriptsMisys

- > Two market leaders come together
- > Perfectly positioned to win in a vibrant, growing market
  - Electronic Health Record
  - Revenue Cycle Management
- \$1B cross-sell opportunity within our base
- > Stability from \$400M+ in recurring revenue



# Our DNA – Blending Two Into One



Clear Goal: Ready to Deliver on Day 1

Sales Force Integration

V

**Product Strategy** 



Leadership Team



**Brand** 



**Integration Organized Around 13 Workstreams** 



# In the Last Three Weeks...





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# About the newAllscripts

### Clear Mission

 To be the clear leader in providing innovative software, connectivity and information solutions that empower physicians and other healthcare providers to improve the health of both their patients and their bottom line

# Financially Strong



# Waves of Healthcare IT Adoption

Practice Management Market

Wave

Enhance the effectiveness of the practice

Misys Leadership in Building Practice Management / Claims Management Client Base

Electronic
Health Record
Market

Enhance the efficiency and quality of the visit

Allscripts Leadership in EHR
Product and Blue Chip
Client Base

Connectivity and Information Market

3

Enhance the health of the patient and the practices bottom line

AllscriptsMisys Leadership in New Solutions and Services



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# It's Time to Connect to Health™

NOTE:

**INSERT CONNECT TO HEALTH VIDEO** 



# Why We Win



- Significant Footprint: 150,000 MDs, 700 Hospitals, 6,000 Post Acute Facilities, 600 Homecare Agencies
- All Sizes and Settings: Ambulatory and Acute, Primary Care and Specialty, Small to Large
- 2 Solutions
- Diversified Portfolio: Clinical and Business Solutions, Acute and Ambulatory
- > All World-Class: Top Rated Consistently
- > Significant Breakthroughs: Innovation Comes Standard



- > Real Utilization: Not Just Implementation
- > Strong ROI: The Solution That Pays You Back
- Delivering the Next Step:Connect to Health™





# Our Portfolio -We Will Connect the Market

# Ambulatory Practices

### **Clinical Solutions**

- Professional EHR
- Enterprise EHR
- MyWay
- ePrescribe
- Document Management
- · Medication Services
- Clinical Trials
- Patient Access Solutions

### **Business Solutions**

- PM/ Revenue Cycle Services
- Payerpath / EDI

### Acute Care

### **Emergency Department**

### **Care Management**

- Utilization Management
- Discharge Planning
- Documentation Integrity
- Quality Management

### Stark Offerings

- EHR Solutions
- ePrescribe

### Post-Acute Care

### Homecare

- · Home Health & Private Duty
- Hospice

### **Referral Management**

- Referral Management Plus
- Mobile
- Core System Integration

### **Community Care**

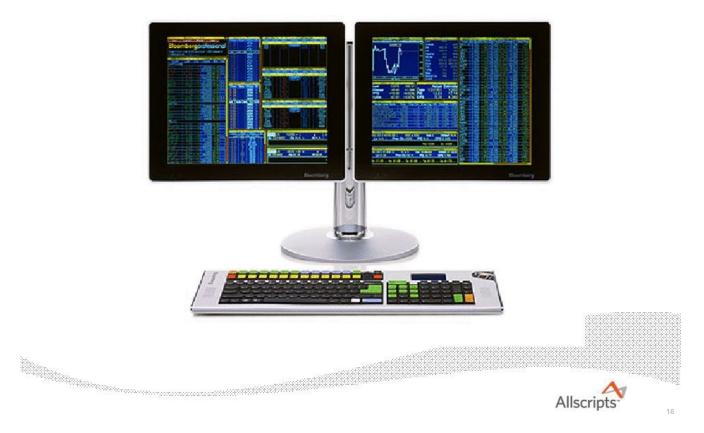
### **Connect Solutions**

- Connect Portal
- · Connect Messaging Services

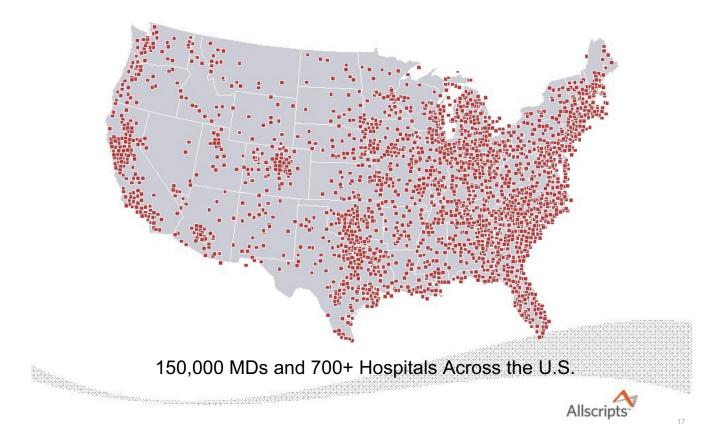


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# Bloomberg of Healthcare



# **Our Client Base**



# Leadership Across the Ambulatory Market

Segment	Allscripts Offering	Penetration/Size
Large Physician Practices 26-200+ Physicians	Enterprise EHR + PM EDI	~40% penetration 1.3k practices 65k physicians
Small to Mid-Sized Physician Practices 4-25 Physicians	Professional EHR + PM EDI	~20% penetration 33k practices 227k physicians
Independent Practices 1-3 physicians	Professional EHR + PM ASP-Based EHR EDI	~10% penetration 170k practices 241k physicians



# **Market Opportunity**

Electronic Health Record (EHR) Market = ~ \$5 Billion

~ 500,000 U.S. Practicing Physicians

x 80% EHR Market Opportunity

x ~\$12,000 Initial Investment/Physician

= ~\$5 Billion Opportunity

Practice Management (PM) Market = ~ \$1 Billion/Yr.

~10% to 20% of PM Systems Replaced/Yr.

Software Maintenance Agreement (SMA) = ~ \$1 Billion/Yr.

Clinical and EDI Transaction Fees = ~\$1 to 3 Billion/Yr.

American Presidential candidates see technology as the answer to better healthcare delivery system



# Summary

Products a <u>complete portfolio</u> of solutions...

Target for practices in all sizes/areas...

Client Base a footprint of <u>1 of 3 MDs</u> in the U.S.



# **Financial Overview**



# Q3 2008 Preliminary Overview

- Q3 Results will be finalized and filed with the SEC on 11/10/2008.
- Updated Estimates for Q3
  - Bookings
    - \$44.6m for the quarter and \$152.5m YTD
    - \$41.8m clinical bookings for the quarter and \$143.1m YTD
  - Revenue
    - \$85.7m for the quarter and \$239.3m YTD
    - \$71.8m software and related services for the quarter and \$198.6m YTD
  - Gross Margins
    - 48.8% for the quarter and 49.7% YTD
  - Adjusted Earnings
    - \$8.4m or \$0.15 per share for the quarter and \$20.7m or \$0.36 per share YTD
  - Net Income
    - \$4.0m or \$0.07 per share for the quarter and \$6.5m or \$0.11 per share YTD
    - \$5.3m or \$0.09 per share for the quarter and \$11.2m or \$0.19 per share YTD; excluding transaction cost and Physicians Interactive gain

Note: Adjusted earnings is a non-GAAP financial measure. See reconciliation to comparable GAAP measure in Appendix A.



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# 2009 Outlook

(\$ in millions - unaudited pro forma)

	Fiscal 2008	Previous Guidance Calendar 2008	Fiscal Guidance 2009
Bookings	\$317.7	N/A	N/A
Revenue Less: PI Adjusted Revenue	\$684.2 (15.0) \$669.2	\$700.0 (15.0) \$685.0	\$700.0 to \$715.0 0.0 \$700.0 to \$715.0
Adjusted Earnings Less: Physicians Interactive Less: Synergies Timing Less: Amortization Timing Revised Adjusted Earnings	\$62.6 (1.1) 0.0 0.0 \$61.5	\$85.0 to \$90.0 (1.0) (5.0) (4.0) \$75.0 to \$80.0	\$76.0 to \$82.0 0.0 0.0 0.0 0.0 \$76.0 to \$82.0
Adjusted Earnings Per Share	\$0.43	\$0.48 to \$0.52	\$0.49 to \$0.53
Pro Forma Share Count	148.0	155.0	155.0

Note: Fiscal 2008 reflects actual results for Misys Healthcare (under U.S GAAP) for the year ended May 31, 2008 and the trailing 12-months for Allscripts for the period ended June 30, 2008.

Note 2: Adjusted earnings is a non-GAAP financial measure. See reconciliation to comparable GAAP measure on page 24.



# **Adjusted Earnings Potential**

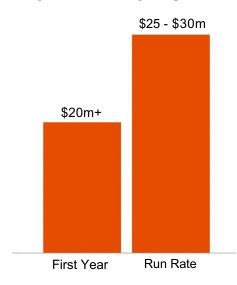
(\$ in millions - unaudited pro forma)

	Fiscal 2008	Fiscal2009
Earnings Before Taxes, as reported	\$57.5	\$83.5 to \$93.0
Taxes (Assumed @ 39%)	(22.4)	\$32.5 to \$36.0
Net Income	\$35.1	\$51.0 to \$57.0
Adjustments:(tax adjusted @ 39%)		
Stock-Based Compensation	\$5.4	\$7.0
Deal-Related Amortization	14.0	18.0
One-Time Costs / Transaction Related Expenses	8.1	-
Physicians Interactive	(1.1)	_
Total Adjustments	\$26.4	\$25.0
Adjusted Earnings	\$61.5	\$76.0 to \$82.0
Adjusted Earnings Growth	42%	24% to 33%



# Significant and Realizable Synergy Opportunity

### **Projected Cost Synergies**



- Cost synergies of \$20m+, pre-tax, expected in first year following transaction close
  - Up to \$25m to \$30m, pre-tax, in annual cost savings within the next few years
  - Main drivers of cost synergies include: R&D, Marketing, Sales, Administrative Functions
- Revenue synergies from cross-selling into respective client bases is expected to be ~\$7m+ in FY 2009
- Increased operating leverage expected to result in mid teens EPS growth



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# Illustrative Revenue Sensitivity Analysis

110,000	MDs
20%	Assumed EHR Penetration
88,000	Addressable EHR Market

### **Four Year Cumulative Penetration Rates**

	20%	30%	40%	50%	60%
License/Service Fees	\$165m	\$248m	\$330m	\$410m	\$495m
Annual Maintenance	\$20m	\$30m	\$40m	\$50m	\$60m



# We Are Prepared to Execute



Vern Davenport, President Professional Solutions

Clients: 21,000+ clients Small to mid-sized practices

Employees: ~1,700 employees 160 sales reps (30 inside)



Laurie McGraw, President Enterprise Solutions

Clients: 5,000 clients Large Physicians Practices, IDNs, and Hospitals

Employees: ~350 employees 35 sales reps (9 inside)



Jeff Surges, President Health Systems Group

Clients: 700 hospitals 6,000 post-acute providers 600+ homecare and hospice agencies

Employees:
~300 employees
35 sales reps (5 inside)



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# Fiscal Year 2009 Liquidity

(\$ in millions - unaudited pro forma)

Estimated Cash & Marketable Securities Net of			
Transaction Expenses	\$45.0	to	\$50.0
Summary of Debt:			
Drawn Portion of Revolving Credit Facility			\$50.0
Convertible Notes Outstanding			27.9
Mortgage (will be paid off with proceeds from sale)			3.5
Capital Leases		25	1.6
Total Debt		-	\$83.0
Net Debt	(\$33.0)	to	(\$38.0)
Undrawn Revolver Availability		1	\$25.0
Proforma Cash Flow:			
FY 2009 Adjusted Earnings	\$76.0	to	\$82.0
Less: Incremental Capitalized Software			(13.5)
Incremental Capital Expenditures			(3.0)
Change in Working Capital			(4.5)
One-time Costs, Net of Sale of Facility Proceeds		32	(3.0)
			(24.0)
Estimated Cash Flow	\$52.0	to	\$58.0

Note: Assumes taxes are paid in cash.



# **Capital Structure**

(shares in millions)

		Ownership %
Allscripts Outstanding Shares	63.0	41.4%
Allscripts Shares Issued to Misys plc	82.9	54.5%
Shares Underlying Remaining Debentures	3.5	2.3%
"In the Money" Options	2.4	1.5%
Unvested Restricted Stock Units	0.4	0.2%
Outstanding Equity as of Closing	152.1	100.0%
Estimated Number of RSU Grants in FY 2009	4.0 to 4.5	

Note: Debenture holders will have an opportunity to put their debentures to the company for principal plus accrued but unpaid interest through date of 'put'.



# **Reporting Considerations**

- > U.S. GAAP vs. IFRS
- > Allscripts accounting acquiree valuation in process
- Deferred revenue adjustment (non-cash)
- > Effective tax rate
- Convertible debt potential 'put'
- Change in auditors
- Booking (aka Order Intake) Definition



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# The new Allscripts Is Positioned for Profitable Growth

- > Two market leaders come together
- > Perfectly positioned to win in a vibrant, growing market
  - Electronic Health Record
  - Revenue Cycle Management
- \$10B market opportunity and \$1B cross-sell opportunity within our base
- > Stability via \$400M+ in recurring revenue





# Appendix A – GAAP Reconciliation

### Allscripts Healthcare Solutions, Inc.

### Reconciliation of Non-GAAP Adjusted Earnings and Non-GAAP Adjusted Earnings Per Share

(amounts in millions, except per-share amounts) (Unaudited)

	Three Months September		Nine Months E September	
	2008	2007	2008	2007
Net Income	\$4.0	\$4.1	\$6.5	\$14.6
Stock-based compensation expense (tax effected at 39% for 2008 and 40% for 2007)	1.0	0.9	3.2	1.7
Acquisition-related amortization (tax effected at 39% for				
2008 and 40% for 2007)	2.1	1.7	6.3	4.7
Transaction-related expenses (tax effected at 39% for 2008)	3.3	-	6.8	-
Gain on sale of Physicians Interactive business (tax effected				
at 39% for 2008)	(2.0)	-	(2.0)	-
Non-GAAP Adjusted Earnings	\$8.4	\$6.7	\$20.7	\$21.0
Weighted average shares of common stock outstanding				
used in computing diluted non-GAAP adjusted earnings per share	58.2	65.2	578	64.5
Non-GAAP Adjusted Earnings Per Share - diluted	\$0.15	\$0,11	\$0,36	\$0.35
				Allsci

