# 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 31, 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.

 $\label{eq:NA} N\!/A$  (Former name or former address, if changed since last report)

follov	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 ring 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))

#### ITEM 7.01. Regulation FD Disclosure.

Attached as Exhibit 99.1 hereto is an Investor Presentation dated October 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.

- (d) Exhibits:
- 99.1 Investor Presentation dated October 2006

SIGNATURES

Pursuant to the require	rements of the Securities Exch	nange Act of 1934, the I	Registrant has duly cau	sed this report to be sign	ned on its behalf by the
undersigned, thereunto dul	y authorized.				

Date: October 31, 2006

ALLSCRIPTS HEALTHCARE SOLUTIONS, INC.

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 October 2006.







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 Annual Report on Form 10-K for the year ended December 31, 2005, available at www.sec.gov.





#### About Allscripts

The Leading Provider of Clinical Software, Connectivity & Information Solutions to Physicians



- 900+ Employees
- Financially Strong (Nasdaq: MDRX)
- Established Leader in Ambulatory Healthcare IT Market:
  - Electronic Health Records
  - Document Imaging
  - e-Prescribing
  - Practice Management
  - Connectivity Products
- Three Business Groups
  - Clinical Solutions Group
  - Physicians Interactive Group
  - Medication Solutions Group





### A Different Approach

#### **Traditional View**



Healthcare Revolves Around the <u>Hospital</u>

#### **Our View**



Healthcare Revolves Around the <u>Physician</u>





#### The EHR Market

- Ambulatory EHR market is ~\$5+ billion opportunity
  - ~ 550,000 U.S. Physicians
  - X 76% EHR market opportunity
  - X ~\$12,500 initial investment per physician
  - = ~\$5 billion opportunity
- Practice management solutions provide complementary product offering with significant incremental market opportunity
  - ~10% to 20% of PM market being replaced each year
  - PM market ~ \$1 to \$2 billion per year





#### Hard To Replicate Competitive Strengths

- Our Solutions: World-Class Industry-Leading Technologies
- Our Ability To Deliver Results: Rapid Deployment & ROI
- Our Footprint: Significant Installed Base / Strong Reference Sites
- Our Partners: Strong Partnerships and Strategic Alliances
- Our People: Experienced Employees Who Care





# Becoming Indispensable for Physicians















7



#### The Paradox of Healthcare

- Best Software
- Best Information
- Best Pharmaceuticals
- Best Healthcare
- Best Physicians

- Not Used
- Not Available
- Can't Afford
- Not Available to 40MM
- Buried With Paperwork

Costs and Waste Represent the Problem and the Opportunity







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





#### **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"

#### **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

#### **Enhances Documentation**

University of Tennessee
Medical Group

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

# Produces e-Prescribing Savings

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





### Allscripts: The EHR of Choice

#### Over 3,000 Leading Clinics Nationwide













# Leadership Across the Market

### Profitable Leadership In Each Segment

Segment	EHR	Practice Management
Large Physician Practices (>25)	ALLSCRIPTS	EX A' HEALTH SYSTEMS
Mid-size Physician Practices (10-24)	ALLSCRIPTS'	A" HEALTH SYSEEMS"
Independent & Small Physician Practices (<10)	A HEALTH SYSTEMS	A' HEARTH SYSTEMS"
Specialty Groups	ALLSCRIPTS"	A HEALTH SYSTEMS"





# Leadership Across the Market

### Profitable Leadership In Each Segment

Segment	EHR	Practice Management	Primary Competitors
Large Physician Practices (>25)	ALLSCRIPTS"	A' HEALTH BYSTEMS'	Epic
Mid-Sized Physician Practices (10-24)	ALLSCRIPTS"	A' HEALTH SYSSEMS"	Quality Systems Inc.
Independent & Small Physician Practices (<10)	A' HEAETH SYSTEMS"	A" MEALIN SYSTEMS"	eClinicalWorks
Specialty Groups	Ą	A <sup>¢</sup> HEALTH SYSTEMS	Variety of Small Plavers

**ALLSCRIPTS** 



# Key Takeaways

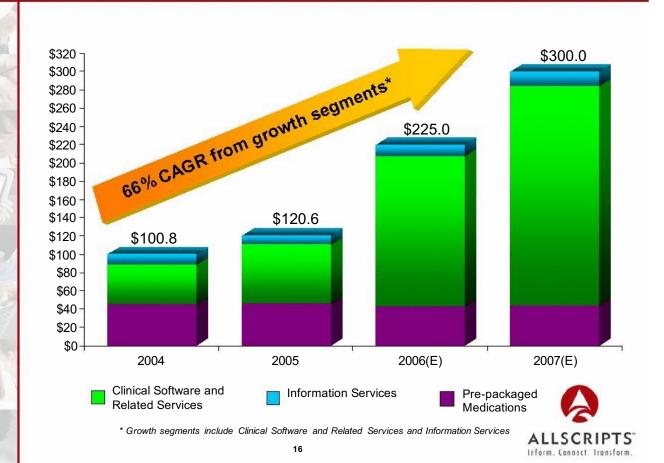
- 1. The time is **now**
- 2. Our **physician** focus is key to transforming healthcare
- 3. We are a **leader** in the core growth markets in which we compete
- 4. Competitive advantage: driving utilization and results

We're just getting started!





# Financial Overview



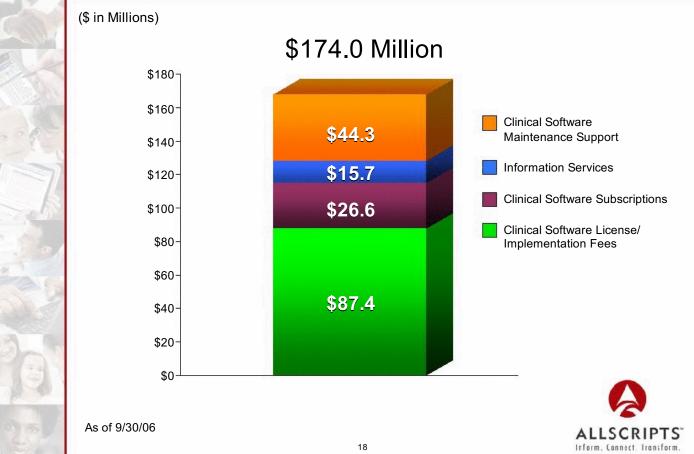
# Solid Bookings Growth

(\$ in Millions)





### **Diversified Backlog Provides Stability**





### Accelerated Growth Continues in 2007

(\$ in Millions, except per share)	2005	2006 (E)	2007 (E)
Revenues:			
Software & Related Services	\$65.2	\$170.0	\$240.0
Prepackaged Medications	45.6	44.0	44.0
Information Services	9.8	11.0	16.0
Total Revenues	\$120.6	\$225.0	\$300.0
Gross Profit	54.9	115.0	159.0
Gross Profit %	45.5%	51.1%	53.0%
Income from Operations	9.2	19.0	41.0
Net Income	\$6.0	\$11.3	\$25.0
Weighted Average Shares Outstanding (Diluted)	43.1	54.0	64.0
Earnings per Share (Diluted)	\$0.14_ <sup>(1)</sup>	\$0.21 to \$0.22	\$0.42 to \$0.44

(1) 2005 has been adjusted for income taxes to provide for comparability: \$9.7 MM Net Income, or \$0.23 per diluted share, as reported less 38% taxes (\$3.7 MM) = \$6.0 MM, or \$0.14 per diluted share





### Impact of Convertible Debt

(for illustrative purposes only)

(\$ in Millions, except per share)

GAAP Net Income
Adjustments:
Add Back Interest Expense
Tax Effect of Interest Add-back @ 38%
Adjusted GAAP Net Income
Diluted Shares Outstanding
Add: Convertible Debt Shares

Add: Convertible Debt Shares
Adjusted Diluted Shares

GAAP Earnings Per Share

2006				
Converted				
\$11.3				
3.5 (1.3)				
\$13.5				
54.0 7.3				
61.3				
\$0.22				
Convertible Debt Anti-dilutive in 2006				

2007				
Non-Converted	Converted			
\$25.0	\$25.0			
	3.5 (1.3)			
\$25.0	\$27.2			
56.7	56.7 7.3			
56.7	64.0			
\$0.44	\$0.43			
Convertible Debt Dilutive in 2007				





# 2007 Earnings Metrics Cash Earnings

(\$ in Millions, except per share)

	2005	2006 (E)	2007 (E)
GAAP Net Income	\$9.7	\$11.3	\$25.0
Depreciation and Amortization	6.5	16.5	17.5
Income Taxes	0.0	7.0	16.0
Stock-Based Compensation	0.6	2.5	6.4
A4 One-Time Deal-Related Cost	0.0	1.0_	0.0
Cash Earnings	16.8	38.3	64.9
Weighted Average Shares Outstanding (Diluted)	43.1	54.0	64.0
GAAP Earnings Per Share (Diluted)	\$0.23	\$0.21 to \$0.22	\$0.42 to \$0.44
Cash Earnings Per Share (Diluted)	\$0.39	\$0.71 to \$0.72	\$1.04 to \$1.06





(\$ in Millions, except per share)

	2005	2006 (E)	2007 (E)
GAAP Net Income	\$9.7	\$11.3	\$25.0
Income Tax Provision @ 38%	(\$3.7)	\$0.0	\$0.0
Acquisition-Related Amortization, net of taxes @ 38%	\$1.1	\$6.4	\$6.4
Stock-Based Compensation, net of taxes @ 38%	\$0.4	\$1.6	\$4.0
Adjusted Earnings	\$7.5	\$19.3	\$35.4
Weighted Average Shares Outstanding (Diluted)	43.1	54.0	64.0
GAAP Earnings Per Share (Diluted)	\$0.23	\$0.21 to \$0.22	\$0.42 to \$0.44
Adjusted Earnings Per Share (Diluted)	\$0.17	\$0.35 to \$0.36	\$0.58 to \$0.60





# Financial Strength

(\$ in Millions)

As of 12/31/05	As of 9/30/06
\$146.1	71.5
29.2	57.4
45.7	336.8
\$221.0	\$465.7
\$22.4	\$39.7
17.3	33.7
82.5	85.5
0.4	0.6
\$122.6	\$159.5
98.4	306.2
\$221.0	<u>\$465.7</u>
	\$146.1 29.2 45.7 <b>\$221.0</b> \$22.4 17.3 82.5 0.4 <b>\$122.6</b>





#### Summary



Well-positioned for Growth and Sustained Profitability





