# 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) November 13, 2007

#### 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 1-866-358-6869

N/A

(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)) |  |  |  |
| П  | Pre-commencement communications pursuant to Rule 13e.4(c) under the Eychange Act (17 CFR 240 13e.4(c)) |  |  |  |

#### ITEM 7.01. Regulation FD Disclosure.

Attached as Exhibit 99.1 hereto is an Investor Presentation dated November 2007, 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 November 2007

#### 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: November 13, 2007 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 November 2007.

# Allscripts Investor Presentation

November, 2007





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#### 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 Annual Report on Form 10-K for the year ended December 31, 2006, available at www.sec.gov.





### **Our Mission**

To be the Leading Provider of Clinical Software,
Connectivity & Information
Solutions to Physicians





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## **About Allscripts**

- ➤ 1,060+ Employees & Growing
- Solid Financials (Nasdaq: MDRX)
- Established Leader in Healthcare IT Market
  - Electronic Health Records
  - Practice Management
  - e-Prescribing
  - Document Imaging
  - Personal Health Records
  - Connectivity Solutions
  - Emergency Department Information System
  - Case Management





### Where We Are . . .

## **Our Healthcare Scorecard**

\$2.2 Trillion Spent in Healthcare

\$700 Billion in Waste

98,000 Deaths from Medical Errors

7,000 Deaths from Medication Errors



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# Why Physicians?

### **Traditional View**



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

#### **Our View**



Healthcare Revolves Around the Physician

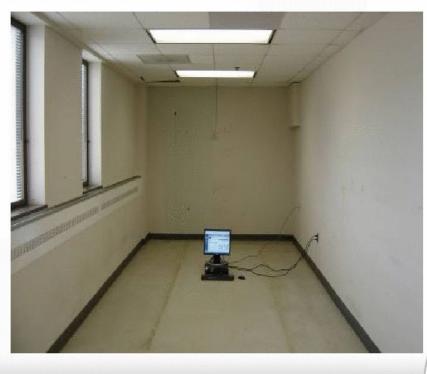


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# The Status Quo: Cost & Risks









## The Ambulatory Physician Market

- ➤ Electronic Health Record (EHR) Market = ~ \$5 Billion
  - ~ 550,000 U.S. 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.
- ➤ Transactions = ~ \$1 to 2 Billion/Yr.





# Leadership Across the Market

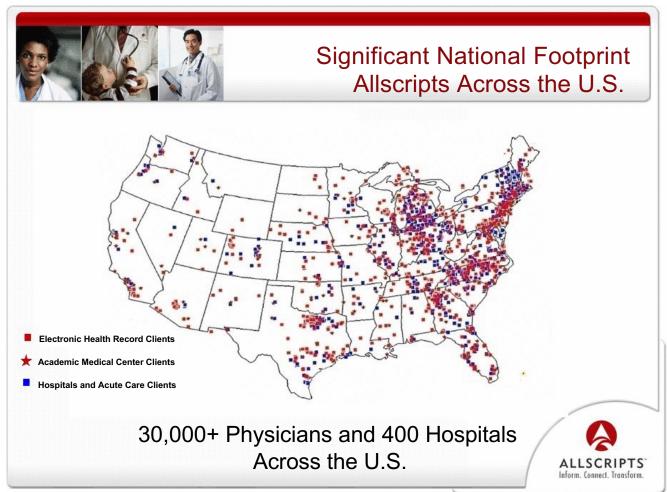
| Segment                                      | Offering                  | Primary Competitors           |
|--|---------------------------|-------------------------------|
| Enterprise<br>(>200 MDs)                     | TouchWorks™               | Epic                          |
| Large Physician Practices<br>(25<200 MDs)    | TouchWorks™               | Quality Systems               |
| Mid-Sized Physician Practices<br>(10-24 MDs) | HealthMatics™             | Misys, Sage,<br>Eclinical, GE |
| Small Physician Practices<br>(3<10 MDs)      | HealthMatics™             | Variety of<br>Small Players   |
| Independent Physician Practices (1-2 MDs)    | eRx NOW™<br>HealthMatics™ | Variety of<br>Small Players   |

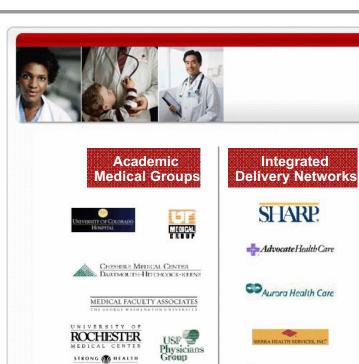


## Why We Win...

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













The EHR of Choice



STRONG MEALTH

UMPHYSICIANS

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**UMC** 

St. Joseph Heritage Healthcare



## Why Now?



"If all we did was provide excellent patient care to sick patients who walked through our doors, I am convinced we would be out of business in five years."

Jerry Miller, MD
 Chief Executive Officer
 Holston Medical Group





## **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



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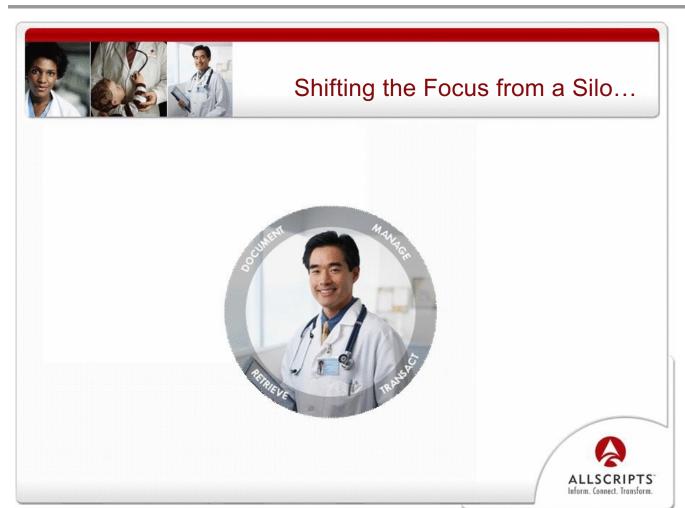
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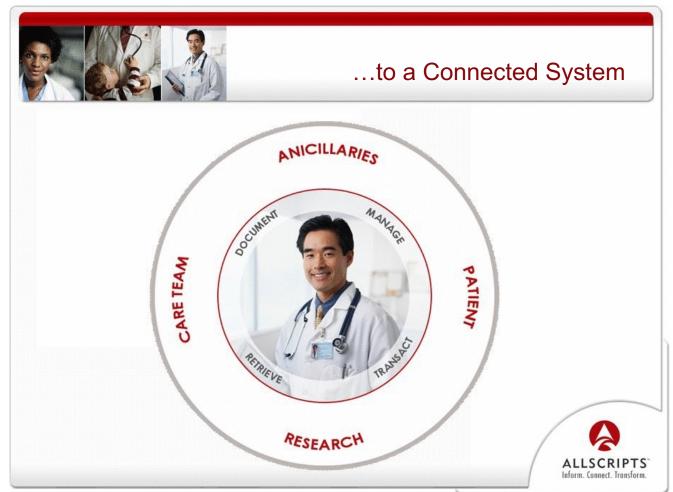


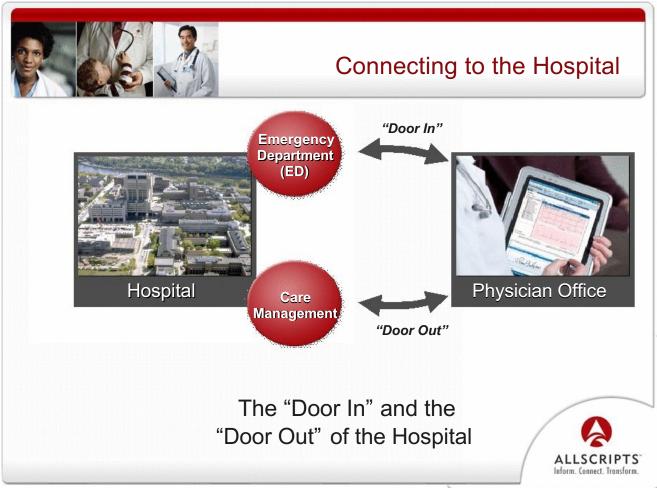
# The Future... Drivers in the Market

- ➤ Role of the Federal Government
- Standards/Certification
- Consumerism
- ➤ Content, Content, Content
- Pay for Performance/Pay for Quality
- Interoperability/Connect











## Leadership



"There are three ways to handle change. You can fight it and die; accept it and survive; or lead it and prosper."

Mike Leavitt
 Secretary of HHS





# Leadership Advancing Patient Safety

### Introducing:

# The National ePrescribing Patient Safety Initiative (NEPSI)

A Coalition of the Nation's Most Prominent Technology Companies, Healthcare Benefit And Medical Provider Organizations

Dedicated to improving patient safety by providing <a href="free">free</a> electronic prescribing for every physician in America





## **NEPSI Coalition Sponsors**

### **National Sponsors**





#### **Technology Sponsors**











#### **Health Benefit Sponsors**







#### Search Sponsor



### **Connectivity Sponsors**





## **Regional Supporters**





























# 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

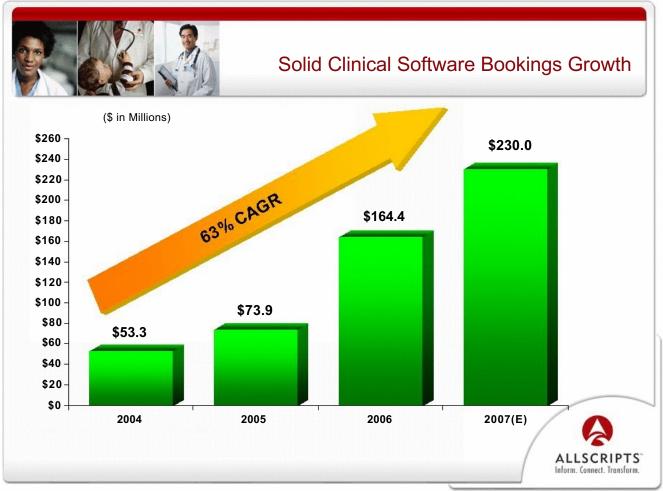


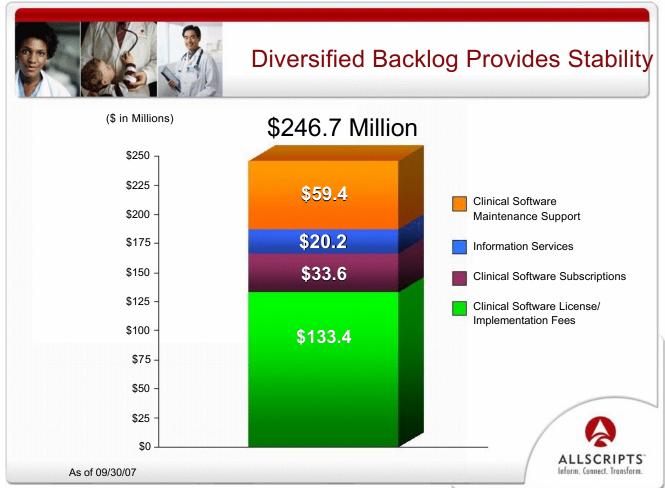


# **Financial Overview**











# **Sustained Profitability**

(\$ in Millions, except per share amounts)

|   | 2006    | 2007 (E)           | 2008 (E)           |
|---|---------|--------------------|--------------------|
| Revenues:                                     |         |                    |                    |
| Software & Related Services                   | \$173.5 | \$225.0 to \$227.0 | \$281.0 to \$293.0 |
| Prepackaged Medications                       | 43.7    | 45.0               | 44.0 to 45.0       |
| Information Services                          | 10.8    | 16.0               | 19.0 to 20.0       |
| Total Revenues                                | \$228.0 | \$286.0 to \$288.0 | \$344.0 to \$358.0 |
| Gross Profit                                  | \$116.0 | \$146.4            | \$179.0 to \$188.0 |
| Gross Profit %                                | 50.9%   | 51.0%              | 52.0% to 52.5%     |
| Income from Operations                        | \$19.9  | \$30.9             | \$47.0 to \$51.0   |
| Net Income                                    | \$11.9  | \$20.3             | \$30.0 to \$32.5   |
| Weighted Average Shares Outstanding (Diluted) | 53.4    | 65.2               | 67.0               |
| Earnings Per Share (Diluted)                  | \$0.22  | \$0.34 to \$0.35   | \$0.48 to \$0.52   |





# Impact of Convertible Debt

(\$ in Millions, except per share)

Impact of Convertible Debt (for illustrative purposes only)

GAAP Net Income

Adjustments:

Add Back Interest Expense
Tax Effect of Interest Add-back @ 40%

Adjusted GAAP Net Income

Diluted Shares Outstanding Add: Convertible Debt Shares

Adjusted Diluted Shares

GAAP Earnings Per Share

| 2006                         |              |  |
|------------------------------|--------------|--|
| Non-Converted                | Converted    |  |
| \$11.9                       | \$11.9       |  |
|                              | 3.5<br>(1.4) |  |
| \$11.9                       | \$14.0       |  |
| 53.4                         | 53.4<br>7.3  |  |
| 53.4                         | 60.7         |  |
| \$0.22                       | \$0.23       |  |
| Converti<br>Anti-di<br>in 20 | ilutive      |  |

| 2007                                 |              |  |
|--------------------------------------|--------------|--|
| Non-Converted                        | Converted    |  |
| \$20.3                               | \$20.3       |  |
|                                      | 3.5<br>(1.4) |  |
| \$20.3                               | \$22.4       |  |
| 57.9                                 | 57.9<br>7.3  |  |
| 57.9                                 | 65.2         |  |
| \$0.35                               | \$0.34       |  |
| Convertible Debt<br>Dilutive in 2007 |              |  |





# 2007 Non-GAAP Adjusted Earnings

(\$ in Millions, except per share)

| 2006   | 2007 (F)   | 2008 (F)   |
|--------|--|--|
| \$11.9 | \$20.3   | \$30.0 to \$32.5   |
| 6.4    | 6.4  | 6.4  |
| 1.4_   | 3.0  | 6.0  |
| \$19.7 | \$29.7   | \$42.4 to \$42.9   |
| 53.4   | 65.2   | 67.0   |
| \$0.22 | \$0.34 to \$0.35                                 | \$0.48 to \$0.52   |
| \$0.37 | \$0.48 to \$0.49                                 | \$0.66 to \$0.70   |
|        | \$11.9<br>6.4<br>1.4<br>\$19.7<br>53.4<br>\$0.22 | \$11.9 \$20.3<br>6.4 6.4<br>1.4 3.0<br>\$19.7 \$29.7<br>53.4 65.2<br>\$0.22 \$0.34 to \$0.35 |





# Financial Strength

| (\$ in Millions)                       | As of 12/31/06 | As of 09/30/07 |
|--|----------------|----------------|
| Cash & Marketable Securities           | \$83.0         | \$75.0         |
| Accounts Receivable, Net               | φ65.6          | Ψ73.0<br>81.2  |
| Other Assets                           | 339.0          | 342.8          |
| Total Assets                           | \$477.6        | \$499.0        |
| Accounts Payable & Accrued Liabilities | \$35.8         | \$34.6         |
| Deferred Revenue                       | 35.5           | 41.1           |
| Long-term Debt                         | 85.4           | 85.2           |
| Other Liabilities                      | 4.7            | 5.8            |
| Total Liabilities                      | \$161.4        | \$166.7        |
| Stockholders' Equity                   | 316.2          | 332.3          |
| Total Liabilities & StockholdersEquity | \$477.6        | \$499.0        |





# Allscripts Healthcare Solutions, Inc.



