# 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 23, 2005

#### 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 1-800-654-0889.

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))	
	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 updated Investor Presentation dated November 2005, which is incorporated herein by reference. The Investor Presentation has been updated to include information on Allscripts Healthcare Solutions, Inc.'s \$200 million shelf registration filed on November 18, 2005.

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 November 2005

#### 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.

/S/ WILLIAM J. DAVIS
William J. Davis
Chief Financial Officer Date: November 23, 2005

#### EXHIBIT INDEX

The following exhibit is filed herewith:

Exhibit No.

99.1 Investor Presentation dated November 2005.



November 2005

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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 2004 Annual Report on Form 10-K, available at www.sec.gov.





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

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

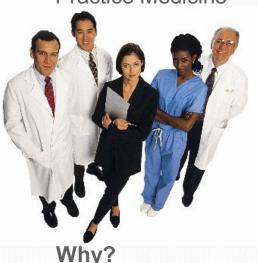
- ➤ 360 Employees
- Public (Nasdaq: MDRX)
- Financial Strength
  - \$135+ Million in Cash Reserves
  - \$100+ Million in 2004 Revenue
  - Diversified/Multiple Revenue Streams
  - The Leader in High Growth Markets
- Culture
  - Fast Moving, Client-Focused and Innovative





### Our Vision

To Become an Indispensable Part of the Way Physicians Practice Medicine



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





# How To Become Indispensable for Physicians?













...By Delivering Solutions That Inform, Connect and Transform Healthcare



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## A Different Perspective...

### **Traditional View**



Hospital

### **Our View**



Healthcare Revolves
Around the
Physician





## **Delivering Value Through Our Solutions**

#### Document Imaging

E-Prescribing

Electronic Health Record



Personal Health Record

> Adherence/ Compliance

Medication Dispensing

**E-Detailing** 





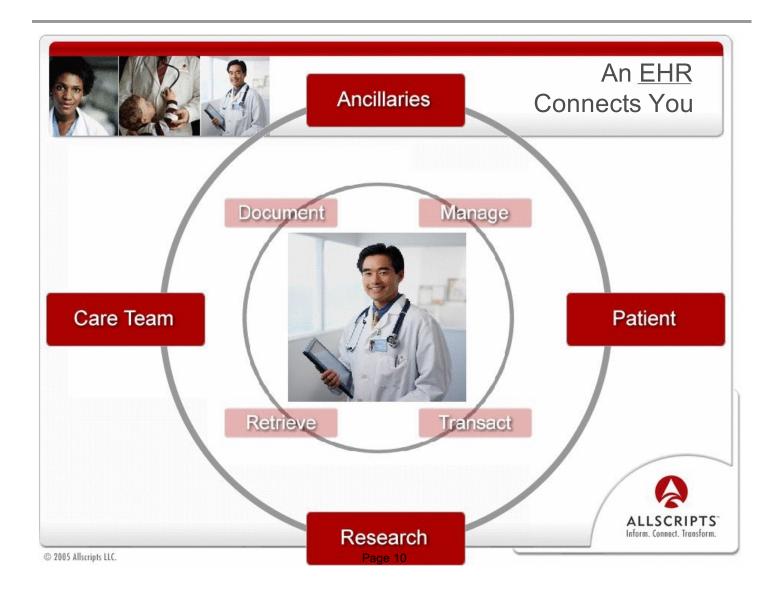
## What Our Products Actually Do . . .

- Reach 20,000 MDs with Drug Recall Information
- ➤ The Ability to Educate 10,000 MDs by Tomorrow Morning
- Decisions Based on Real-Time Evidence-Based Data
- ➤ Health vs. Healthcare With Physician Directed Information

# Inform-Connect-Transform Making the Impossible Possible









# The Opportunity EHR Market

#### **Electronic Health Record Market**

- \$6 Billion Market
- ➤ Tools & Technology are Better, Less Expensive
- Physicians Willingness to Adopt Technology
- Proven, Measurable ROI





# The Allscripts Advantage EHR Market

- ➤ Blue-Chip Client Base
- Modular Approach
- Proven Process for Rapid Implementation
- Leadership in National Initiatives
- Top Rated in <u>Every</u> Industry Evaluation
- With IDX Partnership, Preferred Access to 70% of <u>Large Groups</u>





# Market Share EHR Market - Segmentation

### **Market Segment**

- > 25 Physicians
- ➤ 10 to 24 Physicians
- < 10 Physicians</p>
- Specialties

### **Status**

- Leader
- Competitive
- Evolving
- Leader

12 Month Management Objective:

Profitable Leadership In Each Segment (Buy, Build or Partner)







# Market Share EHR Market - Client Base

# Academic Medical Groups

















#### Integrated Delivery Networks













# Multi-Specialty Groups









# Specialty Groups







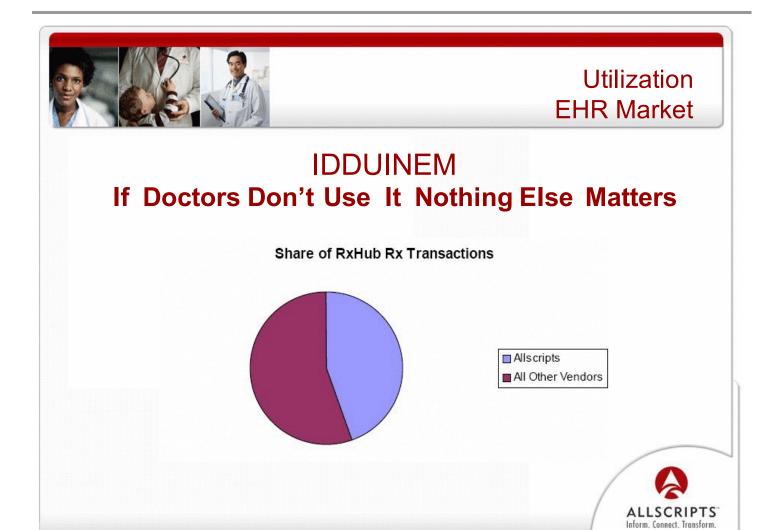




Over 1,500 Leading Clinics Across the U.S.

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# Utilization EHR Market

#### Transcription/Documentation

- Central Utah Clinic: Independently Documents \$1M in Savings in First Year (\$20K/MD)

#### **Medical Records**

- George Washington Univ. Medical Faculty Assoc.: Reduction of 20 FTEs in Medical Records

#### **Clinical Trials**

- Holston Medical Group: Generates \$3M/Yr. in Clinical Trial Revenue "The EHR That Pays You Back"

#### Charges

- University of Tennessee
Medical Group: Increases Avg.
Gross Charges by > \$30/Patient
Visit

#### **Pay for Performance**

- Facey Medical: Receives \$1.2M P4P Payout from Blue Cross

#### **E-Prescribing**

- Sierra Health: Achieves \$5M in Savings via eRx





### Leadership

### The New York Times

#### Health Industry Under Pressure to Computerize

By STEVEL OUR

DALLAS, Feb. 17 - Dr. Dand J. Hratter, the Belmal official who is typing to good the nation's health care system into the cur pute way, head-thoused a searing to the Febblic are industry. Both steps soon to make it happen or the government will probably impress solution.

Acres die ideological spectrum, lealth one expert and politicisms agree that the nation's hodgepolipe of paper medical files needs to move into the digital era, so that

eventually each can travel as hospitals, insu-tion through the through the thronking of health cane are

Congress has with mother bitle pare, 13 toolmology on convention, by technical star

The approach, the necessity opecialists, w The Washington Post

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 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.



CINN

Alliscripts customer Dr. Alliscri Foley from St. Jude Heritage Medical Group in Pulletton, California was recently featured in a CNN story on e-prescribing. St. Jude Heritage Medical Coron is a audit-specialty group practice with 10% physicians in Fulletion, CA with prochess in 11 location. When Visors was pull-immediately access a list of all 1,600 patients on the

patient within two hours. They utilize the comp Allscripts and expect to be paperless within a year.

TIME The e-Health Clinton and Bill Frist could help immostart a new kind of health-care reform A THE A THE WAT A

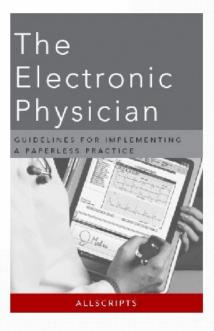
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## Leadership



We "Wrote the Book"





# The Opportunity Physicians Interactive

#### **MD/Patient Education Market**

- Pharma Industry Marketing Spend = \$15 Billion/Year
- ➤ Current Market for Online Product Education ~\$250mm
- ➤ 43% of Pharma Detail Calls End at Receptionist
- ▶ 50% of Detail Calls Last < 2 Minutes</p>





## The Allscripts Advantage Physicians Interactive

- Blue-Chip Client Base
- Portfolio of Solutions
- Leadership in Adherence/ Compliance
- ➤ Proven Return-On-Investment





# Market Share Physicians Interactive

- ➤ 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 Traction with Physicians
  - ➤ 85,000 Unique Physician Participants in U.S.
  - > > 300,000 Educational Sessions Completed





## Key Takeaways

- 1. The Time is Now
- 2. Our <u>Physician</u> Focus = Key to Transforming Healthcare
- 3. We are the Leader in Growth Markets We Compete In
- 4. Competitive Advantage = Driving <u>Utilization</u> and <u>Results</u>

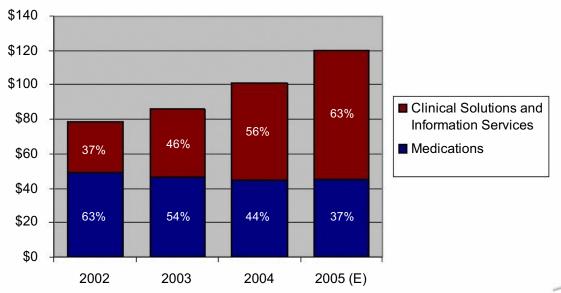
We're Just Getting Started ©



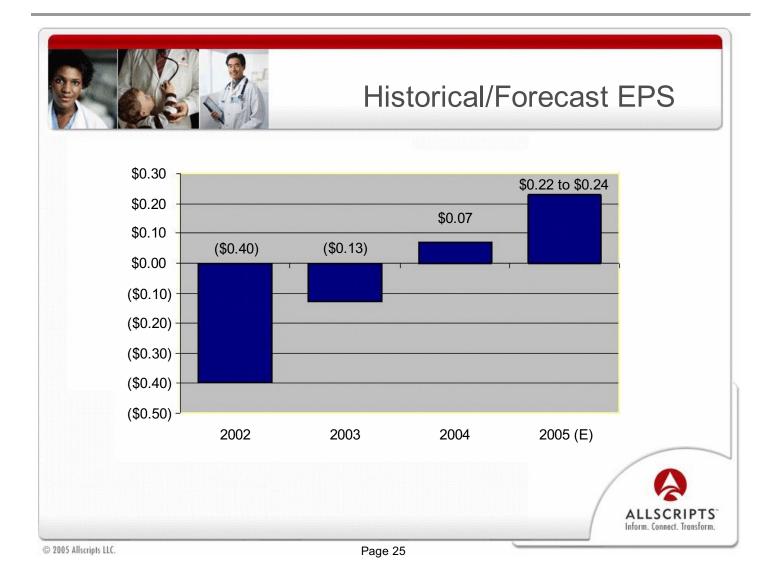


## Historical/Forecast Revenue

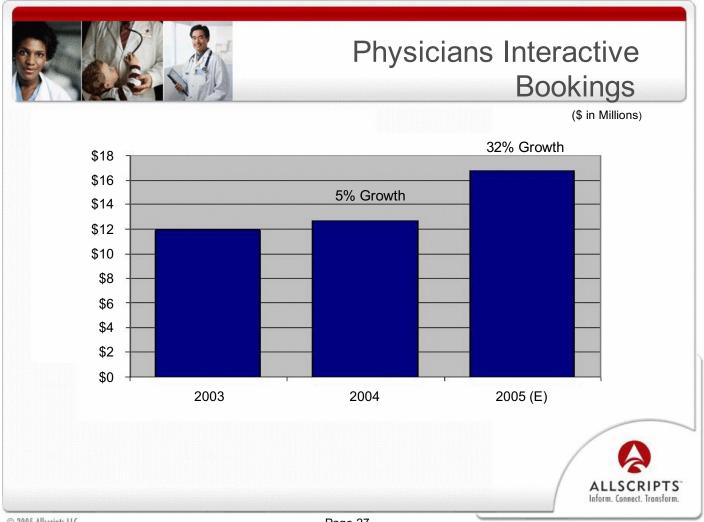
(\$ in Millions)

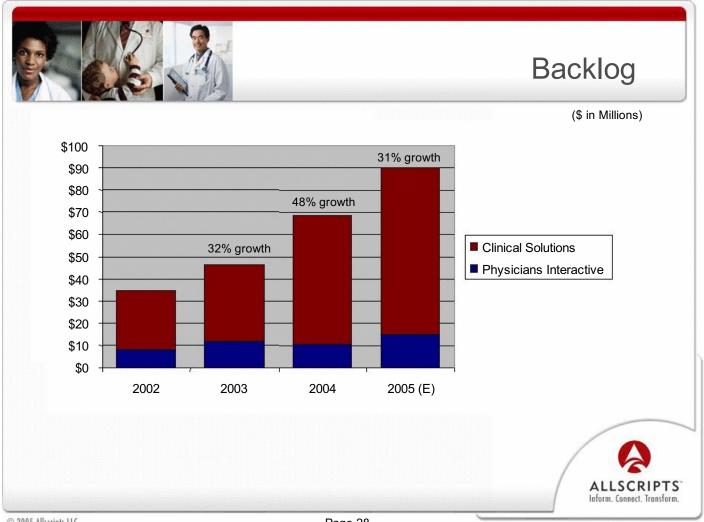


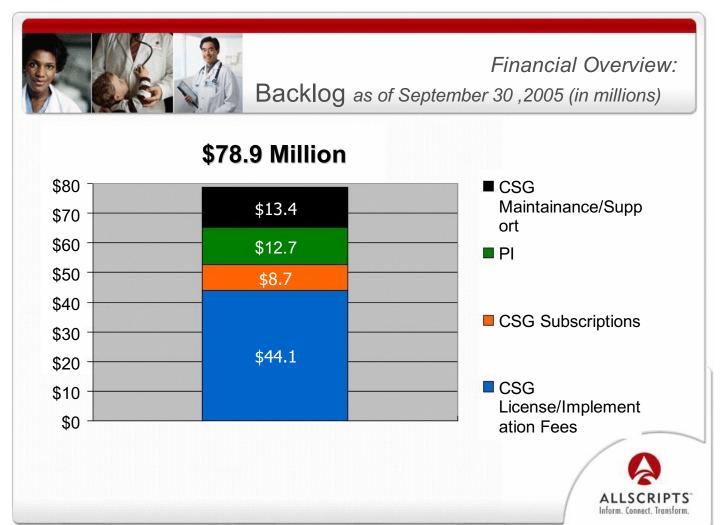














### Financial Overview:

# Financial Position as of September 30, 2005 (in millions)

Cash & Marketable Securities	\$136.1
Accounts Receivable, Net	26.8
Other Assets	45.0
Total Assets	\$207.9
	<u>.</u>
Accounts Payable & Accrued Liabilities	\$16.0
Deferred Revenue	15.1
Convertible Debt	82.5
Other Liabilities	0.4
Total Liabilities	114.0
Stockholders' Equity	93.9
Total Liabilities & Stockholders' Equity	\$207.9





### \$200 Million Shelf Registration

- Allscripts is evaluating a variety of M&A opportunities, which might be pursued in the near term or long term
- Allscripts wants to be prepared to move quickly should a strategic opportunity arise
- M&A activity is focused on:
  - Market share (i.e., competitors)
  - Specialties (i.e., oncology, orthopedics, cardiology, ophthalmology, etc.)
  - Complementary product offerings
- Allscripts is principally focused on transactions that would be accretive to our earnings

It is possible that we may consider a strategic transaction that could be dilutive to our earnings in the near term

ALLSCRIPTS



### Summary

Continued Increase In Gross Margin Competitive Advantage in All Markets

Leadership Position in All Businesses



Strong Sales Momentum in Growing Markets

People

Strong Financial Position

Well Positioned for Growth and Sustained Profitability



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