

THE POWER OF ALLSCRIPTS

Innovations that Inspire Smarter Care

Presenter Introduction



Dr. Ram Venugopalan is a Physician by trade. He has been with Allscripts for seven years as a Product Manager who focuses on regulatory requirements like QPP, Meaningful Use, PCMH and clinical workflow improvements to Allscripts Ambulatory EHRs. He lives in Raleigh, NC with his wife and two wonderful kids.



Nate Evans graduated from the University of Florida with a Masters degree in Pharmacoeconomics and North Carolina State University with a Masters in Business Administration. He has worked with Allscripts for the last year and has a passion for improving health care delivery systems and technology. He previously served six years in the U.S. Army and lives in Raleigh, NC with his wife and three kids.

Who We Are

**PRECISION MEDICINE/
CONSUMER SOLUTIONS**



**POPULATION HEALTH
MANAGEMENT**



**ELECTRONIC
HEALTH RECORDS**



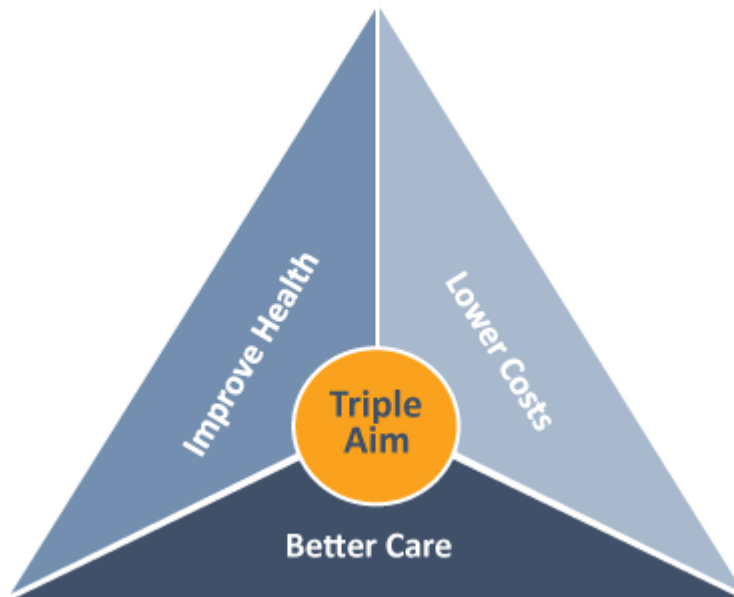
**FINANCIAL
MANAGEMENT**



A green rectangular sign with rounded corners and a white border is mounted on two wooden posts. The sign features the word "Change" in a large, white, sans-serif font, with "Just Ahead" in a smaller, white, sans-serif font below it. The background is a bright blue sky filled with fluffy white clouds, and a sun is visible in the upper right, creating a lens flare effect.

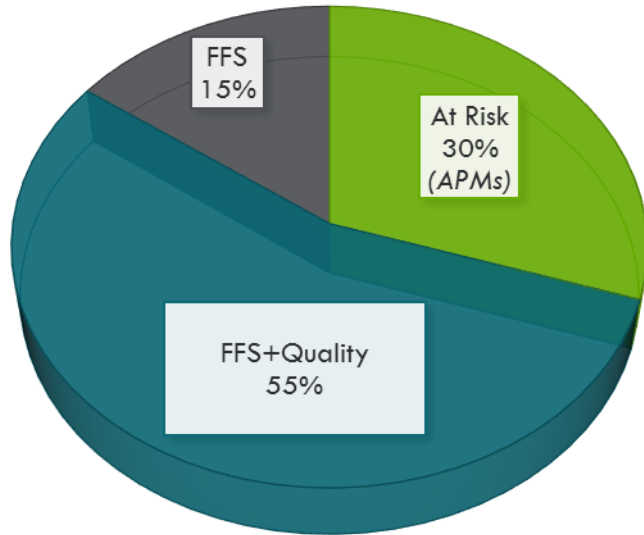
Change
Just Ahead

“Bending the Cost Curve”

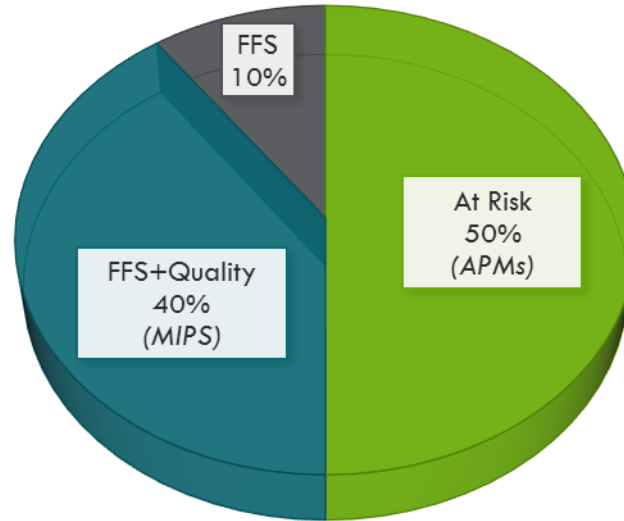


Shifting to increased quality & risk

2016



2018



Anticipated distribution of Medicare payments. Source: CMS

- **FFS:** Fee for Service
- **APMs:** Alternative Payment Models
- **MIPS:** Merit-based Incentive Payment System

How the Process Works

Vendor Perspective

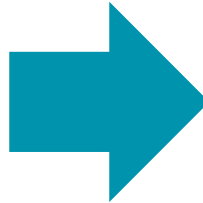
Health IT Certification – Current State

Challenge

- Test Procedures not final or are being updated last minute
 - eg. Healthcare Surveys, Automated Measure calculation

Impacts product release timelines

- Too many requirements to be implemented in short timeframe
 - MMU2 2015, MU3, QPP, HOPPS 2017 - Impacts client upgrades, training and delay in adding client satisfaction workflows



Recommendation

- Focus on Interoperability, Patient Safety, Patient Engagement, Privacy & Security
 - Not process requirements, move away from prescriptivity
- Provides bandwidth for value added functionality that clients need
- Less prescriptive certification framework fosters greater opportunities for innovation

Allscripts Professional EHR(TM) first health IT solution to deliver fully certified 2015 edition technology with Drummond Group LLC

4:04 PM ET 4/20/17 | GlobeNewswire

Allscripts (NASDAQ:MDRX) Professional EHR is the industry's first solution certified to enable clinicians to meet the requirements of the EHR incentive program as well as the Quality Payment Program. The solution provides all eligible clinicians the relevant workflows and technology they need to meet Meaningful Use 3 (MU3) and Merit-based Incentive Payment System (MIPS) requirements.

Through its partnership with Drummond Group LLC, the newest version of Professional EHR is now certified for Modified Meaningful Use (MU) Stage 2, Meaningful Use Stage 3, Advancing Care Information (ACI) and ACI transition requirements. The certification is reflected on the Office of the National Coordinator for Health Information Technology (ONC-HIT) Certified Health IT Product List (CHPL).

<http://investor.allscripts.com>

Allscripts Strategy

- Dedicated Government Affairs and Regulatory SMEs providing guidance to R&D
- Implementation of Agile Scrum development methodology to factor client satisfaction workflows along with Regulatory compliance
- Position to support client needs for QPP and MU3 in 2017 and beyond

Answering Your Questions

Vendor Perspective

How Has This Affected Development Resources

- The certification program has been very prescriptive since its inception.
- Regulatory requirements have forced us to allocate resources to include functions and features that ended up not always being highly valued by clients.
- We are hoping that there will be adjustments made to the certification program under the new Administration to narrow the focus.
 - Want to move away from the check-the-box approach and instead narrow in on interoperability, patient engagement, patient safety, and privacy & security.

Burden On Clients

- Anytime a new govt. program is rolled out and triggers the release of new product versions, there's an impact on our clients. Have to go through upgrade process and re-acclimate to product.
- 2015 edition of products include not just what was required for certification, it also includes other additive feature functionality that are going to be helpful to our clients and include some requested elements.
 - **Our job to minimize impact and implement in a meaningful and positive way.**
- While upgrading is a process, early feedback is that clients are finding the 2015 Edition to include some improvements.

How Has 'Uncertainty' Affected Your Planning

- Just because they put out the final rule, that's not everything we needed to successfully certify a product.
- We start as soon as we can in sometimes in ambiguous circumstances i.e. we didn't have all of the details even in this January, the year this was supposed to be out.
- Govt. took more than 15 months to release all the info we needed to go through certification.
- Looking ahead, we can only say it is our job to have our products ready in enough time for clients to implement, train and be ready for programmatic requirements. The ambiguity can make it harder for us to predict services demand, but the size of our client base requires that we plan well in advance so ultimately we usually find that it evens out.

What Do We Expect To See In The Future

- We do expect MACRA and the 21st Century Cures legislation will be implemented as required by law.
- This admin may ease timelines for our clients, possibly, but the basic shape and scope of the work that has to be done is clear.
- Market response to the evolving payment environment will be continued adoption of health IT, with organizations really evaluating how to maximize their HiT investments.
- It is clear that while we don't yet know what actions might successfully be taken by Congress in regards to repealing the Affordable Care Act, the shift to value-based payment models, both by the government and commercial payers, is going to continue, with health IT critical to successful data capture, analysis and reporting.

Building Open, Connected Communities of Health

Thank You!

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