



Allscripts®



Allscripts Developer Program

Lindsey Kramer, Senior Consultant, Allscripts Developer Program

Agenda

HSPC September Meeting



Growth as an industry leader

No.	Vendor	2016 Revenue (000s)	% Share
1	Cerner	\$4,800	36.42%
2	Epic*	~ \$2,700	20.49%
3	Allscripts**	\$2,200	16.69%
4	athenahealth	\$1,100	8.35%
5	NextGen	\$492	3.73%
6	GE	\$475	3.60%
7	MEDITECH	\$462	3.51%
8	eClinicalWorks	\$444	3.37%
9	Greenway	\$350	2.66%
10	MEDHOST	\$155	1.18%

* Approximate revenue, numbers are not publicly available

** Assumed Q4'17 midpoint of guidance plus Practice Fusion



16.69%

Market Share
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A Global Client Base





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Connecting applications, devices and innovative healthcare technologies to build open, connected communities of health

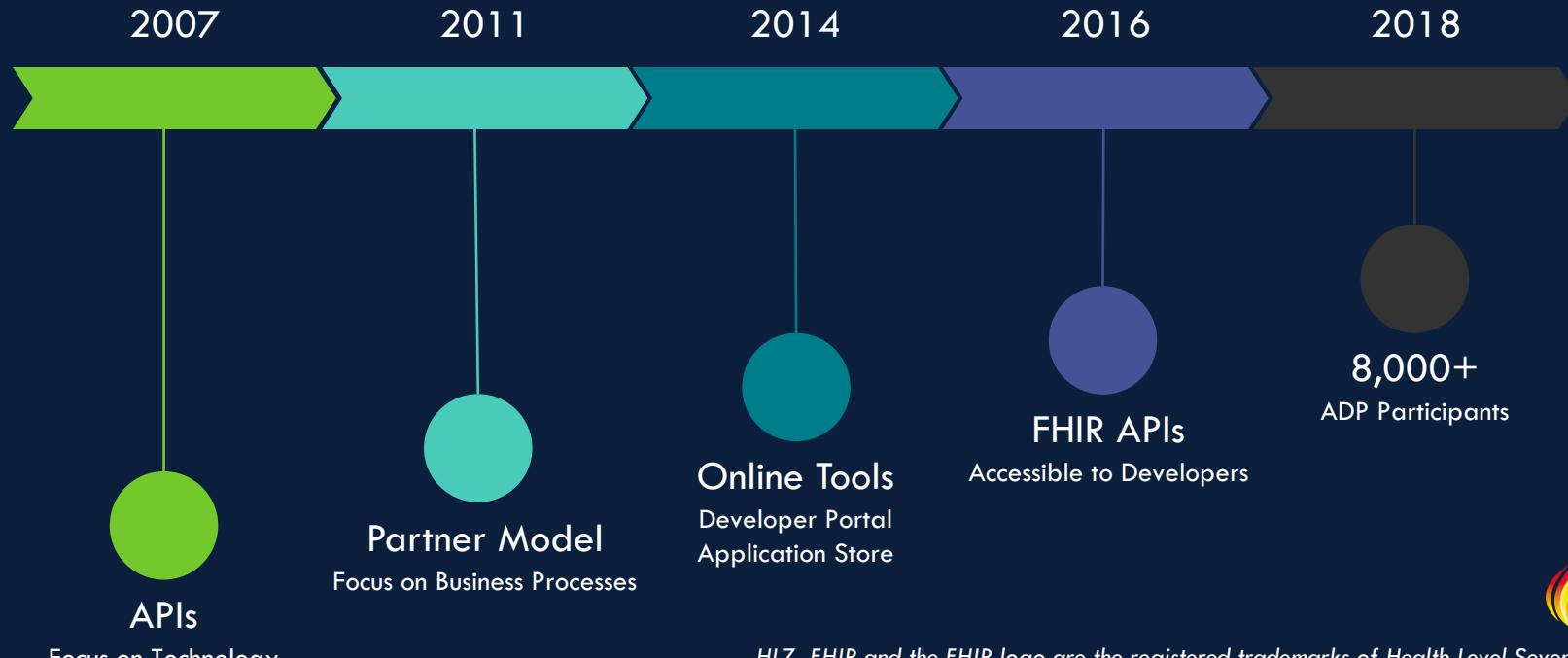


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Building a culture of innovation by reducing barriers and risk associated with installing and using innovative healthcare technology.

Evolution

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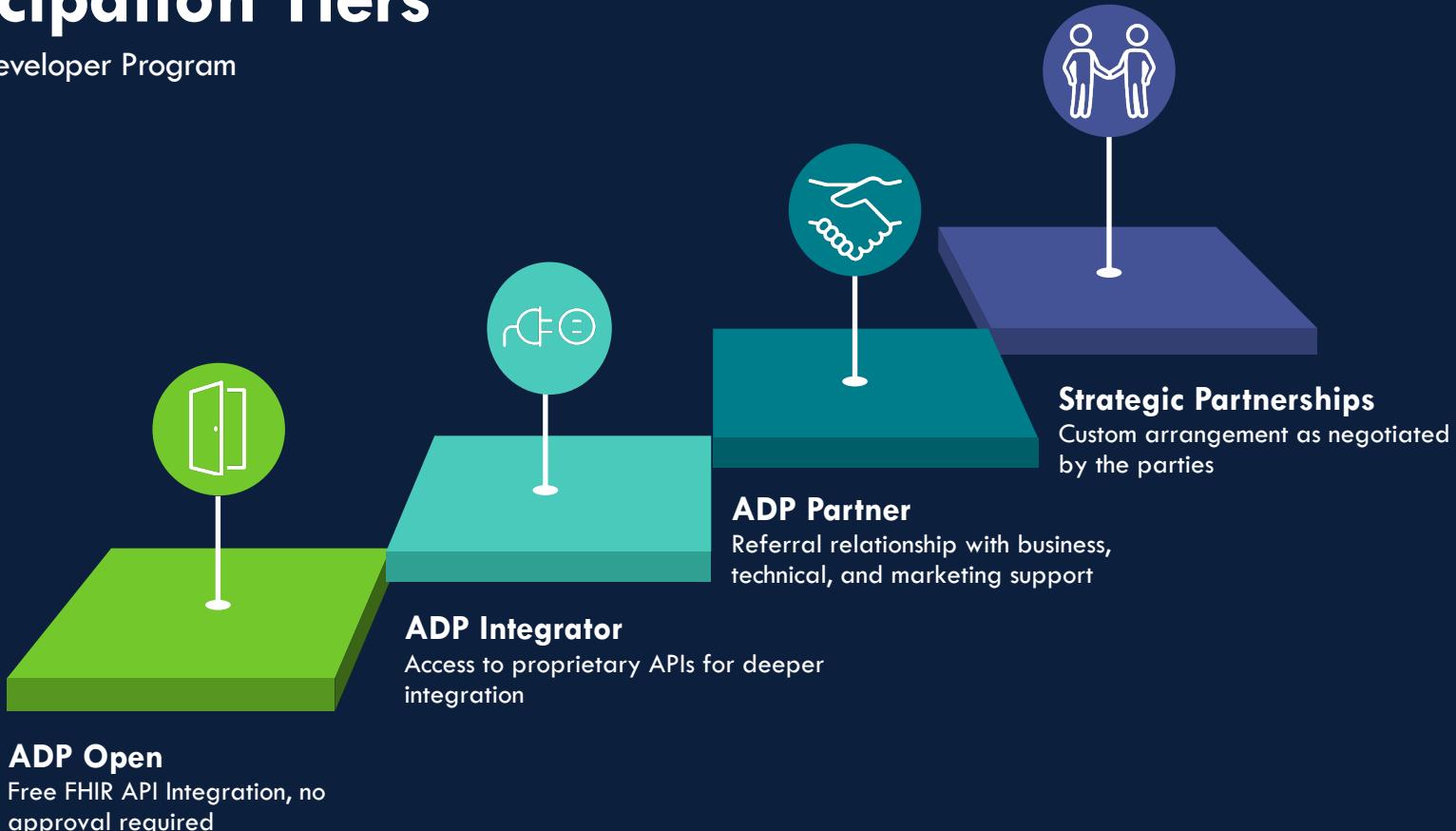


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Participation Tiers

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Participation Tiers & Benefits

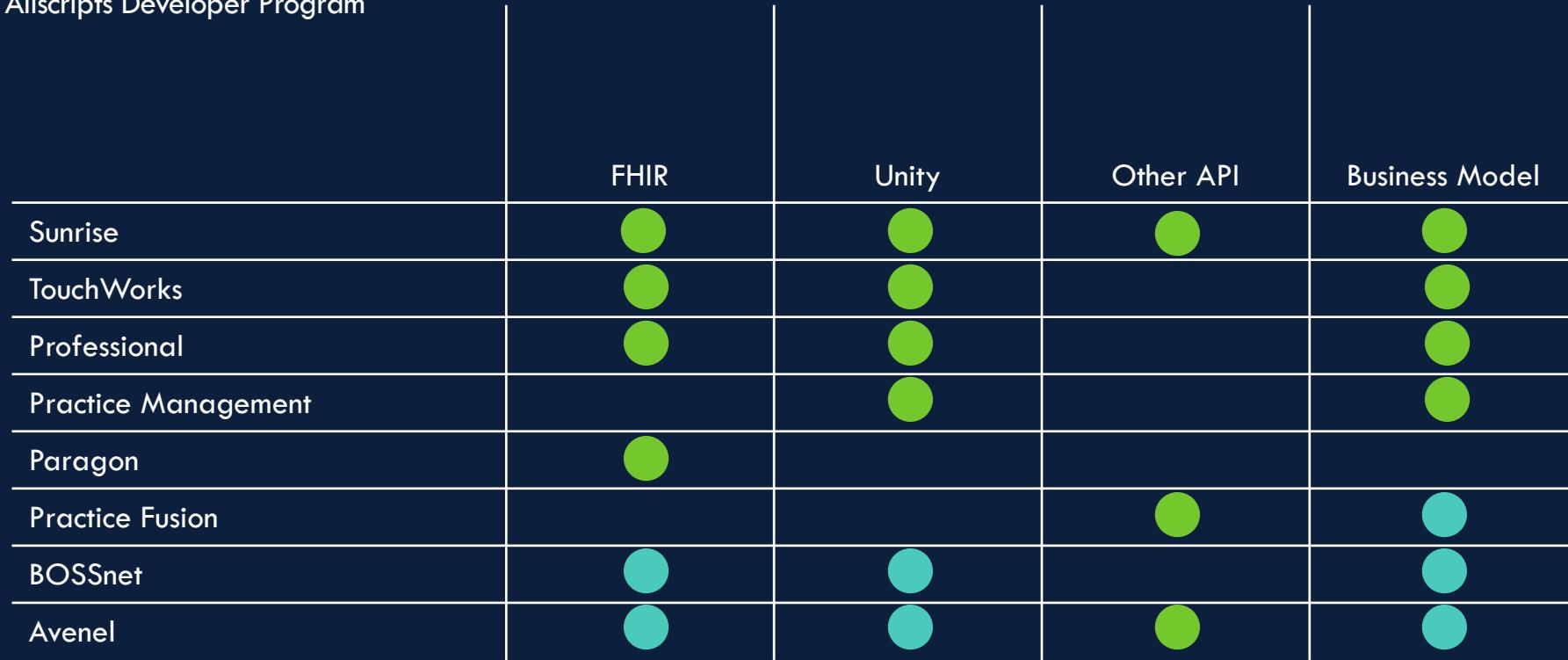
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	Open	Integrator	Partner	Strategic
Free to join	●	●		
FHIR APIs	●	●	●	●
Proprietary tools (Unity API, etc.)		●	●	●
Usage-based fee		●	●	
Testing fees		●		
Annual fee			●	
Full marketing rights			●	●
Dedicated account manager			●	●
Custom arrangement				●

State of Integration

Available
Exploring

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Get started today

developer.allscripts.com



API documentation
and developer
forums



Sample code
and FAQs

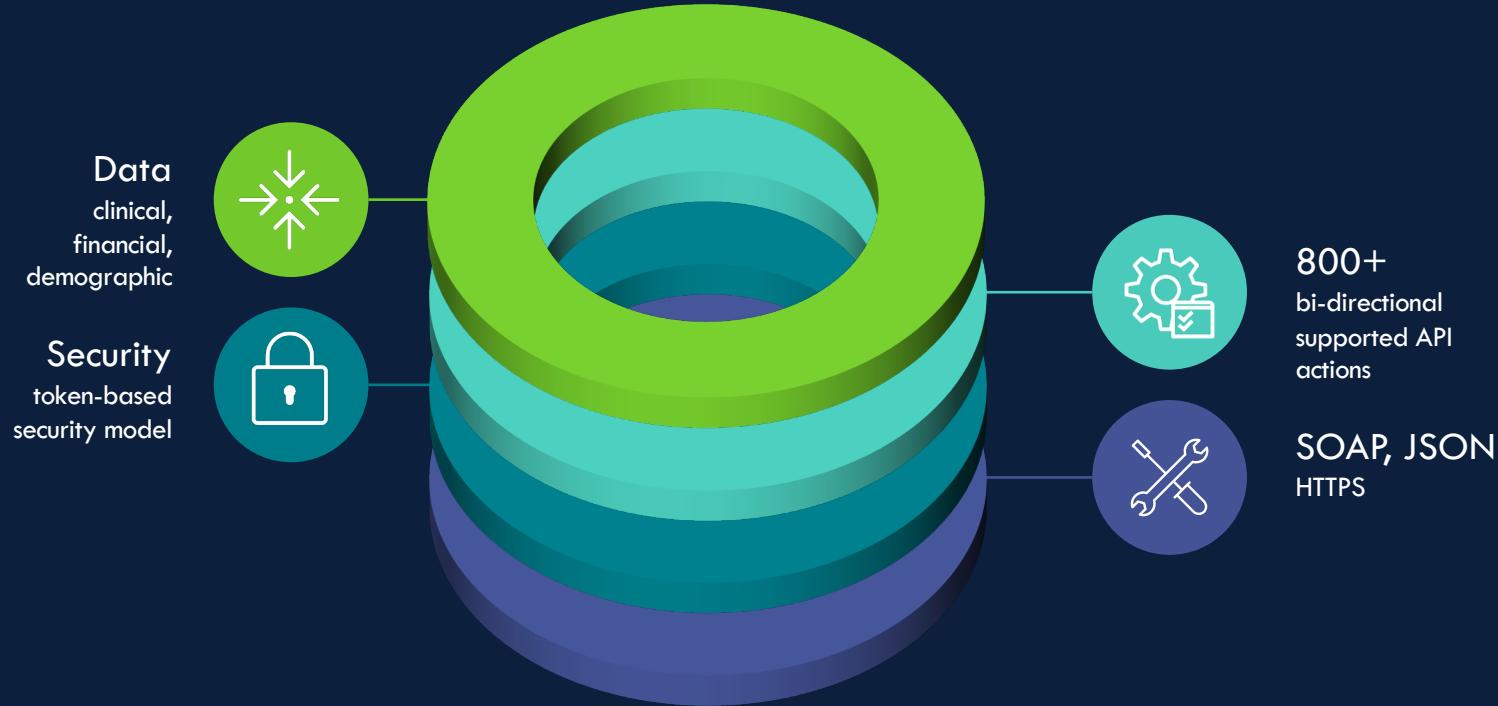


Fast and easy to
get started



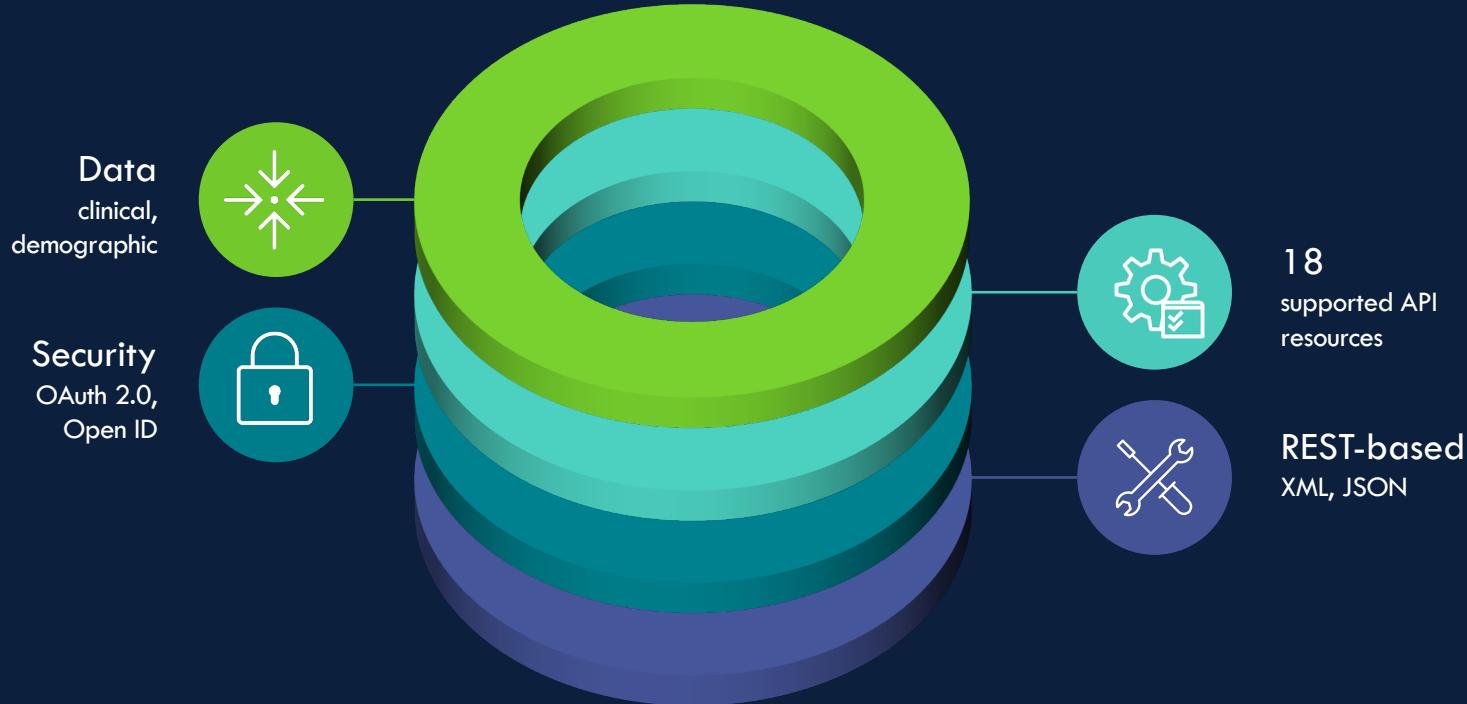
Unity API

Allscripts proprietary tool for EHR + PM systems



FHIR API

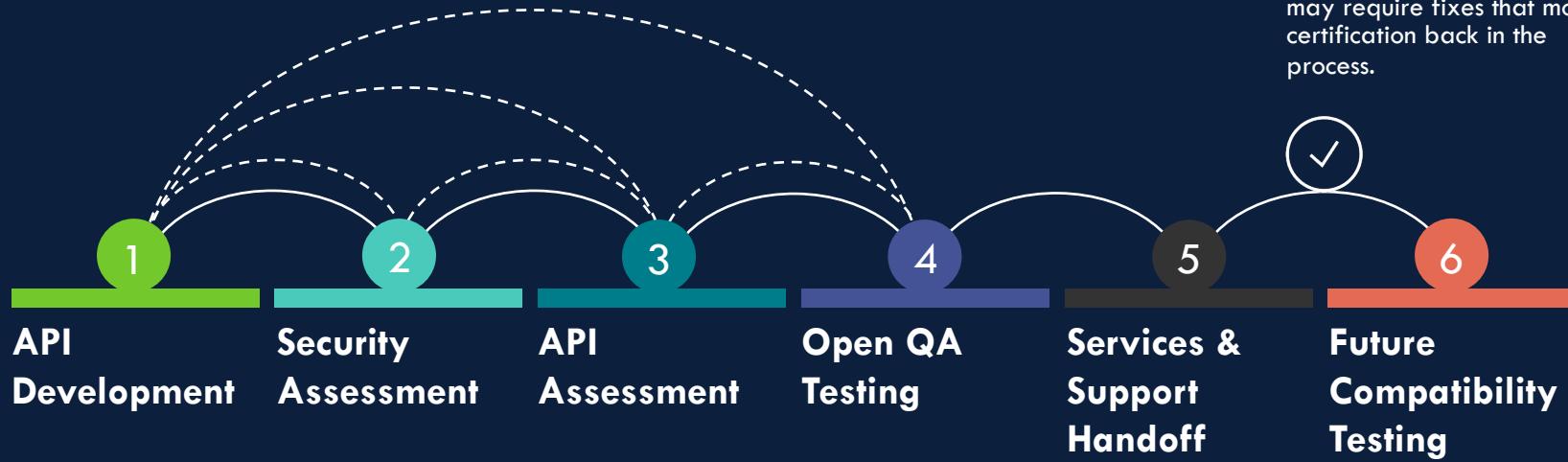
Newest HL7 open standard



Testing and Certification Process

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--- = Any development or code issues found during the Security Assessment, API Assessment, or Open QA Testing phases of certification may require fixes that move certification back in the process.



Path to Partnership Timeline (2018)

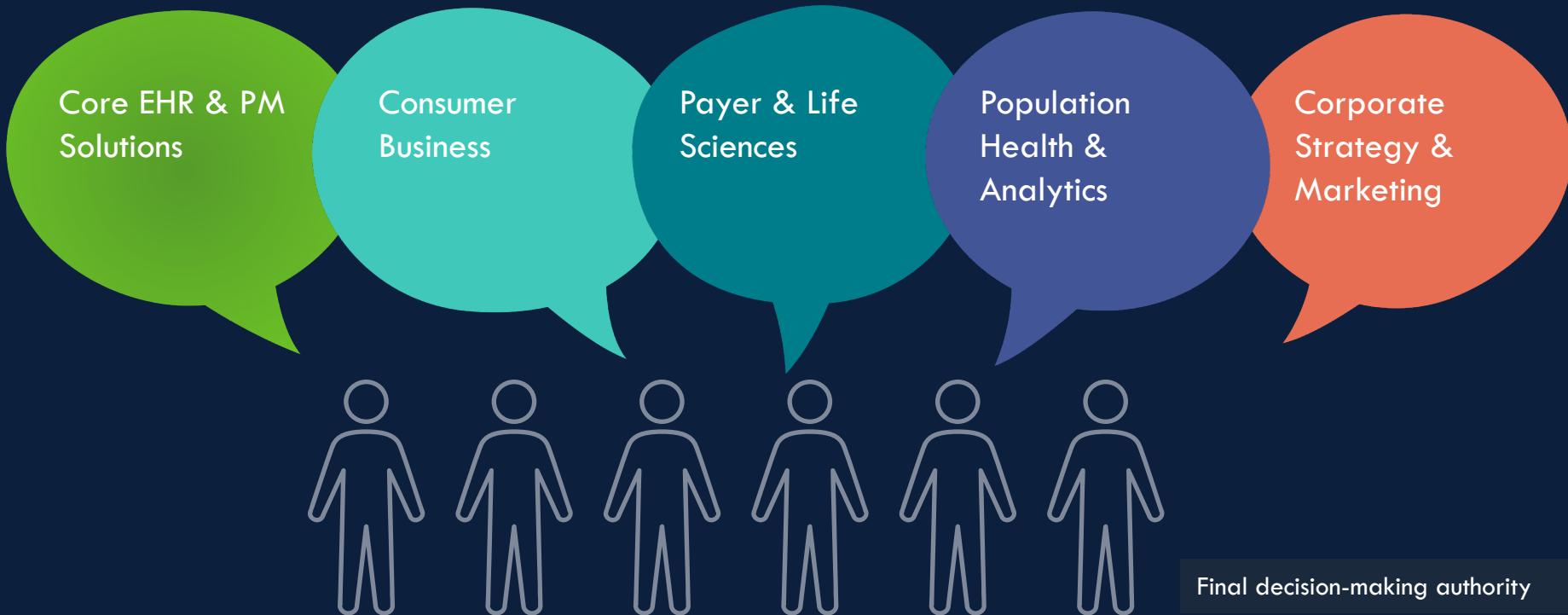
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Applications reviewed quarterly, with a submission cutoff date two weeks prior to the scheduled review session.

Path to Partnership Approval Committee

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Partner Marketing Channels

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Allscripts Application Store

store.allscripts.com



Search by Allscripts product,
category or desired outcome



Nearly 200 certified
apps and devices



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Success Stories

Relaymed

Success Story

- Founded in 2012
- Based in Edinburgh, 50 employees
- Automates lab workflows with device integration
- Unity integration
- 26 compatible devices (hub)
- ROI Calculator
- Based on how much manually typing POC test results costs
- Strong client-retention record



Client Experience Award

Left to Right: Erik Kins, Allscripts Chief Innovation Officer; Michael Clark, Relaymed Lead Software Engineer; Neil Farish, Relaymed CEO; Tina Joros, Allscripts Open BU General Manager

PatientLink (MyLinks)



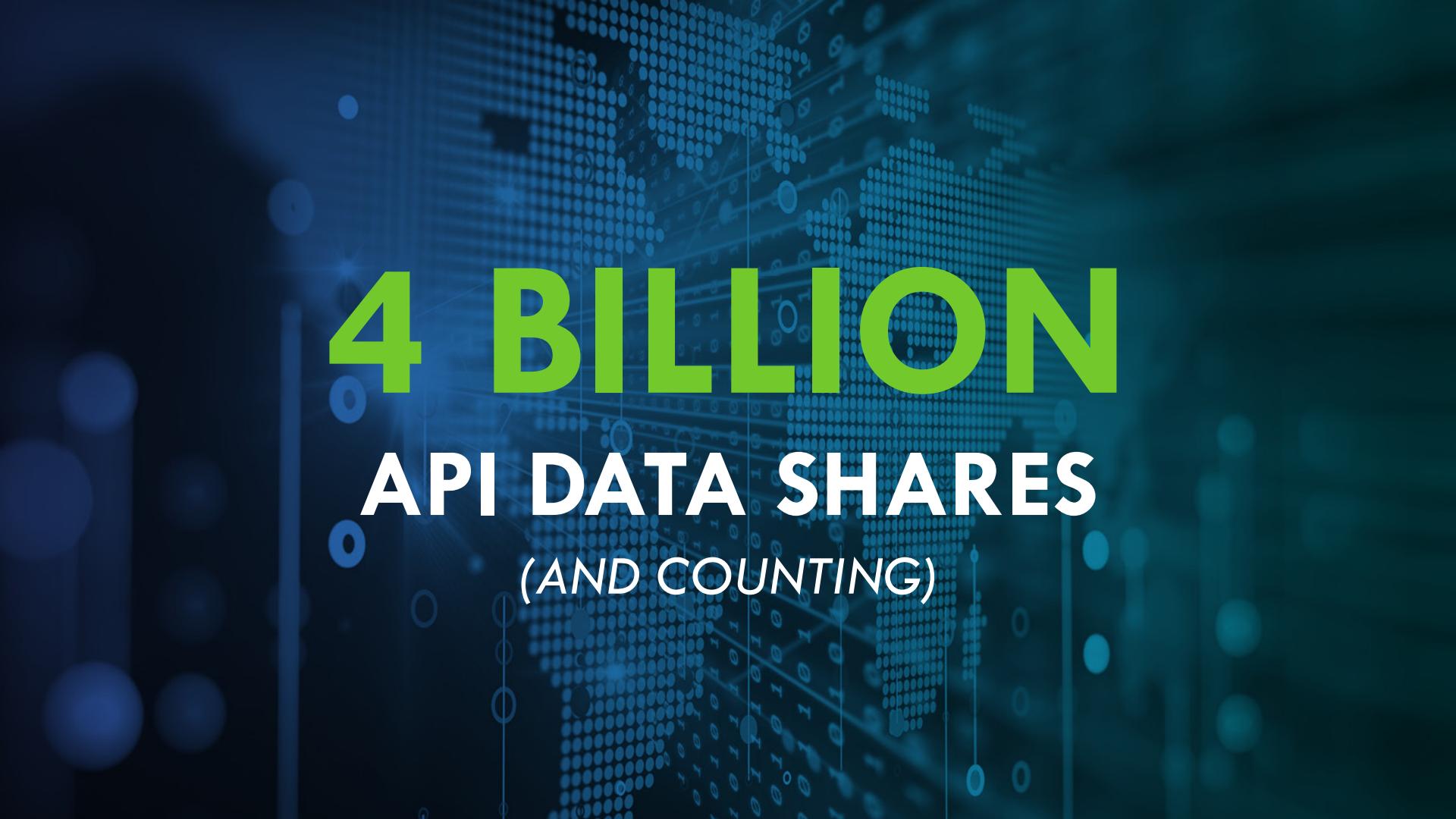
Success Story

- Founded in 1999, private
- Based in Oklahoma, 50 employees
- New web-based patient-facing solution utilizing FHIR
- 2016 winner of Open API Patient Engagement Challenge



Patient Engagement Award

Left to Right: Erik Kins, Allscripts Chief Innovation Officer; Angela Webster, PatientLink CTO; Tina Joros, Allscripts Open BU General Manager



4 BILLION

API DATA SHARES

(AND COUNTING)

Allscripts®

Innovation

— ALLSCRIPTS — DEVELOPER SUMMIT



- Network with other developers, industry experts and Allscripts leaders & experts
- Hands-on API workshop
- Sessions on FHIR, Unity, activations, testing and more
- Next Summit tentatively scheduled for September 2019

Innovation Partners

Start-up focused



MATTER Chicago

Partner since 2015



Center for Digital Innovation Israel

Partner since 2014

Allscripts partners with Chicago-based healthcare entrepreneurship hub

- Regular MATTER + Allscripts workshops for member companies
- Healthcare Council of Chicago (HC3)
- Simulation lab outfitted with Allscripts Sunrise EHR

Allscripts partners with Israeli digital innovation lab to bring startups to U.S.

- Annual CDI + Allscripts Innovation Summit
- Virtual training sessions
- Dedicated sandboxes

The [@Allscripts](#) Developer Program connects [#innovative](#) third-party applications, devices, and other [#healthcare](#) technologies with Allscripts [#APIs](#). Sign up for an account and take the next step on your path to solving healthcare's toughest problems.

Learn how two innovative [#healthIT](#) solution leaders are improving experiences for clinicians and patients alike. <http://bit.ly/2tBFHhe> [@neilfarish](#) [@angdotwebster](#) [#podcast](#)

[@Allscripts](#) is a proud partner of the Chicago [@Cubs](#). CEO [@PaulMBLack](#) will be throwing out the first pitch at tonight's game!



In the [#healthcare](#) industry, [#startups](#) face unique challenges. Learn more from our latest [#podcast](#) episode with [@SanazCordesMD](#). [@ValuePropShop](#)

Allscripts has recently crossed the threshold of 4 billion+ total [#API](#) data exchange transactions and commends partner Microsoft [@Health_IT](#) & others coming together to pledge to remove [#interoperability](#) barriers at the Blue Button 2.0 Developer Conference

<http://bit.ly/2MiJYBH>

Thanks [@HL7](#) for hosting an excellent [#FHIR](#) event, ready for the next one! [#FHIRDevDays18](#) [#OpenADP](#)



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