

Microsoft Healthcare Users Group Announces Physician of the Year at HIMSS

Dr. Jeffrey Johnson Recognized at HIMSS for Leadership in Implementing Electronic Medical Record

February 25, 2004

ORLANDO, FL – Yesterday, the Microsoft Healthcare Users Group (MS-HUG) named Jeffrey Johnson, M.D., of Central Utah Multi-Specialty Clinic (CUMC), as the 2004 "Physician of the Year" at the Healthcare Information Management Systems Society (HIMSS) 2004 Annual Conference. Dr. Johnson received this honor to recognize his leadership role in successfully implementing an electronic medical record (EMR) solution for his practice, which saved the clinic nearly \$1 million in their first year and earned CUMC the 2004 MS-HUG "Clinic of the Year" award. An internal medicine physician with a full-time practice, Dr. Johnson is a member of the clinic's Executive Committee and Board, and Chairman of the CUMC IT Committee.



"Dr. Johnson's leadership helped our physicians navigate the change from paper processes to clinical automation and facilitated physician utilization, critical elements of any successful EMR roll-out," said Scott Barlow, Chief Executive Officer of Central Utah Multi-Specialty Clinic. "While we have seen significant financial benefits from our EMR implementation, I am most proud of the overwhelming consensus from our clinicians that the technology is having a very positive impact on the delivery of quality patient care."

The annual MS-HUG awards recognize healthcare organizations and individuals who exhibit the best use of Microsoft-based products, and independent software vendors that develop solutions on Microsoft technology for the healthcare industry. Award contestants are evaluated on the extent to which they provide significant business benefits to healthcare organizations and improve patient care. The project referenced in Dr. Johnson's nomination yielded nearly \$1 million positive financial impact in the first year alone, both in terms of increased revenues and reduced operational expenses. CUMC estimates a total savings of more than \$8.2 million over the next 5 years. In addition, the EMR reduces the time it takes to access transcribed notes from three weeks to less than a day, eliminating lost or misplaced charts.

"I was very pleased at being recognized for my part in bringing the benefits of an EMR to our patients and my physician colleagues," said Dr. Johnson. "However, this was a team effort between our staff, our physicians, and Allscripts, each of whom I would like to thank today for their respective roles in our success. Using an EMR has become such a central part of the way we practice medicine now that I don't think we could ever go back to practicing without it."

CUMC, a 59-physician group in Provo, Utah, with practices in 9 locations treating 200,000 active patients, implemented the TouchWorks™ EMR from Allscripts Healthcare Solutions (Nasdaq: MDRX) in 2002. Using a unique modular approach to implementation, CUMC started implementing the solution with a few features of the complete solution, and added more functionality over time at the physicians' pace, ultimately building a full EMR. The clinic published a study concerning their results in the 2004 Winter Edition of the Journal of Healthcare Information Management.

"When I'm asked about EMR implementations, I commonly say that it's not about the software, but rather success is tied to leadership and implementation processes," commented Glen Tullman, Chief Executive Officer of Allscripts Healthcare Solutions. "Jeff Johnson is a great example of the benefits that top-notch physician leadership can bring to an organization."

About Central Utah Multi-Specialty Clinic

Central Utah Multi-Specialty Clinic (CUMC) is a 59-physician group in Provo, Utah, with practices in 9 locations treating 200,000 active patients. Founded in 1969 as a 3-physician internal medicine group, the clinic now has 12 specialties, including cardiology, dermatology, endocrinology, gastroenterology, gynecology, infectious disease, internal medicine, neurology, nephrology, oncology, orthopedics, and radiation/oncology.

About Allscripts Healthcare Solutions

Allscripts Healthcare Solutions (AHS) is the leading provider of clinical software, connectivity and information solutions for physicians. The Company's TouchWorks™ software is a modular Electronic Medical Record (EMR) that enhances physician productivity by automating the most common physician activities including prescribing, dictating, capturing charges, ordering labs and viewing results, providing patient education, and documenting clinical encounters. TouchWorks is available on the latest Tablet PCs, wireless handheld devices, desktop workstations and over the Internet. AHS also offers electronic document imaging and scanning solutions through its Advanced Imaging Concepts subsidiary. Additionally, AHS provides healthcare product education and market research programs for physicians through its Physicians Interactive™ unit and medication fulfillment services through its Allscripts Direct™ unit. Visit AHS on the Web at www.allscripts.com.