



INVESTOR RELATIONS

---

[NEWS RELEASES](#)

[STOCK INFORMATION](#)

[EVENTS &  
PRESENTATIONS](#)

[FINANCIALS](#)

[CORPORATE  
GOVERNANCE](#)

[SHAREHOLDER SERVICES](#)

TOOLKIT

---

[Print Page](#)

[E-mail Page](#)

[RSS Feeds](#)

[E-mail Alerts](#)

[Financial Tear Sheet](#)

# News Release

[View printer-friendly version](#)

[<< Back](#)

Mountain States Health Alliance Selects Allscripts Electronic Health Record and Practice Management for Physicians Across Four-State Area

CHICAGO and JOHNSON CITY, Tenn., Jan 06, 2010 /PRNewswire via COMTEX/ -- Allscripts (Nasdaq: MDRX) announced today that Mountain States Health Alliance (MSHA) has selected the Allscripts Electronic Health Record (EHR) and Practice Management (PM) solutions for 300 employed and affiliated

physicians and mid-level providers to enhance the quality of patient care, improve patient communications, and better manage the cost of care delivery.

(Logo: <http://www.newscom.com/cgi-bin/prnh/20081013/AQM041LOGO>)

**Mountain States Health Alliance** provides comprehensive care to people across 29 counties in Tennessee, Virginia, Kentucky, and North Carolina. MSHA's integrated delivery system includes 14 hospitals, 21 primary care centers, and 231 employed physicians in 75 offices managed by **Blue Ridge Medical Management Corporation**, a wholly-owned MSHA subsidiary.

"The Electronic Health Record is a critical initiative for our organization because it enables us to bring the future of healthcare to patients in our region," said Steve Kilgore, President of Blue Ridge. "Allscripts gives our providers the ability to connect to one another and to other providers throughout the region, leading to further integration, better coordination of care, and ultimately improved outcomes for our patients."

All Blue Ridge physicians, physician assistants and nurse practitioners will receive the Allscripts solutions, enabling Blue Ridge to join a connected community of caregivers, quickly sharing data for enhanced patient care across the community.

MSHA also will provide the Allscripts **Electronic Health Record** at a subsidized rate for the 70 physicians of ETSU Physicians and Associates, the group practice of the James H. Quillen College of Medicine at East Tennessee State University (ETSU). In providing Allscripts for ETSU's physicians, MSHA is taking advantage of recent changes to the federal Stark regulations that now allow hospitals to provide assistance to non-employed physicians in purchasing healthcare information technology.

Allscripts key to MSHA's health information exchange strategy

Allscripts will interface the Electronic Health Record with MSHA's Siemens Soarian(R) hospital information system, enabling Blue Ridge and ETSU physicians to share up-to-date information on hospitalized patients back and forth with hospital providers. Physicians in all MSHA settings will have access to patient information including lab orders and test results, medications, problem lists, allergies and hospital discharge summaries.

Richard Eshbach, Vice President and Chief Information Officer of MSHA, said the

health system also plans to connect its Electronic Health Record and inpatient systems to CareSpark, a non-profit regional health information exchange, to connect electronically with regional physicians using technology from other vendors.

Eshbach said MSHA selected Allscripts following an exhaustive review of other products on the market, in part because the health system was already using the Allscripts Vision(TM) practice management system. "This is a long-term commitment and partnership and we wanted someone who had advanced EHR functionality like Allscripts Enterprise, someone who shared our vision for health information exchange and clinical integration, plus real staying power in the market. That's what we saw with Allscripts."

#### Allscripts Homecare and Pay-for-Performance

MSHA currently uses the Allscripts **Homecare** solution to automate and connect Mountain States HomeCare & Hospice's 240 providers. "Our goal is to integrate and share information back and forth between the home care, hospital and physician office settings for full clinical integration and improved patient care," said Eshbach.

As part of the Electronic Health Record deployment, MSHA will deploy the Allscripts **Clinical Quality Solution** (CQS), which draws data from the EHR and practice management system to automate the quality reporting requirements of government and payer-funded "pay-for-performance" programs. CQS also delivers real-time clinical decision support information to improve the quality of patient care through proactive management of chronic diseases.

"Mountain States Health Alliance has set itself apart as a leader among hospitals nationally by delivering on a strategy to not only automate their own physicians but connect to the communities in which they provide services, offering full electronic health records as well as practice management and full interoperability with their hospital systems as well as CareSpark, their successful regional health information organization," said Glen Tullman, Chief Executive Officer of Allscripts. "By partnering with Allscripts, Mountain States and Blue Ridge physicians are encouraging more widespread and rapid adoption of technologies that will ultimately lead to better care for patients and more productive and informed interactions for physicians."

The **Allscripts Electronic Health Record** automates clinical workflow and gives physicians immediate access to critical data from hospitals, labs, pharmacies, payers and patients. Healthcare providers can access the Electronic Health Record at any time, whether they are in the clinic, at the hospital or on-call at home. By automatically tracking key patient metrics and providing automated decision support, the web-based solution helps physicians evaluate and improve their practices and enables them to deliver more effective disease management, preventive care, and long-range health maintenance.

Allscripts **Practice Management** combines sophisticated scheduling and Revenue Cycle Management tools to help physician practices become more efficient and more productive while improving service to patients.

### About Mountain States Health Alliance

Mountain States Health Alliance, a not-for-profit healthcare organization based in Johnson City, Tenn., operates a family of hospitals serving a 29-county, four-state region (Northeast Tennessee, Southwest Virginia, Southeastern Kentucky and Western North Carolina). Mountain States offers a large tertiary hospital, several community hospitals, two critical access hospitals, rehabilitation, a children's hospital, a behavioral health hospital, home care and hospice services as well as a comprehensive medical management corporation. Its 10,000 team members and associated physicians are committed to its mission of bringing loving care to health care. For more information, visit [www.msha.com](http://www.msha.com).

### About Allscripts

Allscripts uses innovation technology to bring health to healthcare. More than 160,000 physicians, 800 hospitals and nearly 8,000 post-acute and homecare organizations utilize Allscripts to improve the health of their patients and their bottom line. The company's award-winning solutions include electronic health records, electronic prescribing, revenue cycle management, practice management, document management, care management, emergency department information systems and homecare automation. Allscripts is the brand name of Allscripts-Misys Healthcare Solutions, Inc. To learn more, visit [www.allscripts.com](http://www.allscripts.com).

For more Allscripts news, follow us on Twitter at: <http://twitter.com/AllscriptsMisys>

*This news release may contain forward-looking statements within the meaning of the federal securities laws. Statements regarding future events, developments, the Company's future performance, as well as management's expectations, beliefs, intentions, plans, estimates or projections relating to the future are forward-looking statements within the meaning of these laws. These forward-looking statements are subject to a number of risks and uncertainties, some of which are outlined below. As a result, actual results may vary materially from those anticipated by the forward-looking statements. Among the important factors that could cause actual results to differ materially from those indicated by such forward-looking statements are: the volume and timing of systems sales and installations; length of sales cycles and the installation process; the possibility that products will not achieve or sustain market acceptance; the timing, cost and success or failure of new product and service introductions, development and product upgrade releases; competitive pressures including product offerings, pricing and promotional activities; our ability to establish and maintain strategic relationships; undetected errors or similar problems in our software products; compliance with existing laws, regulations and industry initiatives and future changes in laws or regulations in the healthcare industry; possible regulation of the Company's software by the U.S. Food and Drug Administration; the possibility of product-related liabilities; our ability to attract and retain qualified personnel; our ability to identify and complete acquisitions, manage our growth and integrate acquisitions; the ability to recognize the benefits of the merger with Misys Healthcare Systems, LLC ("MHS"); the integration of MHS with the Company and the possible disruption of current plans and operations as a result thereof; maintaining our intellectual property rights and litigation involving intellectual property rights; risks related to third-party suppliers; our ability to obtain, use or successfully integrate third-party licensed technology; breach of our security by third parties; and the risk factors detailed from time to time in our reports filed with the Securities and Exchange Commission, including our 2009 Annual Report on Form 10-K available through the Web site maintained by the Securities and Exchange Commission at [www.sec.gov](http://www.sec.gov). The Company undertakes no obligation to update publicly any forward-looking statement, whether as a result of new information, future events or otherwise.*

SOURCE Allscripts

Learn More About Allscripts Solutions. Contact Sales Now.

Call 1.800.334.8534

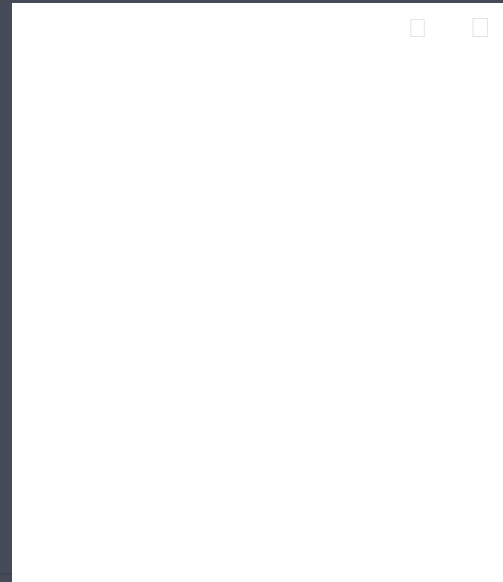
COMPANY

- [About Us](#)
- [Careers](#)
- [Events](#)
- [Investor Relations](#)
- [Leaders](#)
- [Newsroom](#)
- [Partners](#)

ALLSCRIPTS SITES

- [Allscripts Central](#)
- [Application Store](#)
- [Blog](#)

RECENT TWEETS



CONNECT WITH US



© 2016 Allscripts. All rights reserved.

[Terms of Use](#)

[Privacy Policy](#)

[Cookies](#)

