Calling all Innovators – Optimize Integration

February 13, 2019
Tina Joros, JD, VP and General Manager, Allscripts
Conflict of Interest

Tina Joros, JD

Has no real or apparent conflicts of interest to report.
Agenda

Complexity
The terms “integration” and “interoperability” typically have more than one meaning – let’s understand this complexity so we can find the right solutions.

Simplify
Developer programs have the capacity to simplify the way companies work with software vendors and other industry stakeholders.

Optimize
The best way to make a difference is to take action – we’ll show you how to connect with the Allscripts Developer Program today.

Accelerate
We all play a part in driving the discussion forward to improve healthcare technology and access to information.
Complexity
Betsy is a realistically complex patient with multiple chronic conditions, including:

- Kidney disease
- Congestive heart failure
- Depression
- Diabetes

She sees several physicians who have created a variety of care plans for her, including:

- Endocrinologist
- Nephrologist
- Mental health professionals
Simplify
Allscripts Developer Program

2007
- APIs
  - Focus on Technology

2011
- Partner Model
  - Focus on Business Processes

2014
- Online Tools
  - Developer Portal
  - Application Store

2016
- FHIR APIs
  - Accessible to Developers

2019
- 8,000+ ADP Participants

HL7, FHIR and the FHIR logo are the registered trademarks of Health Level Seven International.
Allscripts Developer Program

**ADP Open**
Free FHIR API Integration, no approval required

**ADP Integrator**
Access to proprietary APIs for deeper integration

**ADP Partner**
Referral relationship with business, technical, and marketing support

**Strategic Partnerships**
Custom arrangement as negotiated by the parties
Allscripts Developer Program

ADP Open
Online, click-through license
Free to build and deploy
Development and distribution rights for FHIR APIs required for regulatory compliance
Allscripts Developer Program

ADP Integrator

Online, click-through license

Testing + usage-based fees

Development and distribution rights for FHIR, Unity APIs and more

Marketing rights = integrator logo and website boilerplate
Allscripts Developer Program

ADP Partner

Must apply and obtain approval

Annual + usage-based fees

Development and distribution rights for FHIR, Unity APIs, and more

Utilize new APIs and functionality first, priority enhancements, and private sandboxes

Partner Manager, sales + marketing support
Allscripts Developer Program

Strategic

Custom arrangement

May include custom development, reseller arrangement, white-labeling, dedicated support/services resources, and more
# Participation Tiers & Benefits

<table>
<thead>
<tr>
<th>Allscripts Developer Program</th>
<th>Open</th>
<th>Integrator</th>
<th>Partner</th>
<th>Strategic</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free to join</td>
<td>☣</td>
<td>☣</td>
<td></td>
<td></td>
</tr>
<tr>
<td>FHIR APIs</td>
<td>☣</td>
<td>☣</td>
<td>☣</td>
<td>☣</td>
</tr>
<tr>
<td>Proprietary tools (Unity API, etc.)</td>
<td>☣</td>
<td></td>
<td>☣</td>
<td>☣</td>
</tr>
<tr>
<td>Usage-based fee</td>
<td>☣</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Testing fees</td>
<td></td>
<td></td>
<td>☣</td>
<td></td>
</tr>
<tr>
<td>Annual fee</td>
<td></td>
<td></td>
<td>☣</td>
<td>☣</td>
</tr>
<tr>
<td>Full marketing rights</td>
<td></td>
<td></td>
<td>☣</td>
<td>☣</td>
</tr>
<tr>
<td>Dedicated account manager</td>
<td></td>
<td></td>
<td>☣</td>
<td>☣</td>
</tr>
<tr>
<td>Custom arrangement</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Optimize
Get started today

developer.allscripts.com

API documentation and developer forums
Sample code and FAQs
Fast and easy to get started
Allscripts Application Store
store.allscripts.com

Search by Allscripts product, category or desired outcome

100+ certified partner apps and devices
Request Info

- Integrated
  Pulls client data from SFDC

- Coordinated
  CC’s Allscripts Rep

- Thorough
  Provides more of the client information partners need

- Intuitive
  Provides screen confirmation & prompts to save info for next request
Accelerate
MATTER Chicago
Partner since 2015

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

Center for Digital Innovation Israel
Partner since 2014

Allscripts partners with Israeli digital innovation lab to bring startups to U.S.
- Annual CDI + Allscripts Innovation Summit
- Virtual training sessions
- Dedicated sandboxes

Start-up focused
Participate in FHIR Projects and Implementations

Da Vinci Project
Questions

Tina Joros, JD
Vice President & General Manager, Open & Allscripts Practice Financial Platform

@AllscriptsADP  #OpenADP

tina.joros@allscripts.com | store.allscripts.com

Please complete online session evaluation and visit Allscripts in booth 3501!