

**Company:**

Allscripts (OEM)

Goals

- Surface enhanced analytics and reporting capabilities through existing product interface
- Deliver timely insights on over 150 million EHRs and 340,000 providers
- Support thousands of clients with minimal overhead

Applications

- Population health analysis
- Meaningful use/EHR reporting
- Self-service analytics

After MicroStrategy

- Allscripts is able to support 3,500+ clients with two BI administrators
- End users are unaware of using a separate, embedded analytics tool
- Clients enjoy increased interactivity and ease of use

Allscripts is a leading provider of integrated healthcare IT solutions. Connecting over 180,000 physicians, 2,500 hospitals, and 45,000 physician practices, Allscripts employs over 7,000 employees in 20 locations across the globe. By providing powerful IT and analytics solutions, Allscripts enables smarter care, delivered with greater precision, for healthier patients, populations, and communities.

Background/selecting a solution

Allscripts offers several subscription-based SaaS products that provide healthcare organizations and professionals with key compliance information related to the meaningful use of electronic health records (EHRs), population health, and physician performance. The company was seeking to standardize and enhance the analytical and reporting capabilities offered in these products so they could deliver more effective, timely insights to users. After evaluating several vendors, Allscripts chose MicroStrategy for the quality of their self-service reporting and analytics tools, sophisticated platform security, and ability to generate dynamic SQL. To accomplish their goals, they have launched five MicroStrategy projects, including two pre-configured interactive reports and three self-service applications.

Delivering valuable insight

Allscripts embedded MicroStrategy functionality into their platform to support two main functions. The first is to power a population health application that draws from one of the largest patient databases in the industry, with records for over 150 million patients. Subscribers—doctors and provider groups who deliver care on an ACO or PCMH-based model—can use MicroStrategy self-service capabilities to analyze population health across different practices, hospitals, and regions, and report across the whole system with ease. This system pulls from multiple SQL databases that contain EHRs and is refreshed nightly. Using this tool, subscribers can better understand how treatment may affect different populations and can coordinate care more effectively.



Results

With MicroStrategy, Allscripts has been able to enrich their solutions to deliver insight in an even more engaging, timely way. The company has received positive feedback from its clients, particularly for enhanced ease of use and interactivity. Furthermore, MicroStrategy is embedded seamlessly into the Allscripts application, thus maintaining the cohesiveness and branding of the interface. Users are not aware that they are interacting with a separate analytical tool. Allscripts enjoys very low maintenance overhead for their applications, as they are able to support several thousand users with a staff of just two MicroStrategy developers/administrators.

Looking ahead, Allscripts plans to deploy more MicroStrategy-powered applications to support a Comprehensive Primary Care Initiative (CPCI) module that will help physicians coordinate preventative treatment plans for patients, reducing the need for high-cost procedures and hospitalizations.