MY BENESCH MY TEAM: CLIENT FEATURE ADS

My Benesch My Team – EPIC4

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Sami Webb DDS, MS
Chief Executive Officer
EPIC4

Conceived and founded by 16 doctors, EPIC4 is a unique entity-a Specialty Partnership Organization where dental specialists can maximize potential at all stages of their life and practice. Forming EPIC4 was something of an epic M&A, involving a merger of 26 dental specialty organizations with a total of 56 orthodontic & pediatric practice locations in 14 states. With Benesch’s guidance, the company successfully navigated pre-, during, and post-merger matters, including everything from ownership and structure decisions to payoffs and transactional requirements to employment contracts and profit-sharing agreements. Next up for the team: enabling ongoing growth as more practices join the EPIC4 partnership.

The following is a testimonial from Sami Webb DDS, MS, CEO, EPIC4.

Tell me about EPIC4.

EPIC4 is a doctor-founded, doctor-centered Specialty Partnership Organization that is focused on four pillars: E - Equity and Wealth Generation; P - Practice Life Balance; I - Integration and Collaboration; C - Clinical and Managerial Autonomy. These pillars were designed by our founding doctors based on what they wanted in a journey. EPIC4’s founders had been collaborating as members of a prestigious orthodontic study club where several founding members served in board positions. This network served as a springboard to launch a new company that would serve specialists in a way the industry had not seen before.

How did you start working with Benesch?

We were referred to Benesch by Chris McClure with Aligned Dental Partners (ADP). ADP helped us to create the business plan and strategy and ultimately helped to launch the business of EPIC4. Benesch is our trusted legal advisor along the way.

Which attorneys are you working with?

We have primarily worked with Rob Marchant, but several other members of the Benesch team assisted with the merger. Rob has been a great partner to EPIC4 and collaborates with our internal team and founders frequently.

What kind of work is Benesch doing for you?

Rob has helped EPIC4 every step of the way in bringing together our group of 26 orthodontic/pediatric practices. Pre-merger he advised on ownership, structure, due diligence, documentation, etc. During the merger, he facilitated the lien releases, payoffs, transaction documentation, bank documentation, etc. Post-merger, Rob continues to be an integral part of the EPIC4 team while assisting with leases, employment contracts, and profit-shares agreements. Most recently, Rob has been an integral part of our acquisition process as we add new practices to EPIC4.

What do you like about working with Benesch?

Though Rob was referred to us by our advisors, he comes with a completely unbiased opinion on how things should be done-often conflicting with the advice of the advisors! He shows such a high level of integrity through his position on doing the right thing-not necessarily the popular thing. Pre-merger and during the merger, Rob was available day or night for our group and the founders-weekends as well. He truly has been an invaluable part of our EPIC4 team. He certainly can bring a needed levity to the legal aspects of issues that we've never encountered.

What value does Benesch bring to EPIC4?

We would not be merged in less than one year without Rob Marchant and Benesch. His preparation, work, and guidance led to our success in moving through the process of putting this company together. As I said before, Rob and Benesch have been committed to the success of EPIC4, no matter what time day or night. We are so excited about our future, and Rob has shown his commitment to being a trusted partner in our journey.

What is challenging about your work?

We are in the early stages of a merger so we are transitioning systems, policies, etc., which can come with challenges. However, we have so many opportunities on the horizon with new acquisitions that we are celebrating successes over any small growing pains. And those pains are reduced as we build out our internal team. Further, there is so much excitement about our growth and the journey ahead.

What is on the horizon for EPIC4?

Growth and collaboration. We are making acquisitions and have a strong pipeline of prospects to follow. In addition, our merged practices and founders are benefiting from collaboration on best practices both clinically and administratively.

Anything else you'd like to add?

Kudos to Rob and the team at Benesch for their partnership, experience, and commitment to the team at EPIC4. We'd recommend Rob and Benesch to any potential client looking for a legal counselor in multi-site healthcare.