



INDUSTRY

Dental/DSO

Benesch's Dental/DSO Industry Team offers comprehensive guidance to individual dentists, dental practices and Dental Support Organizations (DSOs) on every aspect of the dental industry.

We help our clients maximize value while minimizing disruption by leveraging strategic planning, proactive solutions and a deep understanding of the dental industry and its intersecting sectors.

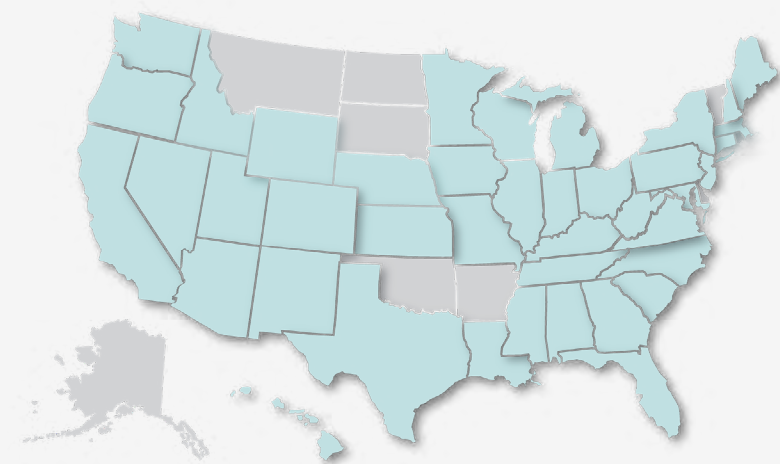
What We Do

- Dental board matters
- Dental lending and investment
- Entity formation
- Fraud and abuse laws
- Formation and operation of DSOs
- Payor reimbursement issues
- Private insurance
- Purchase and sale of dental practices/assets
- Scaling dental business operations

Subspecialties

- Cosmetic dentistry
- Endodontics
- Implantology
- Oral surgery
- Orthodontics
- Pediatric dentistry
- Periodontics
- Pharmacology
- Prosthodontics

Benesch is able to provide dentist/DSO representation in any state. For matters that require local considerations, we engage and coordinate with local counsel. **We have recent experience in the states shaded blue.**



Numbers & Recognition

15

Dedicated attorneys

20+

Years of industry experience

Highlights

We are active members and presenters with the **Association of Dental Support Organizations (ASDO)** and the **American Academy of Dental Group Practice (AADGP)**

Co-Chair Vince Nardone is a **founding member of the kiDDS Foundation**, a nonprofit organization that raises awareness and funds for dental foundations focused on improving children's oral health

Ranked
Nationally

in Healthcare by
Best Law Firms®



Recognized
by Chambers



Representative **Matters**

- ▶ Represented ChildSmiles Group, LLC d/b/a Abra Health Group, a support services organization providing administrative support services to multispecialty dental and pediatric primary care practices in New Jersey and Pennsylvania, in connection with practice acquisitions and regulatory, compliance, labor and employment, and other day-to-day outside general counsel services.
- ▶ Represented a DSO in nine add-on practice acquisitions to continue to grow its regional dental support organization and enhance EBITDA for future capital event. We handled all aspects of structuring, diligence and acquisition execution. Advised on post-closing integration.
- ▶ Represented a senior management/founder team in partnering with a private equity fund to finance a DSO platform where the fund committed in excess of \$30 million of capital to fund acquisitions.
- ▶ Represented a provider of dental practice management services operating in five states in its recapitalization with a private equity fund.
- ▶ Represented a small-business private equity fund in its growth investment in a Northeast Ohio dental partnership organization.
- ▶ Represented a private equity fund on healthcare due diligence and regulatory matters in connection with the potential investments in a dental management company, a worker's compensation program third-party administrator and a TRICARE program payor.
- ▶ Represented a leading dental support organization that provides operational support to a network of dental practices in the acquisition of the company, which has 31 practices in three states under management by Huron Capital Partners, one of the nation's leading middle-market private equity firms.
- ▶ Represented a dental care provider following its \$43 million acquisition by three private equity firms. We served as outside general counsel on the acquisition of offices, employment and real estate matters, and four additional rounds of financing and regulatory matters in 17 states.
- ▶ Represented a DSO in acquisitions of dental practices, in the leasing of related real estate and office space, in the creation of a multistate regulatory compliance manual, in IT procurement agreements including data security and privacy and HIPAA components, in managing its trademark portfolio, and in agreements with an educational institute for practitioners.