

Dental/DSO Industry Newsletter

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Calendar of Events

Dental Leadership Summit

SEPTEMBER 16–18, 2026
Austin, TX

The 2026 Dental Leadership Summit will take place Sept. 16–18 in Austin, Texas, and is aimed at dentist/DSO executives, industry partners, and DSO staff. The agenda includes operations, marketing, technology, financial growth, AI, culture and a “DSO Diagnosis Panel” focused on the state of group practices.

For more information, please click [here](#).

DSO Tech Summit 2026

SEPTEMBER 23–24, 2026
Nashville, TN

The official DSO Tech Summit site says the 2026 theme is “Optimization & Trust” and frames the event around helping DSO leaders move from chasing new tools to getting more value from what they already use. The event materials emphasize technology optimization, platform consolidation, measurable ROI, and trust in AI, automation, cloud platforms, and data decisions. Group Dentistry Now’s companion event listing describes the summit as focused on the next chapter in dental technology leadership and notes that the event is meant to be small and intentionally curated, without the standard trade-show separation between attendees, speakers and vendors.

For more information, please click [here](#).

DEO Revenue Intensive 2026

SEPTEMBER 24–26, 2026
Austin, TX

DEO lists Revenue Intensive 2026 for Sept. 24–26 in Dallas, Texas. The event is for DEO members and targets dental owners and executive leaders, with programming around revenue strategy, peer learning and hands-on training. DEO says its events bring together dental entrepreneurs, group practice owners and executive leaders, including groups from \$1.2 million to \$100 million-plus in revenue, making it relevant to emerging DSOs and multi-location dental groups.

For more information, please click [here](#).

Smile Together 2026

OCTOBER 1–3, 2026
Las Vegas, NV

The industry outline details the upcoming Smile Together conference, taking place at the Las Vegas Convention Center. Aimed at individual dental practices and rapidly expanding mid-market DSOs, the multiday event functions as an organizational growth forum. Educational content emphasizes patient experience workflows, centralized group marketing strategies, system standardizations and provider retention metrics necessary to scale dental operations predictably across multi-office regional networks.

For more information, please click [here](#).

Multi-Site Mastery 2026

OCTOBER 7–9, 2026
Versailles, OH

Industry calendars highlighted the upcoming Multi-Site Mastery 2026 session, an intensive training event tailored specifically for emerging group dental leaders and executive teams. The curriculum emphasizes strategic organizational design, guiding executive teams on how to deliberately scale infrastructure, align regional clinical management, establish repeatable front-office workflows and construct sustainable operational support systems capable of supporting multi-state footprints over the long term.

For more information, please click [here](#).



Please contact us if you would like to post information regarding our upcoming events or if you’d like to guest author an article for this newsletter.

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Key Findings

Consolidation Continues as DSOs Prioritize Operational Strength

Strategic mergers, financial restructuring and AI adoption are reshaping the next phase of growth.

The dental support organization (DSO) sector is experiencing a phase of gradual recovery following a transaction slowdown caused by flat interest rates and persistent inflation. Financial structures have recalibrated due to a higher cost of capital, causing large DSO valuation multiples to compress to **9-10x EBITDA** (down from historical peaks of 13–16x in 2019–2021) and smaller practices to adjust back to traditional **5-6x ranges**. In response, the industry is shifting away from rapid expansion models to prioritize operational excellence, margin improvements and same-store growth.

To sustain long-term growth under these tighter economic conditions, major platforms are executing significant financial restructurings and large-scale consolidations.

Notable developments include:

- **Debt Restructuring:** Dental Care Alliance (DCA) completed a comprehensive recapitalization that reduced its total funded debt by more than \$1.1 billion and injected \$95 million in fresh operational capital.
- **Mega-Mergers:** SGA Dental Partners, Gen4 Dental Partners and Modis Dental Partners officially merged under the unified SGA Dental Partners banner, establishing a national footprint of over 250 locations supporting more than 500 dentists across 26 states.
- **Targeted Acquisitions & De Novo Growth:** Lone Peak Dental Group executed a regional expansion into Georgia and South Carolina by acquiring 11 pediatric and orthodontic practices. Meanwhile, platforms like PDS Health and Heartland Dental expanded their footprints via ground-up "de novo" office openings, launching five and six new offices respectively.

Sources: GroupDentistryNow ("[Cautious Optimism: Navigating the DSO M&A Market in 2026](#)")

GroupDentistryNow ("[SGA, Gen4, and Modis Dental Partners Merge to Form Unified National DSO Platform](#)")

GroupDentistryNow ("[Dental Care Alliance Finalizes Comprehensive Recapitalization to Fund Long-Term Growth](#)")

Group Dentistry Now ("[Lone Peak Dental Group Targets Southeast Expansion with 11-Practice Acquisition](#)")

Becker's Dental Review ("[PDS Health Opened 5 De Novo Offices in June](#)")

Becker's Dental Review ("[Heartland Dental Added 6 De Novo Offices in June](#)")

Key Findings (cont'd)

DSOs Scale AI Across the Entire Patient Journey

Enterprise platforms are connecting diagnostics, clinical documentation and claims management.

A prominent operational trend across the DSO landscape is the widespread deployment of artificial intelligence (AI) to optimize clinical diagnostics, office administration and revenue cycle management. Rather than utilizing isolated, single-point IT solutions, dental groups are shifting toward fully integrated, end-to-end AI ecosystems designed to reduce provider chair time, standardize diagnostics and minimize billing friction.

Key technological milestones and integrations across the sector include:

- **End-to-End Ecosystems:** Dental Care Alliance became the first DSO to deploy a full-suite AI platform (Overjet) across its entire network of 400 affiliated locations and 900 supported dentists. The deployment automates the patient journey using ambient AI for real-time clinical documentation (Overjet Voice), FDA-cleared computer vision for diagnostic x-ray analysis (Iris AI-Native Imaging) and automated insurance code cross-referencing to streamline claims.
- **Native Software Integrations:** Dental AI developer Pearl partnered with dental practice management software provider ClearDent to embed real-time computer vision disease detection software directly into core imaging stacks. This allows practitioners to track bone loss and identify pathologies natively within patient files.
- **Enterprise-Level Optimization:** Industry leadership forums, such as the 2026 DSO Tech Summit and Glidewell's 4th Annual DSO Summit, have shifted their focus toward predictive automation, responsible AI adoption and digital workflows to reduce clinical remake rates and improve multisite governance.

Sources: Dental Care Alliance (["Dental Care Alliance Becomes First DSO to Deploy Overjet AI Across the Entire Patient Journey, From Check-In to Claim"](#))

Business News For Profit (["Pearl and ClearDent Partner to Bring AI Disease Detection Software Online"](#))

GroupDentistryNow (["2026 DSO Tech Summit: Optimization & Trust"](#))

GroupDentistryNow (["Glidewell's 4th Annual DSO Summit 2026"](#))

General Dentistry News

JULY 2, 2026

Colorado Tightens DSO Restrictions While Expanding Hygienist Scope of Practice

The Colorado Dental Board has officially adopted comprehensive new administrative rules under the state's Dental Practice Act Sunset bill (SB25-194), carrying major structural implications for dental practices and dental service organizations (DSOs) operating statewide. Effective June 30, 2026, the updated regulations establish strict compliance limits that explicitly ban DSO practice ownership. In addition to tightening corporate dental oversight, the rules introduce widespread professional scope modifications across dental teams, which include broadening nitrous oxide supervision level requirements, streamlining the bureaucratic processing framework for local anesthesia permits and authorizing certified dental hygienists to independently administer certain vaccines. The Colorado Dental Association is actively advising regional dental teams to review the sweeping regulatory updates to ensure full operational compliance.

Source: DrBicuspid.com

JULY 01, 2026

Federal Student Loan Caps Threaten Orthodontic Workforce Pipeline

Major structural changes to federal student loan programs taking effect on July 1, 2026, are projected to alter how dental students finance advanced specialty training, potentially creating new barriers to entry for the orthodontic profession. The updated Department of Education rules eliminate the Grad PLUS loan program for new borrowers and establish strict lending caps: professional degree students (D.D.S./D.M.D.) face a \$50,000 annual and \$200,000 lifetime limit, while graduate-level students face a \$20,500 annual and \$100,000 lifetime limit. Furthermore, a definitive \$257,500 cumulative lifetime ceiling is now imposed across all undergraduate, graduate and professional borrowing. Because the average orthodontic resident graduates with \$567,000 in student loan debt, federal loans will no longer cover the full cost of tuition and residency training. This funding gap is expected to heavily increase reliance on the private lending market, discourage prospective students from underrepresented backgrounds, delay private practice ownership and disrupt the long-term workforce pipeline. In response, the AAO is pursuing legal and legislative remedies, advocating for federal policy adjustments and promoting state-level debt-repayment models to preserve specialty care access.

Source: American Association of Orthodontists (AAO)

JUNE 29, 2026

Court Order Alters Implementation of New Federal Student Loan Rules

The U.S. District Court for the District of Columbia issued a preliminary stay in consolidated cases (Nos. 26-1780, 26-1941), halting part of the U.S. Department of Education's "Reimagining and Improving Student Education" (RISE) Final Rule. The court order specifically affects how certain doctoral-level professional degree programs are classified for federal student funding. While the broader rule scheduled to take effect on July 1, 2026, remains in place—including the elimination of the Grad PLUS program and the introduction of new annual and aggregate graduate loan limits—the stay temporarily requires the Department to allow institutions to apply the higher professional student loan limits to affected programs instead of the standard graduate loan caps. Concurrently, under the Working Families Tax Cuts Act, the Department announced that educational institutions may set program-level limits for federal student loans starting July 1, 2026, though they are advised to evaluate potential borrower disruptions as the multi-case litigation proceeds through the court system.

Source: Federal Student Aid

General Dentistry News (cont'd)

JUNE 16, 2026

Dental Industry Groups Unite Behind CDC Oral Health Funding Bill

The Organized Dentistry Coalition, a group including the American Dental Association (ADA) and several other national oral health organizations, sent a joint legislative letter to Congress on June 12 expressing unified support for the Promoting Dental Health Act. The proposed federal legislation would reauthorize funding for the Centers for Disease Control and Prevention (CDC) Division of Oral Health for a five-year period. The coalition emphasizes that the federal program underpins vital public health infrastructure, providing the necessary funding and strategies to complement hands-on clinical care and prevent oral disease across local communities, particularly among families and populations experiencing major barriers to accessing traditional dental offices.

Source: ADA News

 DSO Expansion & Consolidation

JULY 03, 2026

Lone Peak Accelerates Southeast Growth with 11-Practice Deal

Lone Peak Dental Group, a prominent pediatric-focused dental support organization, executed a regional expansion strategy by acquiring 11 pediatric dental and orthodontic practices. The multi-office transaction targeted practices established across Georgia and South Carolina, directly expanding Lone Peak's specialized clinical presence in the Southeast corridor. This acquisition highlights an ongoing consolidation trend where specialized pediatric and orthodontic networks command strategic expansion premiums as multi-site DSO platforms look to integrate pediatric care and dental specialties into their regional portfolios.

Source: Group Dentistry Now

JULY 01, 2026

PDS Health Expands National Footprint with Five New Offices

Henderson, Nevada-based PDS Health expanded its national footprint by adding five new de novo practices to its network during the month of June. The organization's latest ground-up expansion strategy spans four different states. The list of newly opened de novo offices includes Mission Viejo Modern Dentistry (Mission Viejo, California); The Dental Office of Renton (Renton, Washington); Dentists of Reseda (Reseda, California); River North Modern Dentistry (Denver, Colorado); and Dentists of First Coast (Middleburg, Florida).

Source: Becker's Dental Review

DSO Expansion & Consolidation (cont'd)

JULY 01, 2026

Heartland Dental Advances Growth Strategy with Six De Novo Launches

Effingham, Illinois-based Heartland Dental accelerated its regional development pipeline by launching six new de novo offices across its nationwide network. The ground-up offices were established across three different states during the month of June. The specific new de novo office locations added to the DSO's platform are Pritchard Road Dental Care (Clayton, North Carolina); Burnt Store Dental Care (Punta Gorda, Florida); Dental Care at Woodside (Aiken, South Carolina); Silver Falls Dental Care (Bradenton, Florida); Dental Care at Center Hill (Lake Mary, Florida); and Arden Woods Dental Care (Greenville, South Carolina).

Source: Becker's Dental Review

JUNE 17, 2026

SGA, Gen4 and Modis Unite to Create 250-Location DSO Platform

In a massive consolidation move, SGA Dental Partners, Gen4 Dental Partners and Modis Dental Partners have officially merged to form a single national dental support organization. Operating completely under the unified SGA Dental Partners banner, the integrated platform establishes a nationwide footprint that encompasses more than 250 clinical locations and supports over 500 dentists spanning 26 states. By pooling their regional geographic strengths and back-office resources, the combined entity aims to leverage an institutionalized scale to streamline operational support, optimize group purchasing and drive market-share expansion across the multistate network.

Source: Group Dentistry Now

JUNE 03, 2026

Dental Care Alliance Cuts Debt by \$1.1 Billion in Major Recapitalization

Dental Care Alliance (DCA) successfully closed a major corporate transaction engineered to fortify its financial foundation and support its ongoing practice consolidation trajectory. The structural recapitalization successfully reduced DCA's total funded debt by more than \$1.1 billion, injected \$95 million in fresh capital directly into the company and extended the platform's debt maturities out to 2031. By optimizing its corporate balance sheet and clearing financial runways, the DSO is positioning its platform to aggressively pursue strategic practice acquisitions, de novo developments and technology investments over the next five years.

Source: Group Dentistry Now

Other DSO News

JULY 06, 2026

Aspen Dental Commits Up to \$100 Million to Community Care Initiatives

Aspen Dental announced a formal five-year philanthropic initiative targeting a goal of up to \$100 million in donated dental treatments and community oral health services. Administered through its historical Healthy Mouth Movement program, the deployment will utilize regional networks, community outreach and clinical resources at the TAG Oral Care Center for Excellence to provide care options to underserved demographics and non-eligible military veterans. As a component of this announcement, the company scheduled its national veteran Day of Service event for November 7, 2026.

Source: Morningstar

JUNE 24, 2026

PDS Health Earns Civic 50 Recognition for Community Impact

PDS Health was designated as an honoree in the 2026 Civic 50 list by Points of Light. The corporate citizenship award evaluates businesses operating in the United States with annual revenues over \$1 billion on their corporate social responsibility, community resource investment, integration of civic programs within business functions and overall social impact policies.

Source: PDS Health

JUNE 16, 2026

ADA Forsyth Institute Adopts Dental-Optimized Epic Platform

The ADA Forsyth Institute reached an agreement to implement PDS Health Technologies' dental-optimized version of the Epic electronic health record (EHR) system at its Forsyth Faculty Associates clinical facility. The specialized health IT platform is intended to integrate medical and dental clinical records into a single patient data profile to enhance data continuity and support research initiatives studying the physiological links between oral health and general health systems.

Source: PDS Health

JUNE 02, 2026

DSO Dealmaking Rebounds as Valuations Reset in 2026

Following a slowdown in transaction volume during 2025 caused by flat interest rates and persistent inflation, the DSO M&A market is entering a phase of gradual recovery. Financial structures and expectations have recalibrated due to a higher cost of capital. Multiples have decreased from their historic 2019–2021 peaks; large DSO multiples have dropped from 13–16x EBITDA to roughly 9–10x EBITDA, while smaller practice multiples have adjusted back to traditional 5–6x ranges from a previous high of 7x. The industry is shifting from a rapid expansion model toward prioritizing operational excellence, margin improvements and same-store growth to balance stagnant insurance reimbursement rates against rising operational costs. Additionally, recapitalization timelines have lengthened, extending past the typical three-to-five-year payout windows expected by doctors who rolled over equity in recent years.

Source: GroupDentistryNow

Private Equity

JUNE 24, 2026

Vitana Secures New Growth Capital to Fuel Pediatric Dental Expansion

Vitana Pediatric & Orthodontic Partners, an exclusive dental partnership organization (DPO) specializing in pediatric dentistry and orthodontics, announced the addition of Saratoga Investment Corp. as a new senior debt financing partner. Saratoga enters the DPO's capital structure alongside Vitana's existing lender, Live Oak Bank. The corporate transaction is structurally designed to expand the organization's overall debt capacity and provide immediate growth capital. Management will deploy the new capital to execute a measured consolidation strategy, funding the acquisition of and partnership with high-volume pediatric dental and orthodontic practices across target regions in the Northeastern and Southern United States.

Source: PR Newswire

Partnerships and Innovations

JUNE 22, 2026

Dental Care Alliance Rolls Out Enterprise AI Across 400 Practices

Dental Care Alliance (DCA) initiated a network-wide deployment of Overjet's full-suite artificial intelligence platform across all 400 affiliated locations and 900 supported dentists. The integration scales AI across three separate business segments simultaneously, marking an end-to-end AI platform implementation in the DSO space rather than a single point solution.

Overjet Voice: Introduces ambient AI documentation directly into the operator to auto-generate chart notes, structure referral letters and track clinical insights in real time, decreasing manual data entry.

Iris AI-Native Imaging: Combines digital X-ray capture with concurrent FDA-cleared AI diagnostic analysis into a single clinical workflow to improve case presentation and diagnostic consistency.

AI Revenue Cycle Management: Automates baseline insurance authorization and claims workflows by cross-referencing patient benefits and code-level coverage ahead of appointments to minimize billing friction and reduce claim rejections.

Source: Dental Care Alliance

JUNE 19, 2026

Pearl and ClearDent Embed AI Diagnostics Into Practice Workflows

Dental AI developer Pearl finalized a technical integration partnership with dental practice management software company ClearDent. The software update embeds Pearl's real-time, FDA-cleared computer vision and clinical AI disease detection features directly into the core imaging software stack. This allows dentists to access color-coded diagnostic graphics, identify pathology and track bone loss natively without needing to navigate outside their primary patient files or upload data to separate applications.

Source: Business News For Profit

Litigation

JULY 01, 2026

Delta Dental of Washington Hit With Antitrust Reimbursement Lawsuit

A proposed antitrust class action lawsuit (Henneberg v. Delta Dental of Washington, No. 26-cv-2185) was filed in federal court against Delta Dental of Washington. The lawsuit accuses the insurer and its affiliated member companies of violating antitrust laws by sharing proprietary data and conspiring to suppress reimbursement rates for participating dental providers at artificially low levels. This regional state-level litigation follows a broader nationwide federal antitrust case where a national class certification request was denied, prompting providers to file concentrated statewide class actions to address regional insurance market dominance and price-fixing concerns.

Source: Becker's Dental Review

JUNE 30, 2026

EU Launches Antitrust Probe Into Align Technology

The European Commission launched a formal antitrust investigation within the medical devices sector to determine whether Align Technology breached EU competition rules. Following a complaint by a competitor, the investigation focuses on whether Align leveraged its market-dominant Invisalign clear aligner brand to effectively force dental professionals to purchase its proprietary iTero intra-oral scanners. Regulators are examining whether Align engaged in "tying" mechanisms, specifically by allegedly refusing to accept standard digital dental scans generated by competing scanner brands if the clinician was attempting to order Invisalign clear aligners for their patients. If proven, the closed-ecosystem practice would constitute an abuse of a dominant position under Article 102 of the Treaty on the Functioning of the European Union.

Source: European Commission

JUNE 30, 2026

Ransomware Attack Exposes Sensitive Data at Park Dental Research

Park Dental Research Corp., a major national manufacturer of dental implants and clinical equipment, formally disclosed a data security incident. The breach originated as a targeted ransomware attack on April 29, 2026, during which the ransomware group "Interlock" exfiltrated roughly 260 gigabytes of internal corporate and partner data. Following a comprehensive forensic assessment, the company confirmed that compromised fields included partner and customer information, internal corporate financial documents, employee bank account routing numbers, passport information, driver's licenses and Social Security numbers. Formal compliance notification letters were issued to state attorneys general and affected business entities in late June 2026.

Source: Claim Depot

Litigation (cont'd)

JUNE 10, 2026

Wave of Cyberattacks Exposes Growing Risks for Dental Organizations

Federal compliance dashboards logged a significant spike in network data breaches targeting regional dental groups and specialized clinics since January 2026. Notable corporate exposures include:

- **Bayside Dental Group:** Officially confirmed that the "Sinobi" ransomware group infiltrated network servers and exfiltrated 580 gigabytes of files, potentially exposing protected health information (PHI), financial codes and Social Security numbers for over 10,216 patients.
- **Bridle Trails Family Dentistry/Verber Dental Group:** These regional multi-office systems disclosed unauthorized access breaches affecting the medical, dental and insurance plan structures of 20,976 and 8,598 patients, respectively.
- **Vendor-Level Email Intercepts:** Regulatory filings also revealed an escalating vector where third-party billing and administrative vendor email systems were compromised, leading to the systemic exposure of downstream data across multiple affiliated dental centers.

Source: The HIPAA Journal

 Staffing

JUNE 30, 2026

ADA Launches Workforce and Practice Trends Briefing Series

ADA's Health Policy Institute launched "HPI Perspectives," a new series covering dental market trends, including workforce shortages, demographic shifts, access-to-care issues and dental practice trends. The June article highlighted the possible long-term impact of new federal student loan borrowing caps on dental education, student diversity, access to care and the future workforce.

Source: ADA News

JUNE 23, 2026

ADA Backs Federal Effort to Strengthen Dental Workforce Pipeline

ADA backed S. 4370, the Primary Care Team Education Centers Act, which would expand educational and clinical training for dental hygienists, dental assistants and other health professionals. ADA said workforce shortages remain a top policy priority and cited recruitment challenges, including that nine out of 10 dentists report difficulty hiring hygienists and assistants.

Source: ADA News

Staffing (cont'd)

JUNE 02, 2026

Federal Programs Expand Dentist Training in Underserved Areas

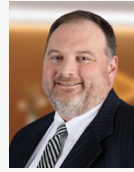
ADA News reported that HRSA-supported Teaching Health Center programs are helping community health centers create dental residency programs to recruit, train and retain dentists in rural and underserved areas. The article frames these programs as workforce pipeline tools, noting that training in community-based settings can influence where dentists ultimately practice.

Source: ADA News

For more information regarding our Dental/DSO Industry Team, or if you would like to contribute to the newsletter, please contact:



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