

Realizing Maximum Business Value Dental Practice Management


McDermott
Will & Emery

The dental practice industry has seen unprecedented consolidation and capital investment in the last 10 years, and yet it continues to be highly fragmented and competitive. State regulators and payors have watched closely to ensure that patient care remains guided by professional judgment and not profit motivations. As investors and operators navigating these marketplace challenges, you need trusted advisors that can broaden your field of vision as you execute your business objectives.

Why McDermott

Over the last three decades, we have actively helped dental service organizations, dentists, private equity sponsors and financial institutions shape the practice management industry. Our clients choose us because we provide innovative, business-oriented legal solutions tailored to the competitive and operational challenges that dental businesses face. With unparalleled experience and industry knowledge, our team is uniquely equipped to help you identify and mitigate risk, uncover new opportunities, and develop winning strategies to maximize long-term value.

Representative Transactions



Dental Care Alliance
STRONGER TOGETHER

Harvest Partners with its investment in **Dental Care Alliance**, a dental practice management company supporting affiliated dental practices throughout the United States

DENTAL PRACTICE



American Dental Partners

American Dental Partners, Inc., a national dental practice management company backed by JLL Partners, with its acquisition of **Q Dental** and several other dental practices throughout the United States

DENTAL PRACTICE



Dimensional Dental
Building Smiles. Enriching Lives.

Waud Capital Partners with its investment in **Dimensional Dental**, a dental practice management company supporting affiliated dental practices along the Eastern seaboard and in the Midwest

DENTAL PRACTICE



DECA
DENTAL GROUP

Blue Sea Capital with its investment in **Deca Dental**, a dental practice management company supporting affiliated dental practices in Texas

DENTAL PRACTICE



SAGE DENTAL

Linden Capital Partners with its investment in **Sage Dental** (f/k/a Gentle Dental), a dental practice management company supporting affiliated dental practices throughout the Southeastern United States


DENTAL PRACTICE



InterDent

H.I.G. Capital with its investment in **InterDent**, a dental practice management company supporting affiliated dental offices throughout the Southwestern United States


DENTAL PRACTICE



SOUTHERN DENTAL ALLIANCE

Pouschine Cook Capital Management, LP in the acquisition and financing of **Southern Dental Alliance**, a multi-specialty dental service organization. Supporting dental practices in several states


DENTAL PRACTICE



ACCESSHEALTH DENTAL

Access Health Ventures, a portfolio company of Palm Tree Capital, with its investment in a **family dental practice** and multiple additional dental practices

DENTAL PRACTICE



united DENTAL PARTNERS

Galera Capital Advisors in its investment in **United Dental Partners, LLC**, a Chicago-based dental services organization providing administrative services to dental practices in Illinois

DENTAL PRACTICE

30+ years

of experience counseling leading clinical practices and investors



Integrated, multi-disciplinary practice with **19 offices** around the globe

100+

dedicated health lawyers



One the largest and most prestigious health practices in the world

Tier 1 rankings

in health care by all of the industry's top legal directories

Selected for a third time as "Health Team of the Year," by *Chambers USA*



Eight consecutive years as the **only nationally ranked Tier 1 health care firm** by *Chambers USA* (2010–2017)

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Our Services

We provide comprehensive legal solutions to support dental practice management investments and operations:

- **PLATFORM STRUCTURING AND GROWTH** | Developing investment structures for dental practice management investments, dental practice acquisitions and *de novo* growth, coupling sophisticated corporate and tax counsel with a deep understanding of the dental industry business requirements, regulatory schemes, payor dynamics, retail consumer demands and other operational considerations
- **CLINICAL COMPENSATION AND INCENTIVE ALIGNMENT** | Structuring innovative compensation arrangements and incentive plans for affiliated clinicians (*e.g.*, equity participation, productivity pools and long-term incentives) with attention to business objectives and applicable tax, employment and regulatory considerations
- **ANCILLARY BUSINESS OPPORTUNITIES** | Counseling on state-by-state regulatory frameworks for marketing plans and promotions, discount dental plans and other ancillary business ventures
- **PRACTICE SALES** | Negotiating sale terms with the industry-specific knowledge to identify and solve for issues that go to value preservation and enable post-closing success
- **COMPLIANCE PLANS AND INFRASTRUCTURE** | Providing state of the art compliance plans and related materials, and guidance on best practices for compliance training and infrastructure
- **REIMBURSEMENT COMPLIANCE AND POLICY** | Guiding you on payor billing, coverage and dental procedure coding and documentation and evaluating of reimbursement trends and related developments that directly affect your bottom line
- **AUDITS AND INVESTIGATIONS** | Defending you in governmental and commercial payor audits, inquiries and investigations regarding utilization, quality of care, patient inducement, credit balances and claim reimbursement

FOR MORE INFORMATION or to schedule a meeting, please contact your McDermott lawyer or **Kevin Miller** (kmliller@mwe.com) or **Kristian Werling** (kwerling@mwe.com).