



Benesch DSO—Q2

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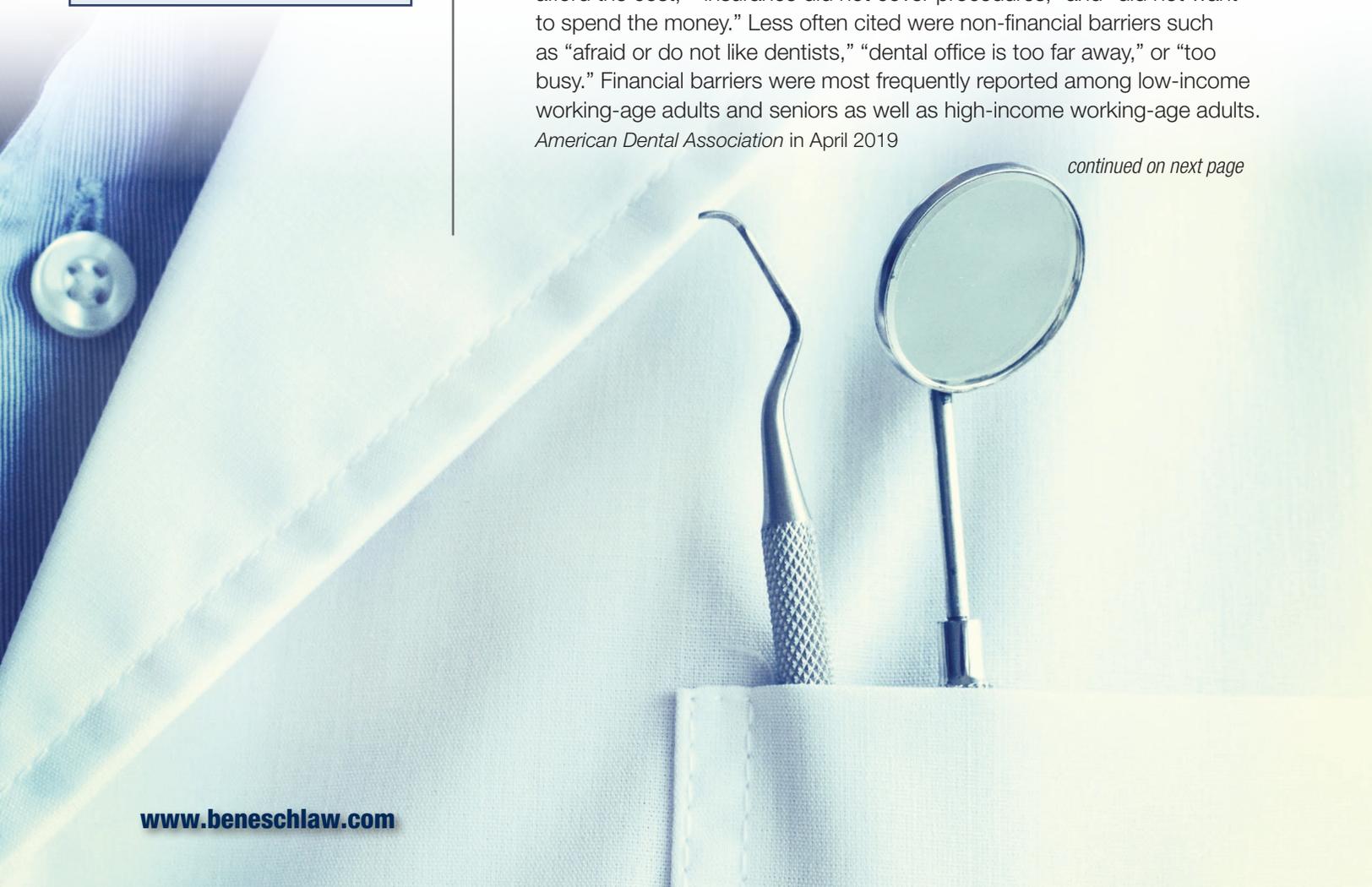
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1. Dental Practice News

[American Dental Association finds financial barriers most often cited for not getting dental care](#)

The American Dental Association's Health Policy Institute published a research brief, [Main Barriers to Getting Needed Dental All Relate to Affordability](#), that finds that during each year from 2013-2016, approximately 15.2% of Americans needed dental care but did not obtain it. The top three barriers cited for accessing care were financial reasons such as "could not afford the cost," "insurance did not cover procedures," and "did not want to spend the money." Less often cited were non-financial barriers such as "afraid or do not like dentists," "dental office is too far away," or "too busy." Financial barriers were most frequently reported among low-income working-age adults and seniors as well as high-income working-age adults. *American Dental Association in April 2019*

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1. Dental Practice News *(continued)*

Michael J. Castro named President, CEO of Delta Dental of California and affiliates

Michael J. Castro has been named President and CEO of Delta Dental of California and its affiliates after serving as acting CEO Delta Dental of California for four months. He previously served as its CFO. Affiliates include Delta Dental of Pennsylvania, Delta Dental of New York, Delta Dental Insurance Company, and the Delta Dental member companies of Delaware, West Virginia and the District of Columbia.

Delta Dental of California on February 26, 2019

Western Dental partners with California Hispanic Chambers of Commerce to offer dental plans

Oral healthcare and orthodontics provider Western Dental & Orthodontics signed an agreement with the California Hispanic Chambers of Commerce (CHCC) to offer the Western Dental Group Plan to their employer membership. CHCC members can enroll their employees in Western Dental's dental plan, and have access to products offered through affiliates of Western Dental, including the EyeMax Vision Plan, as well as hearing and discount prescription plans. CHCC consists of 75 Hispanic Chambers of Commerce representing 25,000 employer members.

Western Dental on April 30, 2019

Western Dental becomes preferred dental provider for NFL Alumni, Southern California Chapter

Western Dental & Orthodontics announced an agreement with the NFL Alumni, Southern California Chapter to serve as a partner on their upcoming events. Western Dental will become the preferred dental provider for all the Chapter's members and provide dental services to NFL alumni players and their families, including orthodontics, dental implants, crowns and restorations, and pediatric dentistry. Western Dental also signed on to be a partner in the NFL Alumni's "Caring for Kids" charity, which raises money and recruits volunteers for youth-related causes.

Western Dental on April 2, 2019

Delta Dental completes \$152M deal with Moda to expand to new, existing markets

Delta Dental of California completed its purchase of a 49.5% stake in Oregon-based Moda Inc. for \$152.4 million. The California Department of Managed Health Care and the Oregon Department of Consumer and Business Services have approved the investment. The companies say the partnership will allow them to expand their capacity to serve existing and new markets. The deal allows Delta Dental to expand into health insurance and allows Moda to expand geographically with a partner that is already in markets all over the country. Delta has nearly 37 million dental plan enrollees across 18 states and territories, but no health plan, while Moda Health has 170,000 commercial health plan members in Oregon.

Delta Dental on February 28, 2019

Delta Dental Foundation replaces retiring executive director

The Delta Dental Foundation named Dr. Holli Seabury, CEO of Ind.-based McMillen Health, as its executive director. She succeeds Teri Battaglieri, who is retiring. The Delta Dental Foundation is the philanthropic sector of Delta Dental of Michigan, Ohio, Indiana and North Carolina.

Delta Dental Foundation on March 14, 2019

Delta Dental of Rhode Island CEO retiring after 27 years

Delta Dental of Rhode Island President and CEO Joseph Nagle will retire on July 1 after 27 years with the dental benefits provider. Delta Dental's Chief Sales Officer Joseph Perroni will succeed in the position.

Providence Journal on March 4, 2019

Delta Dental of California, Philips Oral Health partner to advance oral health and improve outcomes

Delta Dental of California, its affiliates and Philips Oral Healthcare division have established a partnership to conduct research to build integrated insurance and oral hygiene and wellness solutions within a connected ecosystem that includes care at home, care at the dentist and personalized coverage. The organizations are conducting joint research with more than 2,000 people to help inform new offerings for employers and consumers. The partnership's first program, BrushSmart, currently in pilot phase, aims to improve oral health by measuring the connection between sonic brushing technology and oral health, drawing links between behaviors and health outcomes.

Delta Dental of California on March 20, 2019

Sonendo adds three members to its leadership team

Calif.-based dental technology firm Sonendo made the following appointments to its leadership to support its rapid commercial growth;

- Jacqueline Collins, VP, General Counsel, previously served in the same role at Nobel Biocare North America;
- Jane Metcalf, VP of Regulatory Affairs & Quality Assurance; previously served as VP of Regulatory Affairs for Reverse Medical Corporation; and
- Sara Wissmueller, VP of Information Technology, previously served in the same position at Verizon Connect.

Sonendo on March 21, 2019

SmileDirectClub expands marketing leadership team with its first Chief Creative Officer

Tenn.-based SmileDirectClub, a provider of remote invisible aligner therapy, appointed Bruce Henderson as its first Chief Creative Officer (CCO), joining Josh Chapman, Chief Global Brand Officer, and John Sheldon, Chief Marketing Officer on its marketing team. The company says the roles were created to continue driving its brand evolution amid international expansion. Henderson previously worked at brand experience agency Jack Morton Worldwide as Global Chief Creative Officer.

SmileDirectClub on February 12, 2019

Smile Direct Club partners with Shawn Mendes to build confidence, spread positivity

SmileDirectClub, a remote invisible aligner therapy provider, is partnering with singer-songwriter Shawn Mendes to spread the message of the confidence that an amazing smile can bring. A portion of the proceeds resulting from the campaign will be donated to organizations that seek to improve children's health as well as mental and emotional well-being.

SmileDirectClub on February 7, 2019

2. Dental Service Organization News

[American Dental Association infographic details size of DSOs in U.S.](#)

The American Dental Association's Health Policy Institute published an [infographic](#) showing how big DSOs are across the U.S. It finds that 8.8% of dentists were affiliated with DSOs in 2017, up from 7.4% in 2015. By gender, 11.4% of female dentists and 7.3% of male dentists were affiliated with DSOs. By age, 17.9% of dentists aged 21-34 were affiliated with DSOs, compared to 11.3% of those ages 35-49, 4.5% of those ages 50-64 and 3.4% of those older than 65. By specialty, general practices were more likely to be affiliated with DSOs (9%), followed by orthodontics (8.8%), pediatric dentistry (8.5%), oral surgery (7.7%) and endodontics (7.4%). States with the highest proportion of dentists affiliated with DSOs were Arizona (18.4%), Nevada (17.8%), Texas, (15.4%), Indiana (14.6%), Wisconsin (14.6%), Georgia (13.5%) and Florida (13.2%). Alaska, Montana and Wyoming did not have any dentists affiliated with DSOs, according to the ADA. The ADA has also made available for purchase its [2019 Annual Dental Industry Report](#).

American Dental Association in April 2019

[DSO Market Watch launches service to connect dentists who want to transition to DSOs](#)

DSO Market Watch, the publisher of DSO News, launched its [DSO Connection](#) service, which aims to connect transitioning dentists with DSOs seeking acquisitions, allowing selling dentists to avoid the cost of a business broker. The DSO Connection model means selling dentists don't pay anything. The service matches transitioning dentists with DSOs interested in acquiring them or onboarding them for support services.

DSO News on March 19, 2019

[Aspen Dental, Walgreens opens first dental office in Florida store](#)

Walgreens partnered with N.Y.-based DSO Aspen Dental to open its first in-store dental practice in a drugstore in Palatka, Fla. Many of the patients are walk-ins. The practice includes exam rooms, a lobby and hallway. Palatka was chosen because of the lack of dentists in the county.

First Coast News on March 1, 2019

[Aspen Dental opens scheduling center in Arizona, eyes 80 new offices in 2019](#)

N.Y.-based DSO Aspen Dental opened a scheduling center in Chandler, Arizona, that will eventually employ 400 scheduling center agents and team members. The center will serve as the hub for scheduling center operations before expanding to include added practice support functions. Aspen Dental expects the number of calls handled by its scheduling center agents to grow by 15% over the 1.97 million calls received in 2018. Aspen also plans to open 80 new locations in 2019. It [recently opened](#) practices in Texas, Virginia and Illinois.

Aspen Dental on March 28, 2019

[Aspen Dental completes Chicago headquarters for 250 new employees](#)

Construction at Aspen Dental's Midwest headquarters in Chicago is complete. The N.Y.-based DSO will add 250 jobs at its Midwest headquarters, which spans 50,000 square feet. The facility includes a training center for corporate employees as well as virtual training studios.

Re Journals on February 8, 2019

Aspen Dental's chief clinical officer says culture at heart of DSO's success

Dr. Arwinder Judge, chief clinical officer at DSO Aspen Dental, says he's seen the dental group grow with the addition of young and experienced dentists into the largest branded network of dental practices in the U.S., with more than 750 locations in 39 states. He says Aspen opens a new office every four days, and says Aspen's strategy to open offices revolves around building them from the ground up instead of acquiring existing practices. Judge says Aspen plans to add 80 locations in 2019, and its initiatives include a partnership with Align Technology that involves rolling out digital scanning and Invisalign to Aspen Dental offices. Aspen also collaborated with Walgreens to open the first of two planned Aspen Dental at Walgreens locations. Judge points out that dentists are increasingly opting into DSOs, and says Aspen's competitive edge comes from its culture, such as making major investments in its practice support infrastructure, opening a learning and development center in Chicago and opening an Aspen Dental scheduling center in Arizona.

Becker's Dental + DSO Review on April 17, 2019

CORDENTAL Group affiliates with two more St. Louis area practices

CORDENTAL Group, a portfolio company of NMS Capital, has affiliated with two additional practices in the St. Louis, Missouri market - John Monaco, DDS, PC located in South County, and Elizabeth Johnson Burns, DDS, PC in St. Peters. The affiliations means CORDENTAL now supports five affiliated practices in the St. Louis area as it works to achieve "market density within the geographic areas we support" in St. Louis.

CORDENTAL on April 30, 2019

Gary Pickard, Sr. Dir., Government & Industry Affairs, Pacific Dental Services; and

- John Reaves Whitaker, VP, Talent Acquisition & Retention, DentalOne Partners, Inc.

GroupDentistryNow on March 27, 2019

New England Management Services adds five dental practices in Mass., N.H.

[New England Management Services](#) (NEMS) is expanding into the greater Boston region with the addition of five dental practices to its network of practices in New England. The five practices include Cornerstone Dental Group, Dentistry by Design, Great Meadows Dental, Lennon Dental Group and Stiles Family Dentistry, located in Westford, Mass., Andover, Mass., Bedford, Mass., Woburn, Mass. and Salem, N.H., respectively. NEMS was founded in 2015 after partnering with private equity firm The Beekman Group to create a regionally-focused DSO. It now manages a network of 10 dental offices.

New England Management Services on February 21, 2019

2. Dental Service Organization News *(continued)*

Florida's Dental Care Alliance adds clinical expert to leadership team, affiliates with practices in Colo., Fla., N.J.

Fla.-based Dental Care Alliance, a DSO that supports more than 300 affiliated dental practices throughout 18 states, added Dr. Bryan Laskin to its leadership team, responsible for leading clinical innovations, driving continued improvements and affecting meaningful change across the dental service organization's practice network. He joined DCA's network of supported dental offices in late 2018 and founded Operability, which develops dental technologies, including a communication suite and system to reduce anxiety. DCA has also [affiliated](#) with Arkansas Maxillofacial Surgery Center in Little Rock and Bryant, Ark., and [added](#) Colorado Springs Oral Surgery to its network of supported practices in Colorado. Additionally, it [affiliated](#) with Pediatric Dentistry and Orthodontics of Midland Park, N.J.

Dental Care Alliance on February 11, 2019

Heartland Dental surpasses 900 supported dental offices in 2018 following investment from KKR

DSO Heartland Dental said it reached several record-setting milestones in 2018, including reaching more than 900 supported offices, achieving what it says is the largest deployment of digital intra oral scanners in the country, and closing on a majority position investment from KKR. Its network has now grown to approximately 1,400 supported dentists and 11,000 team members. In 2018, it added more than 100 new supported offices between the onboarding of affiliations and openings of newly constructed offices. Heartland Dental supported practices extended their reach into 37 states in 2018 with the addition of supported dental offices in Oregon, North Carolina, and Washington. It also opened a non-clinical support hub in Indianapolis in 2018.

Heartland Dental on February 13, 2019

Heartland Dental affiliates with six locations of Wisconsin's RLJ Dental affiliate

Six Wisconsin-based locations of RLJ Dental have affiliated with Heartland Dental, with offices in Menasha, Appleton, Oshkosh, Green Bay, West Allis, and Neenah. RLJ Dental has 12 separate dental offices, six of which affiliated with Heartland Dental.

Heartland Dental on March 13, 2019

Benevis names Rich Beckman as CEO

Georgia-based DSO Benevis appointed Rich Beckman as CEO. Beckman previously led Great Expressions as its CEO, growing the DSO from supporting 21 dental centers in Michigan into a nationally-branded DSO providing critical support functions to over 300 offices across 10 states. He's also a founding member of the Association of Dental Support Organizations (ADSO). Benevis noted that investment firm Littlejohn & Co. and private equity firm Tailwind Capital led a recapitalization of Benevis in March 2018.

Benevis on April 12, 2019

Dental Whale appoints former Henry Schein VP of Sales Joe Cavaretta as President of Services

Fl.-based Dental Whale, a firm specializing in dental practice support services, appointed [Joe Cavaretta](#) as President of Dental Whale Services. The firm says it signed “an unprecedented number of service-related contracts with more than 1,000 private dental practices throughout North America in 2018.” Cavaretta joins Dental Whale after working for 17 years at Henry Schein, including as its first Director of Sales in the dental division, as Area VP for the company’s Western Area, then Area VP for its Eastern Area.

Dental Whale on February 4, 2019

Southern Connecticut Dental Group affiliates with DSO 42 North Dental

42 North Dental, a DSO formerly known as Gentle Dental Partners that supports in over a dozen practice brands in 61 locations across New England, finalized a partnership with Southern Connecticut Dental Group (SCDG), which operates two multi-specialty dental practices with locations in Ansonia and Southbury, CT. With the addition of SCDG, 42 North Dental now supports 12 offices in Connecticut and 61 dental practices consisting of 17 practice brands throughout New England.

42 North Dental on April 1, 2019

Calif. DSO rolls out new credo, implements scholarship program for employees’ children

Calif.-based DSO West Coast Dental, which has 36 dental care practices across the state, recently unveiled a new company credo: SERV (Service, Excellence, Respect, Value) The credo aims to drive a new culture for patients and employees alike. The DSO is also implementing a scholarship program giving up to \$10,000 in educational scholarships to the children of West Coast Dental employees.

GroupDentistryNow on February 26, 2019

Mid-Atlantic Dental Partners completes migration of 67 Birner Dental offices to Denticon platform

Mid-Atlantic Dental Partners, a DSO powered by [Planet DDS’s](#) Denticon cloud-based enterprise practice management software, completed its acquisition of Birner Dental Management Services, bringing into the fold 67 Birner offices that will continue to do business under the Perfect Teeth brand. Birner officers will remain locally managed out of Denver, Colorado as the base for operations in New Mexico, Colorado, and Arizona. The partnership will see Mid-Atlantic provide needed resources to build and expand Perfect Teeth through investment in technology with the rollout of Denticon cloud-based enterprise practice management software.

Planet DDS on February 21, 2019

Businessman, economist Gary Loveman joins Aspen Dental Management’s board of directors

DSO Aspen Dental Management appointed Dr. Gary Loveman to its board of directors, effective April 2019. In the past, he served as EVP of consumer health and services at Aetna, as CEO of Ceasars Entertainment Corp., and currently serves as Senior Lecturer in Finance at the Harvard Business School. Loveman also serves on the Boards of Boston Children’s Hospital and Seraph Biosciences.

Aspen Dental Management on April 10, 2019

2. Dental Service Organization News *(continued)*

Ascent Dental dentist says DSO to account for 30% of dental practices by 2021

In this blog post, Ascent Dental Solutions' Dr. Kevin Coughlin writes about what he sees is the future of DSOs. He cites a report by global investment banking and asset management company William Blair that finds that DSOs are undergoing extraordinarily rapid growth. The report estimates the largest DSOs are growing their number of practices by about 13-14% annually. It adds that DSOs currently control about 16% of all dental practices in the U.S. and could reach 30% by 2021. Meanwhile, the number of single-owner private dental practices is decreasing by about 7% per year. He calls on dentists to educate themselves on DSOs and to discuss how a DSO might work for them.

Ascent Dental Solutions on February 6, 2021

Detroit's Redwood Dental partners with NexHealth for digital customer experience

NexHealth, a patient experience management platform, partnered with Redwood Dental, which operates 12 offices throughout the suburbs of Detroit. The partnership will allow Redwood patients to book appointments online, text their dentists questions, receive appointment reminders and pay their bills through text.

NexHealth on April 9, 2019

Interdent, The CDI Group launch Gentle Dental membership discount plan

Effective May 1, 2019, Interdent and The CDI Group made available a [Gentle Dental](#) membership discount plan. No other details were made available.

The CDI Group on April 4, 2019

Miss.-based DSO at center of Medicaid fraud suit changes name

Following allegations of Medicaid fraud and misconduct, Mississippi-based DSO Kool Smiles has changed its name to Sunnybrook Dentistry in the state. The dental clinic is in the same location as the former Kool Smiles and has the same dentists. Kool Smiles paid \$23.9 million to settle a federal lawsuit, without admission of guilt, that claimed the DSO committed Medicaid fraud. It's also under investigation after a pediatric patient died under anesthesia at a Kool Smiles in Arizona in 2017.

The Daily Journal on April 3, 2019

NADG adds Massachusetts' Innovate Dental

On LinkedIn, North American Dental Group announced that it has partnered with Innovate Dental, which has three locations in Massachusetts – Leicester, Boylston and Shrewsbury.

NADG on April 30, 2019

NADG adds Georgia's BE Orthodontics

Georgia's BE Orthodontics, which operates two locations in Cobb County, has joined North American Dental Group BE Orthodontics.

NADG on February 28, 2019

Pacific Dental Services recognizes National Volunteer Week, details community efforts

Pacific Dental Services (PDS) celebrated National Volunteer Week (April 7-13) and its theme, “Celebrate Service: An Opportunity to Shine a Light on the People and Causes That Inspire Us to Serve.” PDS says its We Serve department focuses on service-oriented initiatives such as donated dentistry, fundraising drives, and volunteerism. It details its efforts including the Pacific Dental Services Foundation, its support for Smile Generation Serve Day, a nationwide, annual day of service, a partnership with nonprofit organization, KaBOOM!, to build playgrounds in underserved communities.

Pacific Dental Services on April 8, 2019

Texas DSO creates clinical governance board, appoints seven members

Texas-based DSO U.S. Oral Surgery Management has established a clinical governance board and appointed seven dentists and leaders to serve two-year terms. The board will advise the DSO and partner practices on clinical issues that oral and maxillofacial surgeons encounter.

Related:

Oral surgery dental management group adds locations and forms clinical governance board – GroupDentistryNow.com

USOSM on February 26, 2019

Panama’s largest DSO to implement Denticon practice management software by Planet DDS

Calif.-based Planet DDS says it’s implementing its Denticon enterprise practice management software program to Corró Maduro, the largest DSO in Panama. Corró Maduro has seven locations in Panama.

Planet DSS on April 23, 2019

3. Innovation & Future of Dental

NYC-based DSO The Smilist partners with NexHealth on online booking, billing services

NYC-based NexHealth, which automates patient appointments and other tasks for doctors and hospitals, partnered with N.Y.-based DSO The Smilist. The deal will allow The Smilist patients to use NexHealth’s real-time online booking and online billing services. The Smilist supports 21 dental practices throughout New York and New Jersey.

NexHealth on April 2, 2019

Dental membership program provider Ascension Dental rebrands as membersy

Texas-based oral health startup Ascension Dental, which provides dentists with membership programs, is rebranding as [membersy](#), a name intended to capture the company’s growth and innovation around “membership dentistry.” Since 2015, Ascension Dental has provided “advanced membership technology, marketing and administrative solutions for independent, small and large dental group practices.” More than 850 dental practices across 28 states currently have membership programs that are ‘powered by membersy’. The rebranding comes following Ascension’s acquisition of dental consulting firm Enhanced Hygiene.

Membersy on April 2, 2019

3. Innovation & Future of Dental *(continued)*

Dental Whale, Dental Intelligence partner to help dentists grow, acquire, sell their practices

Dental Entrepreneurs, a program from [Dental Whale](#), and [Dental Intelligence](#), which provides dental practices with software to manage and grow their practice, are partnering to help dentists boost profitably, acquire dental practices and create a profitable exit strategy when they're ready to sell their practice. The partnership will provide practices with access to management tools and resources.

Dental Intelligence on March 14, 2019

SmileDirectClub partners with UnitedHealthcare, Aetna to offer members access to clear aligners

SmileDirectClub partnered with UnitedHealthcare and Aetna Dental to offer members access to SmileDirectClub's clear aligners. The [partnership](#) with UnitedHealthcare will give its more than 1.5 million members who have dental plans with orthodontic coverage clear aligners for less than \$1,000 out of pocket. Members can order an impression kit or schedule a 3D digital image at any of SmileDirectClub's more than 235 SmileShops. SmileDirectClub will be added as an in-network provider for Aetna Dental members this summer.

Becker's Dental + DSO Review on April 26, 2019

DentalMarketIQ, Dental Trade Alliance partner to develop national database

DentalMarketIQ, a division of P&R Dental Strategies, entered into an agreement with Dental Trade Alliance to develop and maintain a database of national dental equipment and merchandise sales data. DentalMarketIQ will also use the database to create dental Market Insight Reports and conduct custom insight analyses exclusively for DTA members. DentalMarketIQ expects the first Market Insight Reports will be available later this year.

DentalMarketIQ on January 29, 2019

CVS to open more SmileShops, add SmileDirectClub to Aetna dental plan network

After a successful pilot, SmileDirectClub SmileShops will [launch](#) in hundreds of CVS Pharmacy locations in 2019, more than doubling SmileDirectClub's current physical footprint. Additionally, by early summer 2019, SmileDirectClub will be added as an in-network option for Aetna Dental members.

Related:

CVS to open 'hundreds' of SmileDirect in-store shops - ChainStoreAge

CVS Health on April 25, 2019

Dentulu posing itself like an Uber-like app that brings dentist to patient's home

Dentulu is an upcoming app that aims to allow users to book dental appointments similar to how people order an Uber. The service would send a dentist to the patient's home instead of the patient going to the dentist. The app will be releasing on May 20. Users can also use the app to find their best dental provider match, allow with features to eliminate the patient's 'stress and anxiety.' Dentulu dentists will be equipped with "virtual technology glasses, aromatherapy, and other visual and auditory stimuli to relax patients prior to and during treatment." The service starts at \$299, while partially subsidized oral healthcare may be available for qualifying patients. Clients will be able to book dental cleanings, whitening, and emergency dental services. These emergency house calls include most procedures including "fillings, night guard, dentures, and even extractions." The service will first be available in areas around San Diego, Orange County, and Los Angeles before expanding to areas around the U.S.

Related:

Get dental care from your phone with Dentulu - AppDeveloperMagazine

KnowTechie on April 4, 2019

Heartland Dental founder points to teledentistry as dental differentiator for patient experience

Rick Workman, Founder & Chairman of Heartland Dental, says standing out in an expanding marketplace and streamlining care coordination are the greatest challenges facing DSOs today. Speaking at the 2019 Summit of the Association of Dental Support Organizations (ADSO), Dr. Workman and Brant Herman, Founder & CEO of MouthWatch, identified teledentistry as a game changer for improving dental patients' experiences by streamlining and simplifying care delivery. Herman believes teledentistry will help DSOs by connecting practices to new patients, increasing case acceptance and improving treatment coordination, while improving the overall patient and care team experience. He adds that MouthWatch implemented its TeleDent platform across several care delivery settings.

Heartland Dental on April 26, 2019

Long Island DSO focuses on dental-medical integration through clinical affiliations

New York's ProHEALTH Dental was established in 2016 to better integrate dental and medical care, and its business model is to establish dental offices in clinical partnerships with large healthcare organizations. It co-brands with the medical groups and co-locates when possible. ProHEALTH Dental has a clinical affiliation agreement with ProHEALTH Care Associates, 900-physician group that has over 300 locations, serving over one million active patients in Long Island. ProHEALTH Dental is co-located in one of their buildings where they offer primary care, pediatrics, OBGYN, cardiology, urology, etc. The DSO also has a clinical affiliation with The Mount Sinai Health Systems, and is in the process of expanding in New Jersey through its affiliation with Riverside Medical as well as a large medical group in West Chester County. ProHEALTH Dental has eight locations, two in development, and a goal of 15 by the end of 2019. Their affiliated medical practices are asking patients about their dental history during their medical appointments, which triggers discussion about the importance of oral health.

GroupDentistryNow on March 13, 2019

3. Innovation & Future of Dental *(continued)*

Curve Dental adds business intelligence module to practice management software

Utah-based [Curve Dental](#) released its Curve Business Intelligence module within its Curve Cloud Platform, which offers more than 50 unique views into the financial and operational metrics for dental practices. The module adds 14 Operational Dashboards, providing insights into areas such as Accounts Receivable, Collections, Production and Patient Demographics to their already popular Huddle Dashboards.

Curve Dental on March 28, 2019

Swanky Smiles launches in-house mobile orthodontic program

Swanky Smiles, an Ark.-based mobile concierge orthodontic company serving 110 markets, launched an [in-house orthodontic program](#) available to more than 150,000 dentists. Swanky Smiles has rolled out what it calls the first full-service, concierge, mobile orthodontic practice, allowing for patients to get private appointments at homes or work in mobile orthodontic clinics.

Swanky Smiles on March 21, 2019

AI firm GumGum spins off dental business, to be led by its former CEO

Artificial intelligence company GumGum will spin off its dental division into an independent business entity. Additionally, its founder and CEO, Ophir Tanz, will step down to lead the new dental business, but remain as a strategic adviser to GumGum. COO Phil Schraeder will assume the CEO position. The spinoff will continue to develop AI technologies that serve the dental industry. GumGum will hold an ownership stake in the independent dental entity.

GumGum on April 4, 2019

Life & Specialty Ventures partners with Harvard School of Dental Medicine on initiative to integrate oral, primary healthcare

Life & Specialty Ventures (LSV), an Ark.-based ancillary insurance carrier, helped establish the [Initiative to Integrate Oral Health and Medicine](#) sponsored by the Harvard School of Dental Medicine. This initiative brings together business and academic leaders to share ideas and pursue research on improving health outcomes through integration of oral and primary healthcare. LSV works with its Blue Cross and Blue Shield partners to provide integrated programs, including its Dental4Health and LSV Connected Care programs, which coordinate dental and medical coverage to improve outcomes and reduce costs.

Life & Specialty Ventures on March 28, 2019

Philips to start European pilot for remote dental assessments via Sonicare Teledentistry solution

In Europe, Royal Philips is partnering with dentists to roll out a pilot for remote dental assessments through its Sonicare Teledentistry solution. The Sonicare Teledentistry Solution can provide people with remote dental assessments from licensed dentists, alongside its Sonicare power toothbrush and Sonicare app to help people manage their daily oral care. Users can contact dentists about issues or concerns, and share pictures of their teeth via smartphone. The teledentistry tool aims to enable dentists to provide digital assessments, monitor and coach their customers, and help them to form better routines or recover from a treatment. Philips already launched the solution in the U.S.

Compelo on March 13, 2019

DNTLworks, MouthWatch introduce mobile teledentistry cart

DNTLworks Equipment Corporation, a manufacturer of portable, mobile and self-contained dental systems, and MouthWatch, a provider of intraoral imaging, digital case presentation and teledentistry solutions, are launching a mobile teledentistry cart, TeleDent MobileOp. TeleDent MobileOp have an estimated base price of \$15,000, which includes the DNTLworks cart with locking drawers, MouthWatch intraoral camera and a Windows 10-equipped laptop.

Aegis Dental Network on February 25, 2019

Survey finds one third of patients delay, skip out on payments for dental expenses

A survey by DentalPlans.com finds that nearly half of Americans delay dental and medical treatment due to the costs. It finds that before insurance or deductions the average cost of emergency medical care in is more than \$12,000, of which Americans typically pay 49% out of pocket. The survey also finds it takes patients an average of 2.4 years to pay off their medical or dental expenses, with 34% of patients delaying payments or trying to escape bills altogether, while 25% turn to crowdsourcing and fundraising websites. The top medical worries for Medicare patients include dentures/veneers (#1 at 27%), lost tooth (#5 at 20%), root canal (#6 at 19%), cavity (#7 at 13%), and chipped tooth (#8 at 12%).

StudyFinds on April 19, 2019

Denteractive launches online dental advice service

Calif.-based online teledentistry platform [Denteractive](#) rolled out a service that provides instant live professional responses to dental consumers. The online, 24/7 service allows people to receive advice on dental emergencies, cosmetic concerns and other urgent matters in real time. Dentists and specialists will offer dental consultations, second opinions and advice.

Denteractive on March 5, 2019

AmeriHealth Caritas launches dental care program for individuals with disabilities

AmeriHealth Caritas, a provider of Medicaid managed care and other healthcare solutions operating in 11 states, launched Inclusive Dental, a program designed to address oral healthcare barriers for individuals with disabilities. Inclusive Dental will develop resources and trainings to support providers as well as future dentists through partnerships with professional schools.

AmeriHealth Caritas on April 11, 2019

Kendall Jenner launches dental care company Moon

Kendall Jenner has unveiled a line of dental care products called Moon. Working with Beach House Group, Kendall and Moon creator Shaun Neff collaborated to create dental care products available online via Moon's website. Created with natural ingredients that are vegan and PETA-certified cruelty free, Moon's products will include Activated Charcoal Whitening Toothpaste, Activated Charcoal Whitening Mouth Rinse, Clean Slide Floss, Soft Bristle Toothbrushes and a Kendall Jenner Teeth-Whitening Pen.

Teen Vogue on April 23, 2019

3. Innovation & Future of Dental *(continued)*

P&G launches Oral-B toothbrush with AI

Oral-B unveiled its Genius X brush, which features artificial intelligence technology that combines data from human brushing behaviors to assess individual brushing styles and coach users to encourage better brushing habits. The AI technology tracks where users are brushing in their mouth and offers personalized feedback on the areas that require additional attention. The AI learns day to day about a user's brushing habits. The brush also features a modern travel case for charging.

Procter & Gamble on February 25, 2019

SDM Northcoast improves delivery time for data reports, expanding its dental data network

SDM Northcoast announced improvements to its service offering by reducing the time it takes to produce monthly DPMSS (dental products market share) reports for customers. Historically, the data reports would publish nearly one month after data collection from dental distributors, but new algorithms will allow it to deliver reports five business days after we receive the last dealer sales files. SDM is also working to expand its dental data network and has secured commitments from additional dental distributors, direct sellers, and specialty product providers. It's committed to double the number of data providers in its network to more than 40. It's also revamping its web portal to allow users to view dental market trends and build customized dashboards of information, and will publish a series of research reports on the dental industry.

SDM Northcoast on April 30, 2019

Sleep apnea expert launches online education program to help dentists treat patients with sleep apnea

Sleep apnea expert Dr. Jonathan Greenburg, DDS, inventor of the Zypah mouthpiece and founder of Snore Experts, launched a sleep referral program for dentists to offer patients. Sleep Certified is an online educational program designed to help dentists diagnose and treat who snore and have sleep apnea. The B2B service provides online resources to become certified experts on snoring and sleep apnea, a superior service for patients. Sleep Certified dentists can conveniently consult and treat patients who suffer from snoring and sleep apnea during routine dental checkups.

Zypah on March 18, 2019

4. Private Equity

[Abry Partners invests in New England's Dr. Dental Management to drive growth, expansion](#)

Boston-based private equity firm Abry Partners has completed a strategic investment in Framingham, Mass.-based [Dr. Dental Management](#), a dental management service organization that provides management and administrative services to Dr. Dental-branded offices. Dr. Dental has 44 locations with 250 operatories throughout Massachusetts, Connecticut, New Hampshire and New Jersey. Dr. Dental has 100 active dentists treating over 250,000 patients a year, and the capital infusion from Abry will help it to expand organically by opening new locations and target strategic acquisitions of dental practices and groups throughout the Northeast. The funds will also be used to hire additional management and administration staff, and expand marketing and brand awareness.

Related:

[Dental management service organization plans to expand family-run group with PE investment – GroupDentistryNow.com](#)

Dr Dental Management on March 12, 2019

[The Beekman Group sells dental practice management platform Delaware Valley Management to Sun Capital Partners](#)

Private equity firm [The Beekman Group](#) completed the sale of Delaware Valley Management Holdings, a regional DSO supporting 20 dental practices in in New Jersey and Pennsylvania, to private equity firm Sun Capital Partners. Beekman formed the DSO alongside Louis A. D'Angelo, DMD, as part of a growth capital transaction in 2014 to support Dr. D'Angelo's dental group operating under the name [Simply Beautiful Smiles](#) (SBS). SBS and its affiliated dental offices provide general and multi-specialty dentistry to adults and children. Terms of the private transaction were not disclosed. Sun Capital [says](#) it sees several areas where it can support SMS's growth, including driving local awareness to add new patients, attracting and integrating new practices, and building out the company's infrastructure to support a larger organization.

Related:

[PE plans to leverage its deep operational and financial resources to strengthen and grow a DSO – GroupDentistryNow.com](#)

The Beekman Group, Sun Capital Partners on February 5, 2019

[Blue Scorpion, Sherpa Capital co-invest in \\$40M funding round of dental care company quip](#)

N.Y.-based venture capital firm Blue Scorpion Investments has re-invested in a \$40-million round of financing for dental care startup quip. The financing round was led by Sherpa Capital. The funding will be used to support new product launches as well as the launch of professional care services. The latest round of investment brings quip's total funding to more than \$60 million. BSI secured several high-profile investors for quip, including NBA all-star Baron Davis, Diesel USA CEO Stefano Rosso, actress Rosario Dawson, lead singer of The All-American Rejects Tyson Ritter, Victoria's Secret model Roosmarijn De Kok, Kith founder Ronnie Fieg and fashion magnate Sam Ben-Avraham. BSI also co-created quip's first charitable partnership with Charity Water, an organization fighting to end the water crisis in nations worldwide.

Blue Scorpion Investments on March 12, 2019

4. Private Equity *(continued)*

[SmileDirectClub picks JPMorgan as lead manager for upcoming IPO](#)

SmileDirectClub, a provider of at-home teeth straightening solutions, selected JPMorgan as its lead manager for the startup's upcoming IPO. SmileDirectClub is expected to file the IPO by the end of June, having already raised nearly \$400 million in private funding. By the end of 2019, SmileDirectClub predicts its revenue will top \$1 billion.

Business Insider on March 14, 2019

[Candid raises \\$63M in move to become the Warby Parker of orthodontics](#)

Orthodontics startup Candid, which allows customers to purchase a clear orthodontist-created alignment plan online and what it says is 65% less expensive than traditional braces, has closed a \$63-million funding round with existing investors Greycroft, Bessemer and e.ventures and first-time investors like RiverPark Funds, Blisce and Mousse Partners. Candid now has 275 employees, tens of thousands of customers, ten stores and a network of 50 premium orthodontists. The round brings the company's total funding to nearly \$90 million, and the new cash will be used to grow its team to 550 and open 50 retail locations in 2019. Candid's retail locations, where potential patients can consult with an orthodontist and get fitted for aligners, are located in shopping districts. It has grown revenue at an average of 25% per month, and 90% of customers describe satisfaction with their smiles and discuss Candid every week with their friends and family. Candid also donates \$25 per sale to Smile Train, which provides cleft-palate repair surgery to children in 87 countries.

Forbes on April 16, 2019

[Investors eye DSO, dental startups](#)

Investors are ramping up their investments in DSOs and dental startup companies, pointing to tooth straightening company Candid's \$63.4-million Series B funding round with investors including Greycroft, Bessemer, e.ventures and others, bringing its total cash funding to \$90 million. Candid plans to use the funding to double its workforce from 275 to 550 employees and open another studio, and to develop new products. Currently, Candid operates 13 brick and mortar locations, and aims to have more than 60 locations across the U.S. by the end of 2019. Another startup, SmileDirect, plans to file for an IPO.

TechCrunch on April 9, 2019

[HENRY The Dentist pulls in \\$10M to expand fleet, reach of mobile dental practices](#)

N.J.-based [HENRY The Dentist](#), which brings a mobile dental practice to corporate offices, closed a \$10-million Series A financing round led by Forerunner Ventures. The funding will be used to expand its fleet of mobile dental practices to companies in New Jersey, Pennsylvania, Georgia, New York and additional states across the U.S. It will also go towards accelerating growth of new vehicles to meet the demand from companies and patients for HENRY's services. Existing investors Brand Foundry and Trail Mix Ventures also participated in the financing. HENRY currently services over 70 companies - including ADP, Merck, Vonage, Audible, and CNBC. HENRY's providers are in-network with all major insurance carriers - including Delta Dental, Cigna, Aetna, MetLife, United, Guardian, and Horizon BCBS.

Related:

[As the millennial generation overtakes baby boomers, dental groups adapt with convenient solutions – GroupDentistryNow.com](#)

HENRY The Dentist on March 21, 2019

Private equity firm G Square Healthcare acquires majority stake in UK-based DSO Dental Care Group

In the U.K., G Square Healthcare Private Equity acquired a majority stake in London-based Dental Care Group, a DSO comprised of 21 practices. The DSO provides private dental services and National Health Services. Its new board of directors will be led by G Square operating partner Ted Smith.

PE Hub on April 9, 2019

Gryphon-funded DSO Smile Brands buys Wash.-based Gateway Dental, Fla.-based Hoffman Dental

Smile Brands Inc, a DSO and [portfolio company](#) of Gryphon Investors, acquired Seattle-based Gateway Dental, a provider of general preventative and restorative care, specialty care, cosmetic dentistry and emergency services. Financial terms weren't announced. Smile Brands providing business support services to more than 400 affiliated offices across 17 states. Smile Brands will provide Gateway with full-service administrative support, and existing staff will remain in place and the business will continue to operate under the Gateway Dental brand. Smiles Brands also [partnered](#) with Hoffman Dental in Sarasota, Fla.

Smile Brands on March 18, 2019

Dental Monitoring raises \$50M to accelerate global expansion of AI-based tools, solutions

France-based Dental Monitoring (DM), provider of Artificial Intelligence solutions in dentistry and orthodontics, closed a more than \$50-million funding round led by Vitruvian Partners to accelerate its global expansion. DM aims to help dental professionals offer better care and more convenience with apps and cloud-based tools. The tools allow dental professionals to assess and monitor dental conditions, including orthodontics, in-practice or remotely. DM also aims to improve patient engagement through facilitated communication. It will use the funds to accelerate its development in the U.S. and Asia. Recent product developments include a ScanBox to capture intraoral pictures from monitored patients; a solution to produce an instant and automatic pre-assessment of patients' oral conditions; and a solution to generate simulations of the patient's smile during and after treatment.

Dental Monitoring on March 11, 2019

Dental Management Strategies acquired by Talisker Partners

Middle-market investment banking firm [Transitus Capital](#) served as the financial advisor to Dental Management Strategies as it was acquired by private equity firm [Talisker Partners](#). Texas-based DMS is a practice management group with offices and affiliated companies throughout the state.

Transitus Capital on February 20, 2019

5. Mergers and Acquisitions

[DentaQuest to acquire DCP Holding Company's companies in \\$41.5M deal](#)

Mass.-based DentaQuest entered into a definitive merger agreement with Ohio-based DCP Holding Company, the parent company of [The Dental Care Plus Group](#) (DCPG), a provider of dental and vision insurance to employers and individuals in Ohio, Kentucky and Indiana, under which DentaQuest will acquire the DCPG companies as wholly-owned subsidiaries. DentaQuest previously announced plans to grow through acquisitions and investments, and this acquisition will bring DCPG's dental benefits, which cover 380,000 members and a network of 246,000 provider locations, under the DentaQuest organization. DentaQuest will \$41.5 million, minus transaction expenses, while DCPG will pay a cash dividend to its shareholders estimated at \$8 million. DentaQuest manages dental and vision benefits for more than 27 million Americans and provides direct care to patients through a network of more than 85 oral health centers in five states.

DentaQuest on March 14, 2019

[Startup DSO Revolutionary Dental makes its first acquisition](#)

N.J.-based Revolutionary Dental Management, a startup DSO, completed its first acquisition in the Middlesex County, New Jersey marketplace. Revolutionary was launched as a joint partnership between private equity firm, Lucern Capital Partners, and two dental clinicians, and plans to focus on the New Jersey marketplace. The DSO says it's projecting a strong growth trajectory in the N.J. marketplace, and is seeking individual and group acquisition targets of clinical operators.

Related:

[Highly fragmented New Jersey is prime real estate for a newly launched dental group – GroupDentistryNow.com](#)

Revolutionary Dental on February 13, 2019

[Affordable Care, DDS Dentures + Implant Solutions merge in company majority owned by investment firm](#)

Affordable Care has acquired DDS Dentures + Implant Solutions, solidifying its position as the largest DSO in the U.S. focused on tooth replacement services. The acquisition means Affordable Care will serve as the DSO for Affordable Dentures & Implants and DDS Dentures + Implant Solutions. The combined organization is majority-owned by Berkshire Partners, a Mass.-based investment firm and an existing investor in Affordable Care.

Related:

[Largest tooth replacement DSO solidifies its position – GroupDentistryNow.com](#)

Affordable Care on March 1, 2019

Henry Schein buys dental practice management company Lighthouse 360

Henry Schein acquired Lighthouse 360, a dental practice management and patient communication provider that was formerly a part of Web.com. Lighthouse 360 registered 2018 sales in excess of \$50 million. Henry Schein expects the acquisition will be neutral to its 2019 earnings. The move is part of Henry Schein One, a joint venture between Henry Schein and Internet brands to deliver practice management services to dental practices. Lighthouse 360 provides more than 11,000 practices with web-based tools to help practices save time, reduce no-shows and develop relationships with patients. Financial terms were not disclosed.

Henry Schein on March 18, 2019

Two dental practice management companies merge under name SDM Northcoast

Strategic Data Marketing and Northcoast Data Analytics, two companies with industry data expertise with dental marketing sales and research, have merged under the name SDM Northcoast. Ed Snyder, founder and CEO of Northcoast Data Analytics, will serve as CEO and board member, while Strategic Data Marketing President Paul Seid will serve on the board of directors for the N.J.-based company. Financial terms were not disclosed. The merged company aims to serve as a “one-stop source for all dental marketing, sales, and research data.”

Strategic Data Marketing on February 18, 2019

Valsoft acquires dental practice management software provider XLDent

Valsoft Corp., which specializes in the acquisition and development of vertical market software businesses, acquired XLDent, a dental practice management software developer serving dental practices across the U.S. XLDent’s product line includes software and imaging tools to help dentists and staff improve workflows and productivity. Valsoft will continue to develop XLDent’s practice management system. Financial details of the acquisition were not disclosed.

Valsoft on April 29, 2019

Benco Dental acquires dental supply company Dart Dental

Penn.-based dental product and equipment distributor Benco Dental plans to acquire Conn.-based Dart Dental Supply, a full-service distributor specializing in dental supply and equipment sales. Benco Dental has five distribution centers and three design showrooms. Terms of the acquisition were not disclosed. The move is Benco’s first significant acquisition in the Northeast region in the last several years.

The Citizens’ Voice on April 9, 2019

6. Litigation & Compliance

Owners of Mo.-based All About Smiles found guilty of \$1M Medicaid, tax scheme

A federal jury found the owners of All About Smiles LLC, which operates several dental clinics in Missouri, guilty of a \$1-million scheme to defraud the government by submitting false claims to Medicaid for dentures and other services and payroll tax fraud. Prosecutors alleged that the owners ran several schemes through the dental clinics from 2010 to 2015, mainly to provide dentures and other services to adults who didn't qualify for Medicaid. The owners ran a similar scheme with orthodontic equipment, and also allegedly failed to forward payroll taxes to the Internal Revenue Service.

The Health Law Blog on April 18, 2019.

Washington dentists sue Delta Dental for more transparency, focus on patients

The Washington State Dental Association (WSDA) and three dentists are suing Delta Dental of Washington over calls to improve transparency in its operations and be more patient focused. The plaintiffs allege independent directors of Delta's board have unlawfully rejected bylaw amendments overwhelmingly passed by the organization's member dentists. The bylaws were designed to make Delta's operations more transparent and patient-focused. At a Delta meeting, more than 91% of members present voted to adopt the amendments, the complaint says. Delta's board of directors vetoed 12 of the member-approved amendments, while six amendments would not be implemented and three amendments would be implemented with conditions.

Peninsula Daily News on February 28, 2019

Federal court in Alabama throws out 7 of SmileDirectClub's counts against dental board

A federal court for the Northern District of Alabama dismissed seven of the 11 counts SmileDirectClub brought against the Board of Dental Examiners of Alabama. SmileDirectClub filed the complaints after receiving a cease-and-desist letter from the dental board, which alleges the company of illegally practiced dentistry in Alabama by opening its first location in the state. SmileDirectClub claims the dental board practiced protectionism and discriminated against the company after ruling the company could not practice in the state. Its teledentistry platform allows out-of-state dentists to provide aligner therapy treatments. The board claimed the introduction of SmileDirectClub caused issues of health, safety and the well-being of patients seeking orthodontic care. Four counts were denied in the dental board's motion to dismiss.

Becker's Dental + DSO Review on April 19, 2019

Align Technology to receive \$35M from Straumann in patent dispute settlement

Align Technology and Straumann Group subsidiary ClearCorrect have reached a settlement over patent disputes in the U.S., U.K. and Brazil. The settlement will see Straumann will pay Align \$35 million. The companies have also signed a nonbinding letter of intent for a five-year global development and distribution agreement in which Straumann will distribute 5,000 iTero Element scanners. The companies are also looking to offer iTero users access to Straumann's prosthetic and surgical planning platforms. If they do not enter the development and distribution agreement with 90 days of the settlement effective day, Straumann will pay Align an additional \$16 million.

Align Technology on March 28, 2019

ATDA calls on New Mexico governor for vetoing teledentistry bill

The American Teledentistry Association expressed disappointment in New Mexico Governor Michelle Lujan Grisham's decision to veto state legislation that supports teledentistry. The ATDA says the state is severely underserved in terms of dentists, and claimed the legislation "fell victim to the anti-competitive and clearly protectionist misstatements propagated by the New Mexico State Dental Association and the American Association of Orthodontists." The bill would have expanded access to remote care, utilizing store and forward technology and empowering patients to seek oral care.

American Teledentistry Association on April 5, 2019