



Benesch DSO— February 2018 Recap

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1. Mergers and Acquisitions

Heartland Dental Expands to Washington

Heartland Dental, the largest dental support organization in the country, recently gained its first supported dental office in Washington. This expands the DSO's nationwide footprint to 35 states. Founded in 1997, Heartland Dental currently supports over 1,300 doctors and over 12,000 team members nationwide.

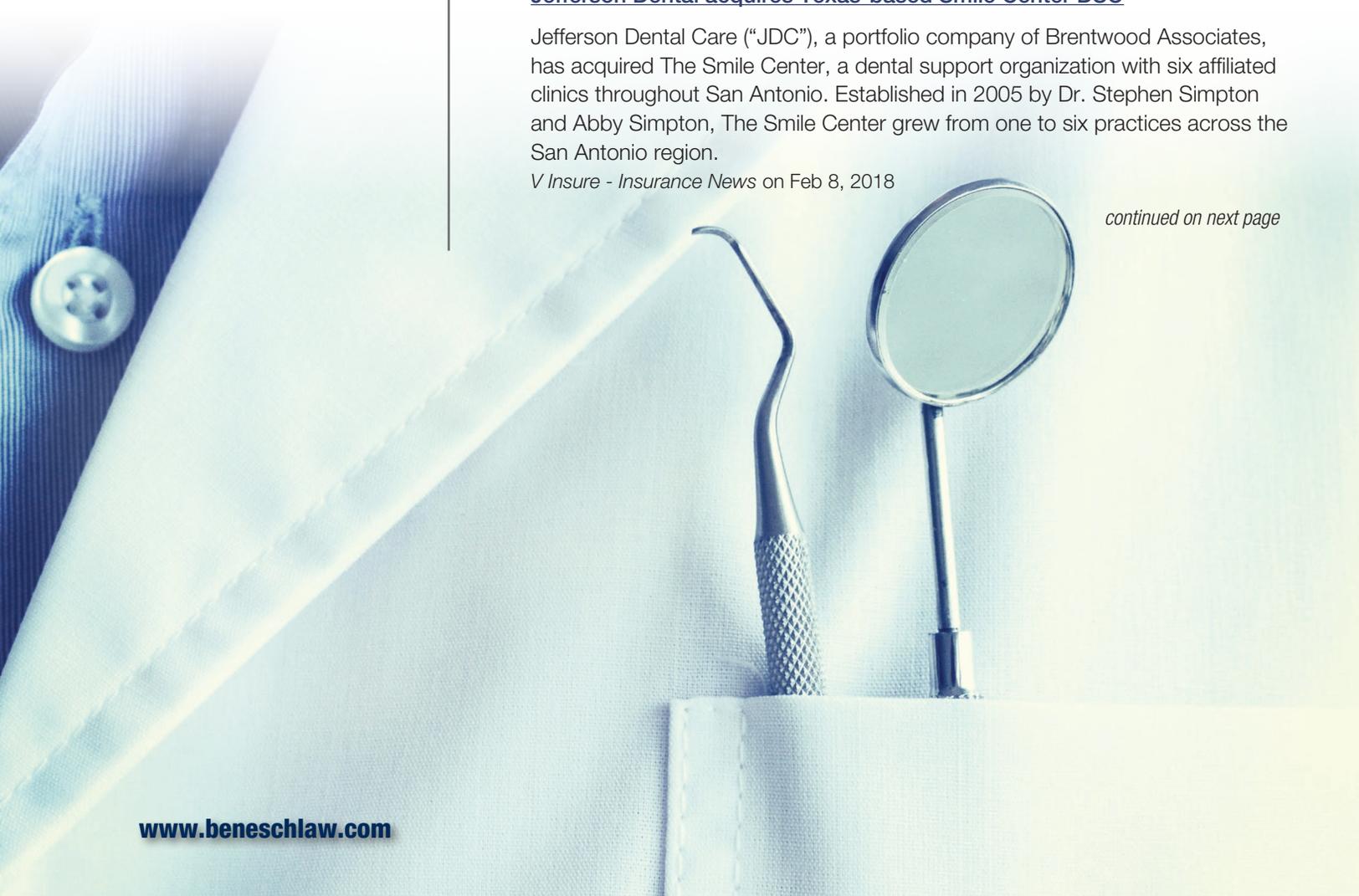
Financial Buzz on Feb 9, 2018

Jefferson Dental acquires Texas-based Smile Center DSO

Jefferson Dental Care ("JDC"), a portfolio company of Brentwood Associates, has acquired The Smile Center, a dental support organization with six affiliated clinics throughout San Antonio. Established in 2005 by Dr. Stephen Simpton and Abby Simpton, The Smile Center grew from one to six practices across the San Antonio region.

V Insure - Insurance News on Feb 8, 2018

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2. Private Equity

[Onsite Dental secures \\$20 million funding](#)

Onsite Dental LLC, a provider of workplace-based dental services, has secured \$20 million in funding. The investor was Norwest Venture Partners. In addition to the funding, Norwest General Partner Dr. Ryan A. Harris, Vice President Ryan McDonald and David Willens, founder and former CEO of Gentle Dental, will join Onsite Dental's board of directors.

PE Hub - US Blog on Feb 12, 2018

3. Litigation

[FTC Sues Dental Products Distributors for Alleged Conspiracy Not to Provide Discounts to a Customer Segment](#)

The Federal Trade Commission [filed a complaint against the nation's three largest dental supply companies](#) – Benco Dental Supply, Henry Schein and Patterson Companies, Inc. – alleging that they violated U.S. antitrust laws by conspiring to refuse to provide discounts to or otherwise serve buying groups representing dental practitioners. These buying groups sought lower prices for dental supplies and equipment on behalf of solo and small-group dental practices seeking to gain discounts by aggregating and leveraging the collective purchasing power and bargaining skills of the individual practices. The complaint also alleges an FTC Act Section 5 violation against Benco, a distributor of dental supplies, equipment, service and technology, for inviting a fourth competing distributor to join the conspiracy.

Federal Trade Commission Competition Press Releases on Feb 12, 2018

4. Regulation

[Arizona Governor Signs Law Tackling Rising Opioid Crisis](#)

Arizona Governor Doug Ducey signed legislation designed to address excess opioid prescribing and add other regulations designed to cut down on addictions and overdose deaths in the state. Dentists and other healthcare providers will be barred from prescribing more than an initial five-day supply of pain medication in most cases. Electronic prescriptions must be used for narcotics by early 2019 in large counties and mid-2019 in smaller counties. Arizona providers should closely monitor the implementation of this law and make sure their prescribing practices remain in compliance.

Reuters on January 26, 2018

[Wisconsin Lawmakers Introduce Dental Therapist Bill](#)

State Rep. Mary Felzkowski, R-Irma, and Sen. David Craig, R-Big Bend recently introduced a bill in the Wisconsin Senate that would recognize a new class of dental services providers, dental therapists. Dental therapists can provide more procedures than dental hygienists or assistants. Dental therapists are currently recognized in Maine, Minnesota, and Vermont. Similar legislation has been introduced in a number of other states over the past year, including Arizona, Ohio, New Mexico, Michigan, Florida, North Dakota and Massachusetts. Supporters of the legislation say that it will increase access to dental care. Opponents argue that therapists are not properly trained or qualified to provide the more advanced dental procedures and pose a risk to patient safety.

[Idaho House Approves Medicaid Dental Coverage](#)

The Idaho legislature is considering a bill to restore adult dental coverage in the state's Medicaid program. Non-emergent dental care was dropped from Idaho's Medicaid program in 2011. It was subsequently restored for children and people with major disabilities in 2013, but other adults receiving Medicaid remained uncovered. The Idaho House approved the legislation on February 12, and it is now under consideration by the Idaho Senate. Idaho Medicaid providers should monitor the bill closely.

5. Future of Dental

Bitcoin and Dental Care

Some dental practices in California and other states have begun accepting bitcoin as a form of payment for dental services. Virtual currencies such as bitcoin have become increasingly accepted form of payment across consumer industries, including healthcare. Practices considering such a move should educate themselves on the risks and benefits of cryptocurrencies.

ADA News on February 5, 2018

Dental Prosthetics Market: Future Market Projections for Forthcoming Years

A recently released study on the global dental prosthetics markets suggests that the market will continue to grow at an average rate of 7.5% annually through 2023, reaching US\$5.88 bn by the end of 2023. Institut Straumann AG, Nobel Biocare Holdings AG, and DENTSPLY International, Inc., the leading providers of dental prosthetics, maintain a global market share of 48.5%, but there an increasing number of regional and local suppliers entering the market. Demand is expected to increase due to increased global utilization of dental services, raises in oral cancer rates and periodontal disease due to diet and lifestyle, among other factors. Dental crowns, the current top grossing product type in dental prosthetics, is expected to continue being the leading segment based on revenue. By 2023, Europe is expected to replace the United States as the leading market for these products.

SB Wire Latest Press Releases on Feb 8, 2018