



Mid-Atlantic Dental Partners Acquires DentalOne Partners

Transaction makes Mid-Atlantic Dental Partners one of the largest DSOs in the U.S.

Plymouth Meeting, PA and Plano, TX – October 21, 2019 – Mid-Atlantic Topco LLC, operating as Mid-Atlantic Dental Partners, a dental support organization (“DSO”) dedicated to improving the delivery of dental services for dentists and their patients and a portfolio company of S.C. Goldman & Company, LLC (“S.C. Goldman”), announced today that it has acquired DentalOne Partners (“DentalOne”) from Dental Investments, LLC.

Under the terms of the agreement, Mid-Atlantic Dental Partners acquired the equity of DentalOne’s operating subsidiaries in an all-cash deal.

Founded in 1981 and headquartered in Plano, Texas, DentalOne is one of the first and largest DSOs nationally with approximately 150 affiliated offices across 13 states and 27 markets. DentalOne’s mission to change the dental space by supporting smart, technologically advanced practices, where doctors are free to focus on patient care without the burdens of running the administrative aspects of their practice, melds perfectly with the approach that has defined the business philosophy of Mid-Atlantic Dental Partners.

Founded in 2016, Mid-Atlantic Dental Partners offers dentists a DSO model that supports dental professionals by providing marketing, financial, practice information and other business services so dentists and other dental professionals can focus on delivering the highest quality care to their patients. In addition, Mid-Atlantic Dental Partners’ supported practices offer associate dentists an opportunity to participate in the financial success of the practices. Over the last three years, Mid-Atlantic Dental Partners has built an exceptional management team with deep dental, operational, and entrepreneurial experience.

The acquisition will increase Mid-Atlantic Dental Partners affiliated offices to more than 240 operating in 18 states.

“This acquisition allows us to further transform Mid-Atlantic Dental Partners into a nationally recognized DSO. We’re proud of the positive impact we’ve made in the dental industry in just three years and look forward to continuing that success with DentalOne Partners,” said Mitchell Goldman, Chief Executive Officer of Mid-Atlantic Dental Partners. “Dentists, hygienists, dental assistants and office staff are the true assets of our supported practices, and we will strive to raise the importance of all dental professionals in improving the overall health care of patients and populations.”

“Today marks an exciting milestone in the ongoing journey of DentalOne. Being part of a larger organization will give us the opportunity to access new resources and accelerate and improve



practice support and initiatives,” David Marks, DentalOne’s CEO, said. “Our goal has and will always be to add value to the practices, and to the clinical teams that provide outstanding patient care every day.”

Houlihan Lokey served as the exclusive financial advisor to DentalOne. Morgan, Lewis & Bockius LLP advised DentalOne in the transaction. Duane Morris LLP and Waller Lansden Dortch & Davis served as legal advisors to Mid-Atlantic Dental Partners. In addition, Pricewaterhouse Coopers, LLP, KPMG LLP and The Berkley Group, LLC served as advisors to Mid-Atlantic Dental Partners on the transaction. Debt financing for the transaction was provided by CRG, L.P.

About Mid-Atlantic Dental Partners

Founded in 2016, Mid-Atlantic Dental Partners is a dental support organization dedicated to improving the delivery of dental care by elevating the importance of dental care in the overall health care of patients and their communities. By providing dentists with financial management, marketing and technology services, Mid-Atlantic Dental Partners alleviates administrative burdens and allows dentists to focus on their patients.

For more information, visit www.mid-atlanticdental.com

About S.C. Goldman & Company, LLC

Founded in 2011, S.C. Goldman & Company is a family partnership which acquires North America-based middle-market companies with leading market positions in healthcare, services, and industrials. The firm’s permanent capital structure allows for efficient decision-making and real-time flexibility to structure transactions. Through partnership with its management teams, S.C. Goldman aims to create long-term partnerships capable of building enduring value, for both shareholders and employees of portfolio companies.

About DentalOne Partners

DentalOne Partners is one of the nation’s largest and most progressive dental support organizations, supporting approximately 150 affiliated dental practices and dentists in 13 states. A pioneering force in the field of dental services management for nearly 40 years, DentalOne Partners works closely with a diverse mix of dedicated dentists, hygienists, dental assistants and office staff to provide outstanding patient care.

For more information, visit www.dentalonepartners.com

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