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Dental industry perspectives and the emergence of dental support organizations

The Dental Services sector continues to exhibit strong growth potential due to a number of key trends including but not limited to shift in favorable demographics which will spur the demand for dental care services; attractive Payor mix dynamics; expansion of Medicaid and the CHIP is an industry tailwind; industry fragmentation which creates an opportunity for consolidation; industry shift towards Dental Support Organizations; merger and acquisitions transactions valuations remain near cyclical highs. The overview of Dental Support Organizations business models executes on various market and growth strategies. Market strategies include being either be nationally or regionally branded or unbranded altogether. Growth strategies include acquisitions and *denovo*.

Biography

Alex A Giannini has founded and served as CEO of several dental groups and DSOs. He was the founder of Comfortable Care Dental Group's initial office in 1989 and part of the Heartland Dental team and growth at the turn of century. He later founded Dynamic Dental Partners Group (DDPG) in 2008. In 2014, DDPG was listed at #14 on the Inc. 5000 list for the fastest-growing private companies in America. He practiced high-end fee for service dentistry in Florida for 9 years, after which time he co-owned and managed dental practices in Florida, Arizona, Virginia, New Jersey, Pennsylvania, and Georgia. In addition, he has been featured as a guest speaker at many Practice Management conferences throughout the nation. He has worked with Institutional, Private Equity, and Family-Office Investors. He has turned around 100's of practice including distressed Dental Groups and DSO. He is also involved in Doctor recruitment, complete business development, marketing, strategic planning as a business analyst to oversee the financial operations including the dental systems, forecasting, budgeting, and goal setting of each individual affiliated office and company. He is currently President of the AAGDP (American Academy of Dental Group Practice) and part of the ADSO too.

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