

Dental Service Organization Growth Strategies

MAXIMIZING THE BENEFITS OF DSO PRACTICE OWNERSHIP

It's still possible to thrive as an independently-owned, solo dental practice. But—like all healthcare markets—the dental market is shifting. Dental Service Organizations (DSOs) are growing, and so are the options for dentist-owned practices. Today, many dentists value owning their own practice, but are frustrated with business details that detract from patient care, like keeping up with regulatory changes, battling payers, and managing practice financials.

Partnering in a DSO can provide relief from many challenges, reducing the resources spent on administrative tasks, and presenting economies of scale previously only enjoyed by large group practices. The varied ownership models of DSOs are presenting dentists at all stages of their careers with new opportunities that didn't exist in generations past, and they're changing how dentists grow their practices. Whether your motivation is fear, curiosity, or opportunity, educating yourself on the impacts of DSOs on the dental market will be an important component of planning your path forward.

Like every business venture, there are trade-offs and risks involved when scaling into a DSO. Ownership structures, contracting, and other legal concerns can present both benefits and pitfalls, and it's important to scrutinize every detail. However, many busy dentists find that they lack the time, energy and market knowledge to accurately weigh their options.

DSO growth solutions

Aprio's National Dental Accounting Practice has extensive advisory experience in the DSO market. Whether you are an aspiring DSO leader or want to partner in an existing DSO, our dental industry experts can work with you to overcome every challenge on your growth path, including:

- Accessing growth capital
- Finding best-fit partners
- Crafting the right deal structure
- Review of equity considerations
- Tax compliance and planning
- CFO services
- Ongoing business advisory & financial services
- ...and more

Beginning with the letter of intent, through due diligence, deal development, closing and beyond, our full menu of services provided by our dental niche team give dental entrepreneurs the best chances of success and sustainable, profitable growth.

Let Aprio be your DSO solution partner

The DSO space is complex. Each organization is different, and you must carefully analyze a group's structure, business plan, operations, and culture to determine if there is a good fit for you and your practice. Whether partnering in a particular DSO—or building one—is the right choice for you depends on your professional, personal and financial goals.

For more information on Aprio's National Dental Practice, contact:



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About Aprio

Since 1952, clients throughout the U.S. and across more than 40 countries have trusted Aprio for guidance on how to achieve what's next. As a premier, CPA-led professional services firm, Aprio delivers advisory, assurance, tax and private client services to build value, drive growth, manage risk and protect wealth. With proven expertise and genuine care, Aprio serves individuals and businesses, from promising startups to market leaders alike.

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