



**Together**  
DENTAL

Ready to sell  
your dental  
practice?

Together we can make  
*great things* happen.

Deciding the time is right to sell your dental practice is the first step. The next step is selecting the right buyer for you, your staff and your patients. The choice comes down to relationships and a feeling that 'yes, these are people I would love to work with'.

Together Dental are committed to developing mutually rewarding relationships based on respect, understanding and a willingness to work together to achieve our shared goals.

While we are a successful group business, we focus on empowering every individual practice. We appreciate that there is not a one stop solution for each practice, and by respecting what works locally, encouraging team feedback and respecting individuality we can help grow each practice individually.

If you are ready to free yourself from the administrative demands of your practice and enjoy greater professional freedom, let's put our heads together to create a brighter future.



Sanjay Shah  
Chief Executive Officer

## The Together Dental story

There is a reason why we are one of the most exciting, high growth dental businesses in the UK.

We consider our group to be a family and each person who works within it is treated with care and respect.

Together Dental was founded by three dentists with a passion for health care and an innate desire to serve local communities. Snehal Radia, Parish Vaid and Sanjay Shah began their vision in April 2010 with their first practice, Clacton Dental Care. They vowed to create a flagship practice for the local community. Their dedication, drive and commitment was relentless.

The practice was converted and refurbished to a six surgery practice. Sanjay worked at the practice six days a week, seeing patients and managing the business. He also moved to a small flat in the local area to ensure the success of this practice. Today the practice boasts eight surgeries and continues to provide oral healthcare to the local community including Oral Surgery Services, Implants, Sedation, Facial Aesthetics, Hypnosis, Teeth Whitening, Short-term Orthodontics and many other popular treatments.

The group has gone from strength to strength but the dedication to patient care is always the guiding principle in everything we do. Working together for our staff, patients and local community.

Our ethos is to provide affordable high-quality dental care for all. As our team and dentists are freed up to concentrate on what they do best, caring for the patient. Through large scale investment in our practices we believe in giving our teams the best tools to provide the best possible service and treatments for our patients, while ensuring they retain their autonomy. We are quick to react and respect the individuality of our practice's, team's and patient's needs.

Our aspirations are high and in joining us, you join a family dedicated to a world-class patient journey from start to finish; always listening and always learning. Together Dental began as The Dental Care Group in Essex, Norfolk and Suffolk, and now has practices all over the UK. We are expanding all the time. If you would like to join our Together Dental family, we would love to hear from you.



## A company backed by professional Healthcare investors

Together Dental is backed by private equity partner G Square; an investor who only invests in high quality healthcare companies enabling them to make the significant investments to improve their businesses.

G Square is unique in that it is a financial institution led by medical professionals who truly understand the link between high quality patient care leading to profits making them the perfect partner for Together Dental.

G Square have committed significant capital to Together Dental to acquire high quality practices nationwide.

“ G Square is unique in that it is a financial institution led by medical professionals who truly understand the link between high quality patient care leading to profits making them the perfect partner for Together Dental..

## What we stand for

Our clinically led group enables our teams to provide refreshing dentistry to improve our patient's oral health, well-being, self-confidence & ultimately their lives.

Together we continuously strive to enhance the patient journey in every aspect, always exceeding expectations, while supporting the individual needs of our practices.

We create great practice environments where everyone can grow and prosper.

Visit our website to find out more from CEO, Sanjay Shah.



“  
We instil trust  
in our teams  
and patients.”

## Our culture and values

### Educate

We educate our patients empowering them to make informed decisions about their oral health. There is a sense of energy and purpose behind everything we do.

### Support

We support each other, providing outstanding service to practices and our dentists.

### Trust

We instil trust in our teams and patients via our empathetic and supportive approach. We respect and support the individuality of every practice.

## Why sell your practice?

### Administration

Easing the administrative burden. Let us help you with staff management and paperwork.

### Support

Let us help you with support office functions such as compliance, finance and marketing.

### Career

Better career development for your associates and team.

### Equity

Equity release and a path to retirement.

### Balance

Achieve a better work life balance.

“Our ethos is to provide affordable high-quality dental care for all. As our team and dentists are freed up to concentrate on what they do best, caring for the patient and providing excellent dental care.”

## Our Practices

Our practices have some of the most sophisticated technology that you will ever find in a family dental practice and this coupled with our excellent clinical care ensures we can meet all our patients oral health needs.

Our practices are set up with the very latest in cosmetic dentistry treatments, including Invisalign, 3D Itero scanning, CBCT and digital scanners. Through our extensive investments in our practice equipment and learning, training and education we want to ensure that our team constantly have the tools available to them to become leaders in their field and for our practices to be some of the best in the country.

All of our team – that's dentists, technicians, administration and management teams – benefit from our ongoing training and development programme. This ensures that our patients continue to receive the very best experience at the dentist they will ever have whether that is private or NHS.



## Taking good care of your practice

At Together Dental we appreciate that selling your practice is a big decision. We are always asked the question - how we will continue to support my practice team, my associates and care for my patients?

We understand you have great loyalty and a reputation in the local community and we commit to carry on your outstanding commitment to patient and colleague care.

### Your team

We appreciate that the practice is only as good as the team, and that's why our top priority will always be integrating the team into our Together Dental family. We will ensure that they feel part of the Together Dental Team offering a wide range of support and training.

### Mentorship

We offer mentorship and training, allowing them to develop their careers.

Though they are part of the Together Dental family we still encourage and allow autonomy allowing them to develop and progress in-line with their career plans.

### Your associates

We provide our dentists with wide ranging support and will ensure the practice runs smoothly to ensure they can carry on doing what they do best, care for their patients.

### Your patients

And very importantly your patients.

Patient care is at the heart of everything that we do and we always strive to provide the best care we can. Our training, development and investment in the latest technology means we can offer the best care available.



## We can make the process easy for you

Deciding the time is right to sell your dental practice is the first step. The next step is selecting the right buyer for you, your staff and your patients. The choice comes down to relationships and a feeling that 'Yes, these are people I would love to work with'.

Together Dental are committed to developing mutually rewarding relationships based on respect, understanding and a willingness to work together to achieve our shared goals.

If you are ready to free yourself from the administrative demands of your practice and enjoy greater professional freedom, let's put our heads together to create a brighter future.

“ Our feedback is carefully and professionally monitored and we cherish our consistent 5-star reviews. Your practice will be in good hands!

“ The choice comes down to relationships and a feeling that 'Yes, these are people I would love to work with'.



## What it's like to work with us

At Together Dental we recognise that the high calibre of our dentists and clinical teams has played a key role in our success as one of the fastest growing dental groups in the UK. We value the trust our dentists' place in us when they join our team and are committed to equipping them to enjoy a satisfying and rewarding career with Together Dental.

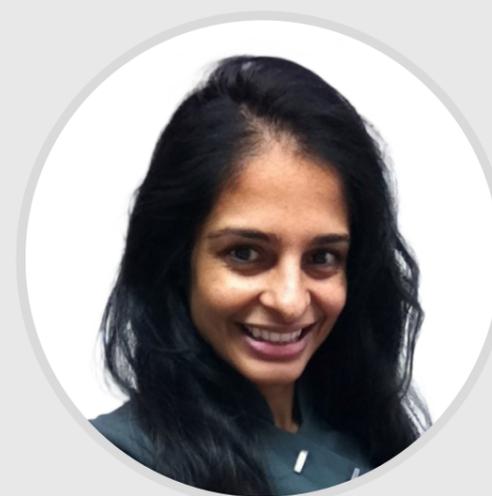
In addition to attractive income potential, we offer flexible working, on-going learning opportunities, mentoring, high-quality equipment and materials and outstanding local and central support.



### Dr Adam Hussein

After finishing his studies, Adam is helping patients while continuing to learn and decide which specialisms he wants to focus on. "After university I moved to London to fulfil a lifelong ambition of living and working in the capital... Together Dental is like a hub of courses, education, lots of talent, and people to speak to. It's a mixture of people in healthy competition but also a sense of sharing resources and bringing the best out in each other, especially bringing junior dentists through... You learn more in your first six months at Together Dental, than you do in five years of university."

“ I made the right decision choosing Together Dental. Sanjay Shah, CEO, and Mayur Pandya, Chief Clinical Officer, made things so smooth in any transitions and practice upgrades that we have gone through. It's a testament to their values and ways of working that we have such a supportive and constructive atmosphere throughout



### Dr Aditi Patel

Aditi grew up in Eastbourne, Sussex and has been part of the Together Dental family for 14 years. "I reached a point where I wanted to come back into general practice ... I made the right decision choosing Together Dental. Sanjay Shah, CEO, and Mayur Pandya, Chief Clinical Officer, made things so smooth in any transitions and practice upgrades that we have gone through. It's a testament to their values and ways of working that we have such a supportive and constructive atmosphere throughout... You don't always get business owners like that really. I feel like they are my dental family."



### Dr Jay Tanna

Jay works in London and Essex, having worked in multiple practices across the group since joining in 2014. Jay spent his childhood dreaming about working as a dentist and his sister persuaded him to train.

"Throughout my time at Together Dental I have received an unprecedented amount of training as a Junior Dentist. They have taken very good care of me and I have gained a lot of experience in a short amount of time. The business is set up to share resources and knowledge, the team is broad so we share best practice, asking for advice and second opinions with other dentists within the group."



Our clinically led team are here to support you. We are run by dentists for dentists.

All our senior management team have spent their careers in dentistry and healthcare, they are dedicated to supporting our dental practices.

## We offer:

### HR and recruitment support

Our dedicated team will manage your practice teams, helping to recruit for vacancies and retain staff through training and development. They will be on hand to support the team at all times, helping them to grow and develop through our continuous improvement culture.

### Finance

The expert finance team will run your monthly payroll and manage your purchase ledger. Accounts are prepared and management information provided in a timely manner to ensure you are always up-to-date with any finance queries.

### Marketing

We run a professional website where your practice will be fully marketed, the expert team manage your marketing and social media channels and campaigns. We provide leads for private treatments and support specialist events to encourage new leads. The team work with your practice to deliver on your specific needs and business goals.

### Procurement

Our dedicated team can get you great deals on your favourite dental brands. Our aim is to make your life easier, shoulder the burden and give you a better quality of life.

### IT support

Our IT Support team are always on hand to fix IT issues and recommend how your practice IT infrastructure should work. We also can help with telephony and ensuring your infrastructure always works smoothly.

### Clinical and regulation

Our specialist team can provide expert advice on health, safety and regulations. We support the clinical team with CQC inspections, ensuring we maintain our 100% pass rate and provide excellent clinical care for all of our valued patients.

### Working with the NHS

We work effectively with NHS commissioners to manage your NHS contract where applicable.

“

Our aim is to make your life easier, shoulder the burden and give you a better quality of life.



“ We pride ourselves on working closely with our vendors. We recognize how important they are to the success of the practice and integration into the Together Dental family. You have built up great relationships with colleagues and with your loyal patients. Our aim is to always embrace and build on this goodwill and reputation.

## Read our case studies

There's a lot to consider when you decide to sell your practice. It's a chance to enjoy your remaining career doing what you enjoy most, seeing patients. It's a chance to leave the management and administrative burden to someone else.

Our team is managed by dentists for dentists, you will be safe in the knowledge that your team will be well supported and developed. We pride ourselves on working closely with our vendors. We recognise how important they are to the success of the practice and integration into the Together Dental family. You have built up great relationships with colleagues and with your loyal patients. Our aim is to always embrace and build on this goodwill and reputation.

We are different as we believe it's important to support the individual and not be corporate – we support you.

Don't take our word for it, read what our dentists have to say about the acquisition process and working with the Together Dental team.



### Alan Broom

I have a long background in dentistry and over the years grew my Billericay practice. I never wanted to be a businessman, working with patients is where my passion is. As the business grew, less time was spent with patients and more time was spent running the business. And like many people who run businesses, it was stressful.

It only took two meetings for me to make my decision to sell. Simon Knighton was my main contact and he was fantastic. I had never dealt with solicitors before so to have Simon at the other end of the phone to answer any questions, made the process run smoothly. I now receive the support that I need from my staff team in practice, to Sanjay, and our Area Manager.



### Stratos Efstratiou

The reasons I sold to Together Dental were because I wanted to ensure that all my dentists, nurses and receptionists would be secure and looked after. I also wanted the ethos of the practice to be maintained so that I would be comfortable working in a familiar environment and culture.

It was important to me that the new owners saw value and potential in the practice and would be keen to invest and take the practice to the next level, rather than improving profits through cost-cutting and redundancies.

Since the sale we still have the original team and I am really happy I chose Together Dental.



### Resh Diu

Having emotionally invested most of my professional career into establishing Oradi Dental as the leading dental brand in Northamptonshire, I have been looking to grow what my team and I have already achieved, and it felt right when I recognised the ethos of Together Dental. There were many very attractive financial offers from others, but for me it was about ensuring that whoever I chose to partner with would support and continue to develop and grow my team and our loyal patients.

Together Dental's aspirations in providing a reputable service and their approach to education aligned with mine and the partnership materialised. Together we will improve the oral health of many, whilst creating opportunities for like-minded individuals.

## Selling your dental practice to Together Dental is more than a business transaction, it is a meeting of minds

- We are a clinically-led group run by dentists
- Our primary focus is on high quality patient care
- We offer flexible, bespoke terms
- Your team will be looked after. We care about our people and believe firmly that they are the key to our success
- We invest in our team and our practices
- All of our practices become part of our family and, like family, we treat them with respect, courtesy and consideration



## For more information



To discuss the benefits of selling your practice to Together Dental contact:

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**Watch our  
Video!**