

# WHY SHOULD YOU PARTNER WITH FRUITION?

Multi Site Healthcare | Dental



## We Know Dental

- Domain expertise with a **current investment** in the dental sector with knowledge of both GP and specialty-based business models and related growth strategies
- Seeking **add-on** acquisitions with greater than \$500k of EBITDA for Divergent, (exclusively in Florida)
- Evaluating **new platform** opportunities across the United States with a particular emphasis in the Southeast and Rocky Mountains
- Platform investments with greater than \$2mm of EBITDA are preferred
- Emphasis on both organic growth and non-organic expansion through add-on acquisitions

## Divergent – Closed June 2020 – Actively Acquiring

Management team has over 30+ years in the dental sector having successfully integrated scaled and sold practices with an emphasis on adding value to our dentist partners through:

- Recruiting, hiring and retaining new dentists (GP and specialty)
- Enhanced hygiene / dental assistant training to ensure highest standards of care per the ADA and best in class patient experiences
- Build-out technological capabilities like cone-beam CT scanners
- Handle back-office administrative functions such as accounting, supplies, front-office training, KPI tracking, monthly financial reporting, HR, etc
- Add-on acquisition sourcing, execution, and integration
- Implementing SaaS-based sales and marketing technologies



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