

Sitwell Dental Acquired by SALT Dental Partners

ABOUT US

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle market clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.



has been acquired by



Process & Overview

Sitwell Dental, a respected family dental provider with a strong reputation for clinical excellence and personalized care, engaged FOCUS Investment Banking as its exclusive advisor in seeking a strategic partner to support its continued growth. The goal of the transaction was to identify a partner that shared Sitwell's patient-first philosophy while bringing the resources and infrastructure necessary to accelerate growth.

FOCUS's Healthcare Team, led by Managing Directors Eric Yetter and Andy Snyder, developed and executed a targeted transaction strategy tailored to the unique strengths and opportunities of Sitwell Dental. They successfully guided Sitwell through a structured and competitive process, ultimately leading to a partnership with SALT Dental Partners, a leading dental support organization making its first expansion into New York State.

"Starting with the right team and a strong plan of action made a tremendous difference when selling our dental practice. Our advisors at FOCUS dug deeply to uncover the full value of our practice and then created a structured, competitive bidding process among PE-backed DSOs. We had several strong offers which allowed us to pick the best partner for our providers and staff. Eric and Andy were knowledgeable and responsive throughout the process, which went smoothly from kick-off to closing."

John O'Brien, Founder, Sitwell Dental

Transaction Results

- **Successful Partnership:** Sitwell Dental partnered with SALT Dental Partners, marking SALT's entry into New York State and positioning Sitwell for accelerated growth under a supportive and aligned ownership structure.
- **Strong Market Response:** FOCUS's competitive process generated multiple compelling offers, allowing Sitwell to select a partner that best met the practice's strategic, operational, and cultural criteria.
- **Win-Win Outcome:** Both parties emerged with a strong foundation for future success—Sitwell gains the backing of an experienced, growth-focused DSO, while SALT expands its national footprint with a high-performing, values-aligned partner.

To Learn More, Contact:

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