



## **Local Services corporate partner interest list**

<https://www.bda.org/learning/bse-useful-information/speaker-and-corporate-partner-interest-lists/>

Below you will find details of corporate partners who have shown an interest in working more closely with the BDAs Branches and Sections network as exhibitors, sponsors and/or speakers. The list details information about each company, how they would like to work with you, regions of the country they can cover and any topics they could speak on. If you would like to work with any of the corporate partners on this list for your future events, please contact them directly.

### **Aerona**

AeronaDental became one of the first commercially available Practice Management Solutions to be purpose-built as a fully Cloud-based product. Aerona offers unprecedented access for customers from any device, and strips out hardware costs, user backup requirements and upfront licensing costs to deliver the most technologically advanced, secure and easy to use practice management solutions to over 6000 users in our UK home market, and across Europe and South America. We have been innovating in the dental market for almost 20 years and continue to drive change and growth in the sector.

#### **Interested in:**

Exhibiting

#### **Regions of interest:**

England, Wales and Scotland

#### **Contact details:**

Bill Starkie  
02871 922 182  
bill.starkie@aerona.com

### **Blue Sky People**

Blue Sky People is a leading dental recruitment agency, specialising in recruiting dentists in the UK, British Overseas Territories, Australia and New Zealand. Our team has a wealth of recruitment experience in the dental sector with access to many job opportunities that are not publicly advertised elsewhere. Our friendly consultants have many years' experience, with some of our dentists coming back to us years later as practice owners - recruiting for their own dental business.

#### **Regions of interest:**

South West, North East and Eastern regions

#### **Contact details:**

Paul Holborn  
01491 845 511  
paul@blueskypeople.co.uk

### **Brush-Baby**

Brush-Baby offers information, education and gum and toothcare products for babies, toddlers and children aged from new-born to six years of age.

Products are specifically designed for a child's differing needs, manual dexterity and behaviours. Appropriate-sized toothbrush heads for little mouths and easi-grip handles for child and parent to use. Gently-flavoured, non-foaming

and paraben-free toothpaste formulations for delicate taste buds with soothing Camomile, and Xylitol to neutralise bacteria.

Brush-Baby products are widely available to the consumer via leading supermarkets and dental surgeries.

**Interested in:**

Primarily interesting in Exhibiting or Speaking - founder and MD Dominique Tillen would undertake any speaking opportunities

**Regions of interest:**

Preferably regional – South, London and Home Counties, South West but open to other regions

**Speaking topics:**

- Oral health welfare in children aged 0- 6 years of age
- The use of Xylitol in Toothpastes and DentalWipes
- The importance of looking after a child's oral healthy from birth
- Why teething should be problem-free if gums are kept clean as much as possible.

**Contact details:**

Marian Greally  
0345 520 2229  
marian@brushbaby.co.uk

**Bupa Dental Care**

Bupa Dental Care is the largest provider of private dentistry in the UK and second largest provider of NHS services with a network of 470 practices across the UK and Ireland. Our ongoing growth means we're looking for more talented practice owners and clinicians to join our successful network of practices delivering the best patient care. Our network comprises of fully private practices, specialist practices, predominately NHS practices as well as Dental Laboratories.

**Interested in:**

Sponsorship / Exhibiting

**Regions of interest:**

Nationwide – in particular South West region – including Exeter, Gloucester and Bristol areas

**Contact details:**

George Bradford, Regional Resourcing Business Partner (moved on now based in Bupa, Australia)  
07841 341 005  
george.bradford@bupadentalcare.co.uk

**Cavendish Imaging**

Cavendish Imaging provides a specialist dental and medical imaging service in London Harley Street, Finchley, New Malden, Birmingham and Oxford. From the complexities of CBCT to the conventionalities of 2D radiography, our high-tech and state-of-the-art facilities mean we are well equipped to deliver on your scanning requirements.

As part of our service we provide dental implant planning, scan reporting, anatomical model making, 3D surface scanning and a range of technological services including support for software applications.

As an independent company we aim to be a seamless addition to your own process of dental diagnosis or continued treatment planning. Our simple referral and feedback format allows you to consider us as an extension of your own service.

**Interested in:**

Exhibiting and Sponsoring

**Regions of interest:**

Areas associated with our scanning centre locations

**Speaking topics:**

CBCT Dental Imaging  
CBCT Imaging and Endodontics  
CBCT Imaging and Radiation  
CBCT Interpretation – Artefacts on CBCT Image

**Contact details:**

Charles Lewis, Business Development Manager  
07827 446 696  
charles@cavendishimaging.com

**Charles Derby Dental and Medical**

We are a specialist team of Financial Consultants employed by Charles Derby who are dedicated to provide a full range of financial planning, tailored to Dental and Medical Professionals like you. In particular our team has built up an in-depth knowledge of the NHS pension and understands the career paths of Dentists and Locums, whilst also having developed extensive knowledge of their day-to-day business needs.

We believe in face-to-face service and have a growing team of advisers spread across the UK, including Scotland and Northern Ireland, to ensure this personal service is delivered in practice.

**Interested in:**

Exhibiting / Sponsoring

**Regions of interest:**

UK-wide

**Contact details:**

Simon Anstey - Area: South West  
07538 786 988  
simon.anstey@charlesderby.com

Mark Birch - Area: East Anglia  
07776 528 326  
mark.birch@charlesderby.com

Cheryl Fisher - Area: Hertfordshire, Bedfordshire, Cambridgeshire and North London  
07502 006 979  
cheryl.fisher@charlesderby.com

Seamus King - Area: South and Mid Wales  
07596 789 469  
seamus.king@charlesderby.com

Bruce Turner - Area: Midlands  
07990 043 877  
bruce.turner@charlesderby.com

Eddie O'Neil - Area: Eastern Scotland  
07940 919 165  
eddie.oneil@charlesderby.com

Jonathan Godfrey - Area: North West, North Wales, Shropshire  
07984 187 821  
jonathan.godfrey@charlesderby.com

**Chase de Vere**

Chase de Vere offers financial planning support for medical and dental professionals.

Their support and advice covers:

- Pension advice
- Retirement
- Investment
- Protection
- Estate planning
- Mortgages
- Practice finance
- Specialist insurance

**Interested in:**

Exhibiting / Sponsoring / Speaking

**Regions of interest:**

UK-wide

**Contact details:**

Suzanne Allport, Business Development Consultant – North West of England and Wales  
suzanne.allport@chasedevere.co.uk

Sarah Seager, Business Development Consultant - South East of England

sarah.seager@chasedevere.co.uk

0345 609 2002

info@chasedeveredental.co.uk

<https://chasedeveredental.co.uk/>

**Christie & Co**

We've been valuing dental practices for many years, but in 2013 we launched a specialist dental practice brokerage service. Our aim was simple - to take the very best of what Christie & Co has offered other business sectors over our 85-year history and offer it to the dental sector. Since then, we've successfully completed on many dental practice sales right across the UK.

**Interested in:**

Exhibiting / Sponsoring / Speaking

We'd prefer to speak at events primarily geared towards principal dentists and practice owners

**Regions of interest:**

All regions. Steve O'Connor - Key contact for the Midlands, and there are others across the UK who manage their regions. Steve will pass your requests on.

**Speaking topics:**

- Preparing for retirement
- Preparing to sell your practice
- Looking to get onto the dental practice ladder - for people considering buying a practice.

**Contact details:**

Steve O'Connor, Business Agent - Dental

0121 452 3726 / 07732 601 748

steve.oconnor@christie.com

**Colgate**

Colgate Palmolive are the manufacturer and supplier of oral health products to the consumer and professional marketplace. We are the market leader in toothpaste in the UK and supply products such as Colgate Total, Colgate Sensitive Pro Relief and the Duraphat range to our customers. We also are motivated to provide education and continuous learning to our customers through our Bright Smiles Bright Futures Programme and through the work we do with the dental profession in the UK.

**Interested in:**

Exhibiting / Sponsoring / Speaking – All opportunities to meet and engage with students, but in particular speaking opportunities and Young Dentist Groups.

**Regions of interest:**

UK-wide

**Speaking topics:**

- An introduction to Colgate
- Dentine hypersensitivity
- Caries prevention
- Whole mouth health.

**Contact details:**

Paul Darby, Oral Health Liaison Manager - England

07717 421 022  
paul\_darby@colpal.com

Jan Priscic, Oral Care Consultant - East of Scotland  
Colgate Palmolive UK Professional Sales Team  
07827 832 313  
jan\_priscic@colpal.com

### **Crown Dental Burs Ltd**

Crown Dental Burs Ltd are proud to offer the UK Dental profession Frank Dental Burs which are manufactured in Lake Tegernsee, southern Germany.

We offer over 3,000 rotary instruments including Diamond and Tungsten Carbide Burs, along with a comprehensive range of polishing instruments for all materials.

We are proud to offer high quality products at competitive prices.

#### **Interested in:**

Exhibiting / Sponsoring at regional and national events.

#### **Regions of interest:**

Kent, Sussex, Surrey, Essex and Hampshire

#### **Contact details:**

Paul Harris, Director - East Sussex  
07478 443 440  
info@crowndentalburs.co.uk

### **DecaDent Ltd**

DecaDent Ltd supply dental equipment, provide technical support and repairs and also fit out new and existing surgeries.

#### **Interested in:**

Exhibiting

#### **Regions of interest:**

South West – Bristol, Bath, Cornwall, Devon, Exeter, Gloucestershire, Plymouth, Taunton, Wiltshire

#### **Contact details:**

Lynne Hills, Marketing Co-ordinator  
0117 961 4442  
07747 801 945  
lynne@deca-dent.co.uk  
www.deca-dent.co.uk

### **Dental Audio Notes**

Dental Audio Notes is for dental professionals who aspire for the very best outcomes for their patients. Our company exists to make your life easier so you can concentrate on your patients and endeavour for excellence in your clinical work. We are a team which combine dental knowledge and engineering skill to master record keeping.

#### **Interested in:**

Exhibiting

#### **Regions of interest:**

Western Counties Branch

#### **Contact details:**

Adam Marsh  
adam@dentalaudionotes.com  
07792 675 759  
www.dentalaudionotes.com

## **Dental Elite**

Dental Elite is a dental consultancy delivering Elite Business Services in a personal way. We are just ordinary people aiming for extraordinary results, specialising in dental practice valuations and brokerage services, dental recruitment and dental practice finance services. Dental Elite's expert advisors will lead you to achieve the best, strongest and most powerful results for you and your practice. Get in touch today for a practice valuation or health check and see why owners of high value dental practices across the UK, choose to work with Dental Elite.

### **Interested in:**

Exhibiting / Sponsoring / Speaking - Would like to be informed of all events.

### **Regions of interest:**

UK-wide, especially interested in Manchester

### **Speaking topics:**

- Dental practice
- Sales and valuations
- Dental finance

### **Contact details:**

Elaine Stewart-Keep

07824 628 361

elaine.stewart-keep@theelitegroup.uk

## **Dental Performance Coaching**

John has worked in the dental sales and training arena for the last 15 years. Over the last 10 years, he has been building a substantial knowledge and understanding of the growing issue of poor health in our profession. Also a qualified Breathing and Respiratory Coach, he left the safety of the corporate world and two years ago created DPC Dental offering wellness training, breath coaching and ergonomic solutions for the Dental and Medical professions.

### **Interested in:**

Speaking / Sponsoring / Exhibiting

### **Regions of interest:**

Speaking – UK Wide

Sponsor/Exhibiting – SW, SE, Midlands

### **Speaking topics:**

- How to reduce or avoid pain in daily practice, learn the foundation for dominion over your thoughts, anxieties, and stresses.
- Learn optimum posture for you, and patient position for best view and clinical work.
- Understand the crucial connection between how we breathe, how we think and respond.
- Learn the simple secrets to a happier, healthier, fitter and more energised you.

### **Contact details:**

John Bennett

07887 722 728

coaching@dpcdental.co.uk

info@dpcdental.co.uk

dpcdental.co.uk

## **DentalPlus**

DentalPlus has been designed and developed to meet the needs of a modern dental practice. From scheduling appointments and sending reminders, to storing patient records and managing treatment plans. DentalPlus is designed to give you instant access to everything required to ensure your dental practice runs smoothly.

Adopting an electronic management system can be difficult without the right level of support. Our UK support team are on hand throughout the entire process, from discussing your requirements and concerns, handling the installation and setup of hardware and software, the migration of your existing database, as well as ongoing training and support.

Contact DentalPlus now to discuss your requirements and what we can do for you.

**Interested in:**

Exhibiting / Speaking

**Regions of interest:**

UK-wide and North West

**Speaking topics:**

- Business improvement software

**Contact details:**

Louise Fox

01903 899 933

lfox@admor.co.uk

**Dentex**

Dentex is creating a long-term, sustainable partnership of dentists – not grouping and selling practices. We have been able to grow by taking a group of people with different skills and working in partnership to build a better business with better information – a similar approach to that of accounting and legal firms. This has never been done in dentistry.

Creating a true partnership means everyone can focus on what they do best, which means creating a sustainable business. The concept of working together in partnership and not as individual practices is a new idea, which, for us, is where the future of dentistry lies.

**Interested in:**

Exhibiting / Sponsoring – All opportunities to meet and engage with young Dentists

**Regions of interest:**

UK-wide - newly qualified, foundation dentists in both the private and NHS sector

**Contact details:**

Laura Hancock, Marketing Manager

07715 101 051

laura.hancock@dentex.health

**Devizes NHS Treatment Centre**

Devizes NHS Treatment Centre is a clean, modern and comfortable hospital specialising in a variety of different surgical specialities, including orthopaedics, endoscopy, ophthalmology, general surgery, gynaecology, urology and ear, nose and throat surgery. The centre also provides diagnostic services, using ultrasound and plain film X-rays.

At Devizes NHS Treatment Centre the team are passionate about creating an exceptional experience for all NHS patients and are dedicated to delivering the highest standards of quality and safety. They believe in treating you as quickly and carefully as possible, helping you to feel better, faster.

- Free NHS Healthcare
- Rated 'good' by CQC
- Free parking
- Short waiting times
- High levels of patient satisfaction
- Help and advice when you need it
- Zero cases of hospital-acquired MRSA.

The treatment centre is run by leading health and social care provider, CARE UK, on behalf of the NHS. Day surgery is provided at the centre, with in-patient surgical procedures carried out at their sister hospital, Emersons Green NHS Treatment Centre, near Bristol.

**Interested in:**

Sponsoring

**Regions of interest:**

Western Counties

**Contact details:**

Adeline Taylor, Devizes Service Manager  
07976 663 563 / 01380 734 422  
adeline.taylor@careuk.com

**DPAS Services**

DPAS Ltd has been established since 1996 and we specialise in a bespoke dental plan administration service. We offer flexible practice-branded plans, covering Full Care, Maintenance and a range of other plans such as Children's, Hygiene. We provide bespoke brochures, letters, posters, plan membership cards and a complete mailing and fulfilment service, to aid and maximise patient recruitment. All our plans offer peace of mind with our Worldwide Dental Emergency Assistance Scheme which benefits from an in-house assistance processing team as well as a Worldwide 24-hour emergency helpline (at home and abroad).

**Interested in:**

Sponsoring / Exhibiting – Local events

**Regions of interest:**

UK-wide

**Speaking topics:**

- Dental payment plans
- Competitor switches

**Contact details:**

Emma Wilks, Business Development Consultant – Essex and Cambridge  
07548 240 225  
ewilks@dpas.co.uk

Head office – for all other areas

01747 870 910  
enquiries@dpas.co.uk

**Henry Schein Dental Practice Sales**

Henry Schein Dental Practice Sales, formerly known as MediEstates, is a leading dental practice broker and valuer, offering bespoke end-to-end services to dental professionals looking to either sell or buy a practice. Part of the Henry Schein group of companies, the dental practice sales team pride themselves on delivering a transparent and efficient service supporting both buyers and sellers at every step.

**Interested in:**

Exhibiting / Speaking

**Regions of interest:**

UK-wide

**Speaking topics:**

- Exit strategy planning
- Preparing for retirement
- Practice value growth
- Portfolio expansion.

**Contact details:**

Anna Holmes, Marketing Consultant  
anna.holmes@henryschein.co.uk

**ISFY Ltd**

ISFY manufactures premium quality surgical instruments for dentistry. Although a young company, our people have a wealth of expertise in the field of surgical instruments; from our manufacturing teams right through to our management structure. Our ANAQA range of surgical instruments is made of the finest materials and coated with

titanium for outstanding scratch and corrosion resistance. We are so confident in the quality of these instruments that we offer market-leading warranties of up to five years on every Anaqa instrument.

**Interested in:**

Exhibiting

**Regions of interest:**

Metropolitan Branch

**Contact details:**

Sam Dobbin, Dental Territory Manager – London

07983 878 953

sam.dobbin@isfy.co.uk

**Kettenbach**

Kettenbach is an internationally positioned and well-established German company which for decades has attracted attention in the dental sector thanks to its inventions and product innovations. The foundations for efficient processes and successful treatment in dental practices have been established in the segments of **dental impressions and restoration**. Simply intelligent. Market-leading products such as Panasil® and Futar®, supplemented by the in-house development of innovative materials such as Identium®, have long simplified the day-to-day work of dentists. Product innovations in restorations have also been added: for temporary and permanent restorations the Visalys® product line is synonymous with quality at the highest level.

**Interested in:**

Exhibiting / Sponsoring

**Regions of interest:**

UK-wide

**Contact details:**

Isabela Ghioca, International Sales Manager UK & ROI

07305 231 707

isabela.ghioca@kettenbach.com

**Kulzer Ltd**

Kulzer Dental is a dental solutions company specialising in composite resin and impression material. Brands include Venus Pearl, iBond, Provil Novo and Flexitime.

**Interested in:**

Exhibiting / Sponsoring

**Regions of interest:**

UK-wide

**Speaking topics:**

- Composite restorations
- Impressions.

**Contact details:**

Allan Cameron

01635 30 500

allan.cameron@kulzer-dental.com

**Legal and Medical**

Legal and Medical are independent advisers who have the required qualifications and specialist expertise to provide impartial financial planning and wealth management solutions specifically to medical and dental professionals.

We have in-depth knowledge of the NHS system, its benefits and the NHS Pension Scheme. We know your profession; we speak your language; we understand your ever-changing professional circumstances and the financial obstacles you face throughout your life and career.

We have previously spoken to the South Wales dental foundation groups and sponsored the BDA South Wales Branch events.

**Interested in:**

Exhibiting / Sponsoring / Speaking

**Regions of interest:**

UK-wide

**Speaking topics:**

- Finances for dentists
- NHS pension scheme
- Protection of lifestyle
- Finances for newly qualified dentists.

**Contact details:**

Victoria Ryan, Head of Advice  
07956 010 445  
victoriar@legalandmedical.co.uk  
www.legalandmedical.co.uk

**Lily Head**

Lily Head Dental Practice Sales are specialist UK dental practice brokers. We help dentists fulfil their business ambitions through the sale and purchase of dental practices. We were founded by Lily Head in 2010.

As part of our service we provide consulting on the value of dental practices, how to maximise the value of their dental practice, current market conditions, exit strategies, go to market strategies, purchasing strategies, finance options, legal queries, tax implications CQC registration and much more. We are results orientated and very proud of what we help all our clients achieve.

**Interested in:**

Exhibiting / Sponsoring / Speaking

**Regions of interest:**

Mainland UK

**Speaking topics:**

- Insight into current dental practice market conditions
- The value of your dental practice
- Maximising the value of your dental practice
- Creating a competitive marketplace around your dental practice sale
- Planning your exit strategy
- Plan for a dental practice purchase
- Funding options and other financial considerations
- Working with the CQC
- NHS tendering.

**Contact details:**

Abi Greenhough  
07557 124 663 / 03337 720 654  
ag@lilyhead.co.uk

**MC Repairs**

We offer a reliable, efficient repair service for handpieces, motors, scalers and couplings from all major manufacturers including Bien Air, Anthogyr, Kavo, MK Dent, NSK, Star, Lares, Sirona and W&H. We are extremely competitively priced and confident that you'll find us to be the best value repair centre in the UK.

We have a Freepost Service and free no obligation quotations on all repairs, so it won't cost you a penny until the quote is accepted. All repairs are quoted the day they are received, and the vast majority are returned within 24 hours of acceptance, so there is no need for the instrument to be away from the surgery a minute longer than necessary.

We only use the highest quality components, including original manufacturers' components whenever appropriate, with all repairs undertaken to independently verified ISO 9001:2015 standards – your guarantee of quality and reliability.

As well as complete overhauls, we also offer a choice of very competitive Bearing Repair Services enabling practices to extend the operating life of their handpieces whilst lowering the costs. The operator will observe improved performance and quieter operation.

All work carried out carries a warranty ranging from 3 to 12 months and we guarantee all materials and workmanship for the full warranty period. We also offer practices free technical advice on the care and maintenance of handpieces etc, so that you get a longer working life and more value for money from your handpieces and other similar pieces of equipment.

**Interested in:**

Exhibiting / Sponsoring

**Regions of interest:**

UK-wide

**Contact details:**

Gary Keenan

01253 404 774 / 07934 050 156

gary@mcrepairs.co.uk

**MediDen – Independent Financial Advisers**

With over 20 years in Financial Services, our straightforward approach is to provide a comfortable, personally tailored service; working with you, at your pace, without pressure or 'hard sell', to help achieve your financial goals. We work with healthcare professionals, understanding their specific career paths and their financial priorities along with the wider issues affecting their sectors.

Because we are independent, we have no ties or allegiances. This means we are not limited to one or two options by one or two providers. We research the whole financial marketplace to find the most suitable solutions available.

The potential benefits to you might include:

- Lower cost protection policies, saving you money, as we compare the market
- Perhaps more suitable policies which better match your requirements
- Wider choice for specific requirements; maybe you have strong views on investing in an ethical or sustainable way.

**Interested in:**

Sponsoring

**Regions of interest:**

UK-wide, North West

**Contact details:**

Sean McGrath, IFA Director – MediDen

07747 460 850 / 01772 785 657

sean.mcgrath@mediden.co.uk

www.mediden.co.uk

**MediCruit**

Is a specialist dental recruitment agency established since 2000 solely to the dental industry. Our vision is to be recognised and admired as the number one recruitment solutions provider to the dental sector. Our mission is to employ the best consultants whose aim is to deliver a professional and superior service by listening, understanding and delivering above your expectations to ensure our clients achieve their business goals and our candidates attain their career aspirations.

**Interested in:**

Exhibiting / Speaking

**Regions of interest:**

UK-wide

**Speaking topic:**

- Recruitment

**Contact details:**

Anna Holmes, Event Co-ordinator  
anna.holmes@mediholdings.co.uk  
www.mediholdings.co.uk

**NatWest**

NatWest are the chosen bank for many dentists. Our dedicated healthcare specialists are located across the UK, on hand to give you face-to-face advice and support when you need it. Their dedication to the sector gives them valuable insight into its opportunities and challenges, to help you navigate your way to success.

We know that sometimes you're so focused on your business; it can be difficult to keep an eye on the broader market factors affecting your success. Our role is to understand these wider issues and share what you need to know to achieve your ambitions.

**Interested in:**

Exhibiting / Speaking

**Regions of interest:**

UK-wide – but see contacts below

**Speaking topics:**

- Business funding
- Banking
- Business management
- HR.

**Contact details:**

Amanda Shovelton, Relationship Manager, Business Banking – West Surrey area  
07785 636 343  
amanda.shovelton@natwest.com

Edward Joffe, Relationship Manager, Business Banking – Reading area  
07554 773 738  
edward.joffe@natwest.com

Kerianne Turnbull, Relationship Manager, Business Banking - High Wycombe, Oxford and Chilterns area  
kerianne.turnbull@natwest.com

**Phoenix Environmental**

Phoenix Environmental experts in providing a bespoke and cost-effective healthcare waste management service.

**Interested in:**

Sponsoring

**Regions of interest:**

Essex, Suffolk, Norfolk, Cambridgeshire, London

**Contact details:**

Scott Chapell  
01245 922 033 / 07494 867 747  
scott@phoenix-environmental.co.uk

**Pluto Partners**

Pluto Partners is a highly experienced team of Healthcare Business Advisors. The Directors have a combined 60 years of expertise in the Dental Sector in the UK and Europe.

What makes them unique?

- 24/7 support and sales progression update
- Certified ACCA Valuers
- 48-hour valuation report
- Senior Partner is a practicing dentist.

They work with Corporate, first-time buyers and multiple sites operators looking to expand. So, whether you are looking to sell or grow, Pluto Partners are here to share your exciting journey.

Find out more on our website at [plutopartners.co.uk](http://plutopartners.co.uk) and register with us.

**Interested in:**

All opportunities

**Regions of interest:**

UK-wide

**Contact details:**

Liza Benting

07368 512 866

[liza.benting@plutopartners.co.uk](mailto:liza.benting@plutopartners.co.uk)

**PortmanDentex**

Our purpose is to be the world's leader in dental care. We're always looking for better ways to do things – and we've got the people and resources to make them happen. Today, we support over 370 practices across the UK and Ireland, with more than 2,400 passionate clinicians and 4,500 dedicated practice colleagues providing dental care for 1.5 million patients. Health and happiness is what we're all about. That's why we support our clinicians and practice teams to deliver the best possible patient care to their local communities every day. Though we're a large group, we celebrate the individuality of our people and practices. We are part of the wider Portman Healthcare International Group which has a presence in five European countries.

**Interested in:**

All opportunities, primarily exhibiting

**Regions of interest:**

UK-wide

**Speaking topics:**

Ideally, we would like to have a few minutes slot, at each place we exhibit so that we could introduce PortmanDentex to the attendees.

**Contact details:**

Rachel Paxton

[rachael.paxton@portmandental.co.uk](mailto:rachael.paxton@portmandental.co.uk)

**RA Accountants**

RA Accountants LLP specialises in supporting dental practices across the UK with expert accounting and business advisory services. We think business, not just accounts—helping dentists navigate complex tax planning, practice acquisitions, associate transitions to practice ownership, and business growth strategies. Our dedicated dental sector team understands the unique challenges facing modern practices, from NHS contract changes to private patient growth. Whether you're a newly qualified associate or an established principal, we provide practical, proactive advice tailored to your professional journey. Let us handle the numbers whilst you focus on patient care.

**What you are interested in:**

Speaking and sponsoring at small seminars and workshops

**Regions of interest:**

London, South-East and Midlands

**Speaking topics:**

- Tax-efficient practice ownership
- Maximising profitability in mixed NHS/private practices
- Succession planning: Exiting your practice with maximum value
- Buying your first dental practice: An accountant's guide

- Making tax digital for dentists

**Contact details:**

Jack Reid  
07814 330 953 / 020 3301 7474  
info@raaccountants.com

**SmartDS**

SmartDS are a company of systems integrators, software engineers, designers and consultants with a keen interest in innovative technologies. The directors each have more than 25 years of experience delivering large scale IT services and IT consultancy solutions to corporate and government clients. SmartDS are technology enthusiasts. When we aren't working for clients, we are researching, building IOT and VR/AR and mixed reality solutions and systems. We pioneered the commercialisation of new technologies for B2B clients, which included designing and building training systems, behavioural management systems and the commercialisation of digital pen systems for remote data capture. SmartDS has been developing Mixed Reality experiences since November 2016 when Microsoft's HoloLens first became available.

**Interested in:**

Exhibiting / Speaking

**Regions of interest:**

UK-wide

**Speaking topics:**

- The future of training: Immersive tech
- Real world training using holographic assets
- Sharing 3D scans in HoloLens
- Improving dental education
- Using technology to change education.

**Contact details:**

Lynne Jones  
01625 560 123  
lynne@smartds.co.uk

**Solvay Dental 360**

Solvay Dental 360®  
Ultaire® AKP Partial Dentures

Purposefully engineered with the ideal properties for an RPD in mind, Ultaire® AKP is an innovative high-performance polymer designed to fill the gap between metal RPDs (which can be too rigid) and other flexible materials (which often lack support).

**Key product features:**

- Lightweight (60% lighter than metal)
- Comfortable, secure fit with premier aesthetics
- Bone-like and tooth-supported
- Stain, odour and biofilm resistant
- Non-corrosive, non-toxic and non-irritating.

Ultaire® AKP has a unique proprietary chemistry developed specifically for dental applications by Solvay Dental 360®, part of Solvay, a world leader in metal-replacing materials for the healthcare industry.

**Interested in:**

Exhibiting

**Regions of interest:**

UK-wide

**Contact details:**

Tania Winters, Sales Consultant SW  
07717 355 703

tania.winters@solvay.com

Nancy Turner, UK Sales and Marketing Support  
07554 011 254  
nancy.turner-contractor@solvay.com

Maxine Russell, North East Territory Manager

## **Solventum**

Solventum is an independent healthcare company that was spun off from 3M on April 1, 2024. It focuses on enabling better, smarter, and safer healthcare to improve lives, with a dedicated team of over 20,000 professionals. Solventum operates independently and offers specialized products tailored for the medical and laboratory sectors. The name "Solventum" reflects the company's mission and commitment to innovation in healthcare.

### **Interested in:**

Exhibiting / Sponsoring / Speaking

### **Regions of interest:**

UK

### **Speaking topics:**

- Aesthetics
- Indirect restoration
- Impression materials
- Restoration

### **Contact details:**

Andrew White, Senior Marketing Executive  
awhite4@solventum.com  
solventum.com

## **Ware & Kay Solicitors**

Ware & Kay has offices in York, Wetherby and Malton and offer a wide range of legal services to individuals and businesses throughout Yorkshire and beyond. Our reputation for good quality services has been built up over many years, the first partnership having been formed in 1812, and our clients tell us that being able to reach us and get a response when they need it is one of the things which sets us apart.

At Ware & Kay, it is extremely important to us that we provide you with an excellent service. We can help with a wide range of services including:

- Residential Property
- Wills Powers of Attorney Estates and Tax Planning
- Litigation and Dispute Resolution
- Family and Children
- Mediation
- Employment Law
- Farming and Agriculture
- Elderly Client Services
- Corporate and Commercial Services
- Commercial Property
- Civil Litigation
- Financial Advice.

### **Interested in:**

Exhibiting and Speaking

### **Regions of interest:**

Preferably the North of England, however National is possible

### **Speaking topics:**

- Anything to do with employment law and how that interacts with Dentistry eg: Contracts and handbooks and what they should/shouldn't contain

- Employment status of dental professionals
- Dealing with a disciplinary
- Dealing with a grievance
- The employment law implications of acquiring or merging with another Practice - TUPE

**Contact details:**

Kalpesh Nakeshree, Solicitor - Head of Employment Law  
 01904 716 050  
 kalpesh.nakeshree@warekay.co.uk

**Wesleyan**

Wesleyan Financial Services provides tailored personal and commercial financial advice through Financial Consultants who work exclusively with dentists.

No obligation financial reviews are available on key areas such as the NHS Pension Scheme; planning for retirement, inheritance tax planning; mortgages; financial protection for individuals, families and businesses; and savings and investments.

We can also offer a range of CPD accredited presentations that can be delivered in practices.

**Interested in:**

We are interested in all BDA events where there is an opportunity to speak with / to dentists.

**Regions of interest:**

UK-wide / Regional: Kent and South East London / Northern Ireland / South West England

**Speaking topics:**

- NHS Pension Scheme
- The Employment Status of Associate Dentists and the implications for both Principal Dentists and Associate Dentists.

**Contact details:**

Paul Griffiths  
 07769 640 587  
 paul.griffiths@wesleyan.co.uk

Sarah Lyons - Northern Ireland  
 0345 351 9335 / 07769 640 574  
 sarah.lyons@wesleyan.co.uk

Cyn Wakefield - South West  
 07717 224 502  
 cyn.wakefield@wesleyan.co.uk

Laura Teehan – Liverpool / Cheshire  
 07770 738 410  
 laura.teehan@wesleyan.co.uk

Veera Swali - North West / Manchester  
 0345 351 9277 / 07717 224 552

**Vita**

Since its foundation in 1924, VITA Zahnfabrik has continuously blended craftsmanship and innovative technology to drive progress in dentistry. Through targeted research, pioneering evolutions and the highest quality standards, the company has significantly shaped the dental technology and dentistry sector. Safety in application, quality and customer-oriented products are at the core of all solutions.

**Interested in:**

Events in East Anglia

**Regions of interest:**

Eastern Counties

**Interested in:**  
Exhibiting/Sponsoring

**Contact details:**  
Diana Hillen, Product Specialist UK  
07845 569 883  
d.hillen@vita-zahnfabrik.com

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