



# CHOOSE A FUTURE with partners you can trust

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Customized partnerships to meet your goals





## GOOD MEDICINE IS **GOOD BUSINESS**

Southern Ear, Nose, Throat and Allergy (SENTA) Partners is a leading community of the finest ENT and Allergy/Immunology specialists in the Southern region. Our physicians provide the highest quality allergy, asthma, immunology, and otolaryngology care, leading to better patient outcomes. Founded in 2019 with an investment from Shore Capital Partners, SENTA Partners provides strategic, operational, and administrative support to our partner practices, empowering physicians to focus on their patients.

Exclusively Supporting  
**ENT & Allergy Practices**





# How would you benefit from a **PARTNERSHIP WITH SENTA ?**

## **FOCUS ON PATIENTS**

- SENTA Partners will empower you to prioritize patient care while we manage your practice's expenses, administration, and operational needs.
- SENTA Partners will invest in the latest technology, medical equipment and growth initiatives, so you have the tools you need to deliver the very best care to your entire community.

## **GROW YOUR PRACTICE**

Your medical expertise and exceptional clinical care are your practice's most valuable assets. When you partner with SENTA Partners to grow your business, we will...

- Work with you to plan, invest, and implement a strategy for strong, sustainable growth.
- Launch new locations and manage current office expansions.
- Recruit new physicians and key staff.
- Manage practice marketing, reputation, and referrals.
- Coordinate high-level professional development and continuing education.

## **PRACTICE TRANSITION FOR ALL CAREER STAGES**

Maybe it's decades away, or maybe it's only a few years away. We'll help you plan a transition on your terms and timeline.



A PERSONALIZED PLAN

BUSINESS AND  
MANAGEMENT SUPPORT

When you partner with SENTA Partners, our experienced team takes on the administrative tasks of your business, allowing you to focus on patient care.



BUSINESS  
FOCUS

Practice  
Owned

SENTA  
Supports

Existing Standard  
of Care



Clinical Control &  
Autonomy



Practice Name,  
Brand & Culture



Office Calendar &  
Scheduling



Referral  
Relationships



Capital &  
Administrative  
Management in  
Operations



Human  
Resources



Talent Acquisition,  
Hiring & Recruiting



Information  
Technology



Revenue Cycle  
Management



Marketing





# How does **THE PROCESS WORK?**



1



**Schedule a  
conversation with  
our development  
team**

2



**Sign NDA & send  
SENTA financial  
information to  
evaluate**

3



**Receive a  
valuation**

4



**Sign Letter of  
Intent**

5



**Legal Documents  
Executed**

6



**Join the SENTA  
Partners Family**



## CHOOSE A FUTURE WITH PARTNERS YOU CAN TRUST

We are selective in our prospective partnerships. We understand that you will be, too.

SENTA Partners is highly selective in choosing practices to partner with, and our priority is ensuring that new members share our values and embrace our culture.

We have a leadership team comprised of individuals who have successfully run large organizations and grew up in a small family-held business. We think that our backgrounds make us uniquely positioned to provide tremendous financial success for sellers while maintaining the family feel of the business.



**ADAM LOW**

Chief Executive Officer



**SHATUL PARIKH, MD**

Chief Medical Officer



**LEN SCHIAVONE**

Chief Operating Officer



**ZACK USILTON**

Chief Development Officer



**VICTORIA BECK**

Chief Financial Officer



**ROB COLLINS**

Chief Strategy Officer



**TATIANA SYCHEVA-JOHNSON**

Chief Human Resources Officer



# PARTNER PRACTICES

SENTA Partners was formed in 2019 and has completed thirteen affiliations across seven states in our short history. Our established infrastructure and track record of success sets up major growth in 2024 and beyond.

## ENT & ALLERGY PARTNERS PLATFORM PROGRESS



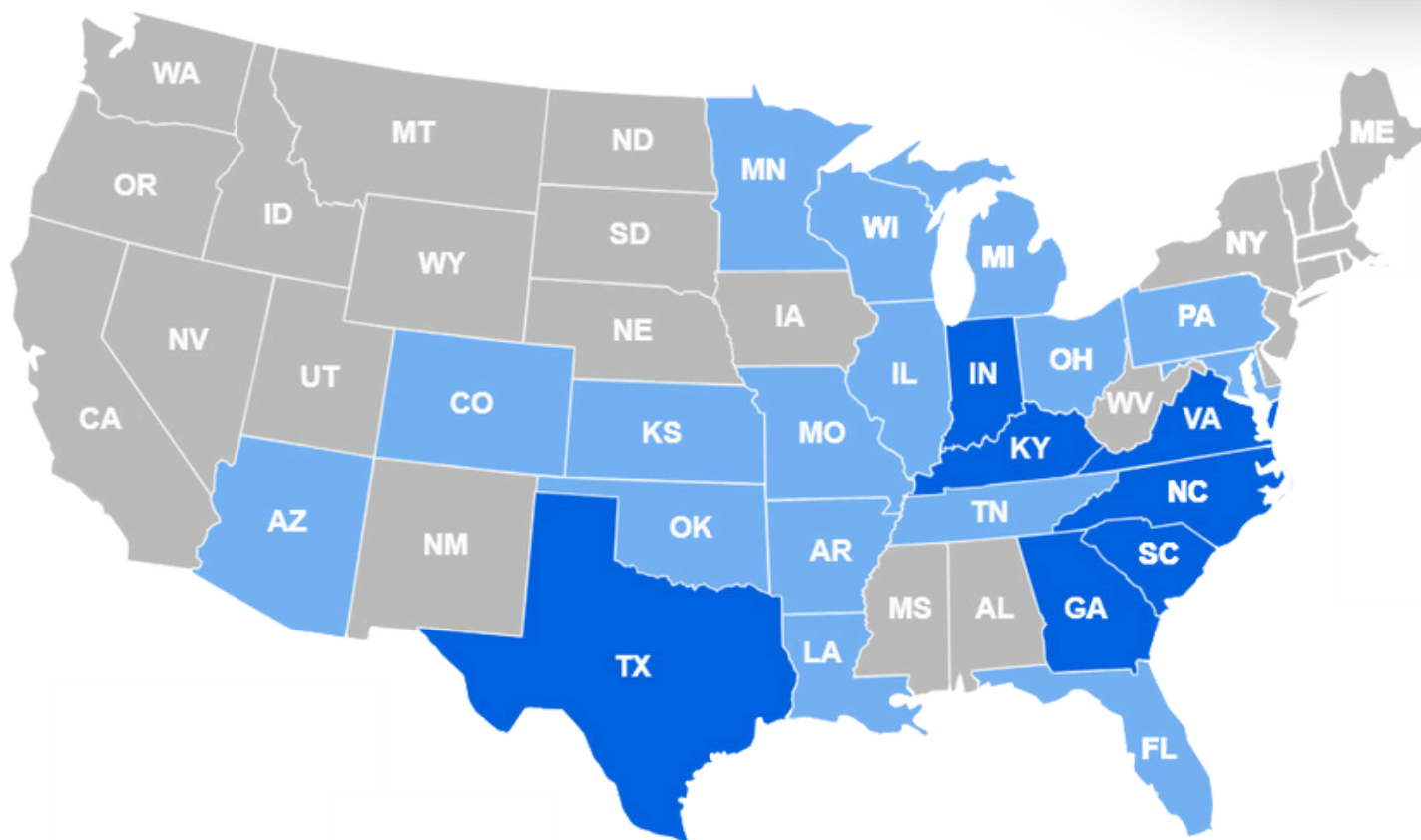
Continued Growth Slated Throughout 2024

# GROWTH MAP

RECOGNIZED AS #588 OF  
AMERICA'S FASTEST-GROWING  
PRIVATE COMPANIES



-  Current Markets
-  Growth Markets
-  Future Opportunities



7

States

63

ENTs

15

Partnerships

38

Allergists

77

Locations

5

ASCs

*Numbers as of July 2024*



# PHYSICIAN PARTNER BOARD MEMBERS

## PHYSICIAN LED NETWORK

At SENTA Partners, we believe in creating a Physician Lead and Patient Focused network of ENT & Allergy Practices.

To ensure this remains true, SENTA Partner's Board not only consists of Independent Board Members, but also **Physician Partner Board Members**.



**Dr. Shatul Parikh**, a native Atlantan, received his undergraduate degree from Emory University, and completed his medical studies at Georgia Regents University in Augusta, Georgia. Dr. Parikh returned to Emory University to complete his residency in Otolaryngology.



**Dr. Drew M. Locandro**, originally from New Jersey, received his undergraduate degree from Rutgers University. He attended Robert Wood Johnson Medical School in Piscataway, New Jersey, where he specialized in otolaryngology and completed his residency at the Albany Medical Center in Albany, New York.



**Dr. Robert Puchalski** received his undergraduate degree from Cornell University, earned his medical degree from Washington University, and completed his residency at the University of Pennsylvania and Children's Hospital of Philadelphia.



**Dr. Louis B. Kalish** earned his medical degree from the Medical College of Georgia, where he also completed an internship and residency in Pediatrics. He acquired his Allergy and Clinical Immunology specialty training at the University of Tennessee in Memphis.

# PHYSICIAN ADVISORY BOARD

The SENTA Partners Physician Advisory Board (PAB) is responsible for the interaction between physician representatives from each SENTA partner practice and senior leadership. The PAB helps develop and monitor processes, policies, and safe outcomes in connection with the delivery of quality care to patients.



**Shatul Parikh, MD**  
Northwest ENT



**John Coleman, Jr, MD**  
Piedmont ENT



**Ronald Allen, MD**  
ENT & Allergy Asso. of South GA



**David Carlton, MD**  
Atlanta Allergy & Asthma



**Fred Levy, MD**  
ENT Carolina



**Lukena Karkhanis, MD**  
Allergy SA



**Edwin Lee, MD**  
Reston ENT



**Steven Shotts, MD**  
Advanced ENT & Allergy



**Mike Baskin, MD**  
Northeast GA ENT



**John Vickery, MD**  
Center for Allergy & Asthma



**Walsh Thomas, MD**  
South Carolina ENT

## KEY INITIATIVES

- **CLINICAL LEADERSHIP:** Provide direction and advisory on clinical issues and opportunities. Provide decision making authority regarding policies and procedures
- **NETWORK COMMUNICATION:** Create a forum for peer communication. Provide the ability for physicians to raise concerns autonomously and at a leadership level
- **INNOVATION AND COLLABORATION:** Discuss advancements in medical studies and technology, organize continuing education, and foster doctor connectivity across SENTA Partner network
- **BUSINESS DEVELOPMENT SUPPORT:** Provide support in evaluating future partnership opportunities



## **Hear from our Chief Medical Officer and Partner Physician, Dr. Shatul Parikh**

In February 2019, my practice and SENTA Partners formed the first ENT private equity sponsored roll up in the United States. When forming this Management Support Organization, we focused on a common belief that good medicine makes good business. We believe that it is important for physicians to maintain clinical and brand autonomy so that physicians may practice medicine the way they feel is best for the patient. This is why it's great to have a partner that puts patients and physicians first and ensures the physician/patient interaction remains most important to the overall growth of the organization.

As a physician, I always put my patients first. Most physicians go into medicine because they want to take care of patients and make the patient's life better. That's why we believe that we should come to work everyday and look at how we can do things better, so we can truly be the best in class and provide the best-in-class level of care for our patients. With SENTA Partner's resources and tools, we are able to better serve our patients.

Furthermore, the legacy of your practice is important. It shows the years of dedication to your practice, your community, your staff, and your patients. The goal as you grow with SENTA Partners is not to eliminate who you are, what your brand is, or what your legacy is, but to help grow it and augment it.

# TESTIMONIALS



**Dr. Keith Lenchner, Atlanta Allergy & Asthma**

SENTA has been a really great partner. They are doing everything they can to make sure it is an as streamlined lined as possible process for our patients to see us. In the clinics, I am still seeing patients the same way. I am not being pressured to do anything that I wouldn't want to do. Our patient care has improved and that's really the most important thing. It is at the core of what we do.



**Dr. Robert Puchalski, South Carolina ENT**

The relationship with SENTA provides a unique opportunity to collaborate closely with some of the best physicians in the world and gives our patients broader access to leading therapies and treatments. SENTA's strong position in the marketplace, top-tier leadership and abundant resources will accelerate our growth and investment, making it easier for more patients to access this state-of-the-art care while maintaining our high quality of service. It's refreshing to have a capable partner that is this dedicated to the success of SCENT and the other partner practices.



**Dr. Karen Hoffmann, Piedmont ENT**

What we really wanted to control was how we practice medicine and take care of patients. What we didn't need to control was all the other extraneous stuff that was taking away our focus or time from patient care. There are people that you need to bring in that have those skill sets. Once we partnered with SENTA, its amazing how much expertise and technology they brought in that we just did not have before. So, I feel like I haven't lost control of my practice; I still control my patient flow, how I care for patients, and how I manage my staff, but ultimately this partnership has freed me up to do what I do best.



**Dr. Mark Reiber, ENT Carolina**

We had a need and desire to grow our business. We had lots of ideas and lots of opportunities for growth, but what we didn't have was the infrastructure and capitol to do that. We wanted to partner with someone that shared the same vision that we had for growth and quality of care. And that's what we found with SENTA Partners. Our relationship with SENTA has opened the opportunity for us to grow our practice, compete in the market, and be a leader in our market where we were once falling behind.



# OPPORTUNITIES FOR ASSOCIATE & NEW HIRE PHYSICIANS

## LIFE AS AN ASSOCIATE

### BENEFITS

- Physician Networking & Team Building
- Continuing Education
- Path to Partnership & Growth Equity
- Work Life Balance
- Clinic Autonomy
- Administrative Support, IT, HR, RCM, etc.

## OUR MISSION, VISION & VALUES

### OUR MISSION

We help people

Breathe Better • Hear Better • Live Better

### OUR VISION

To build a network of dedicated physician partners who provide the highest quality patient centered care

### OUR VALUES

Believe in **Respect** **Engagement**

**Accountability** **Teamwork** **Happiness**  
& **Excellence**





# MEET THE BUSINESS DEVELOPMENT TEAM

## CONTACT US

If you're thinking about selling your practice, you probably have a lot of questions. We are here to answer them.

Through affiliation with SENTA Partners, it is possible to focus on your patients, grow your practice, and increase your earnings potential at every stage in your career.

Contact the following individuals to learn more.



**ZACK USILTON**

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**STEVE ZAYCHIK**

Sr. Director of Development  
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**#1 GLOBAL LEADER**  
IN PRIVATE EQUITY  
DEAL VOLUME.

Shore Capital Partners is the premier micro-cap healthcare investment firm. The Shore healthcare team proactively identifies industry niches within healthcare, recruit best-in class board members, invest in companies poised for transformational growth and delivers post-investment services to increase value.



**SHORE**  
Capital Partners



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