

Eric Scalzo

PARTNER, HEALTHCARE INDUSTRY CO-CHAIR



(615) 850-8731
eric.scalzo@wallerlaw.com

Assistant: Rose O'Brien
(615) 850-8719
rose.obrien@wallerlaw.com

511 Union Street, Suite 2700
Nashville, TN 37219
615.244.6380
615.244.6804

Eric Scalzo represents private equity clients, portfolio companies and founder physicians and dentists in the formation, acquisition, growth and sale of physician group practices and portfolio companies in the practice management space. In the dental support organization space, Eric has become a go-to attorney for large practice groups and DSOs. Eric presents regularly around the country on legal and regulatory issues affecting DSOs.

Prior to joining Waller, Eric served as Deputy General Counsel and Director of Compliance and Administration at a leading dental support organization providing support and administrative services to nearly 50 affiliated practices across eight states. In this role, Eric managed day-to-day legal, corporate and compliance issues, including ensuring enterprise-wide compliance with corporate practice laws, HIPAA rules, Medicaid requirements and other state reporting requirements.

He also reviewed employee and independent contractor compensation structures to ensure compliance with state anti-kickback and fee-splitting laws and negotiated administrative service agreement compliance with affiliated dental practice owners. Additionally, Eric assisted in screening potential acquisitions and other growth opportunities for practice owners. He also advised practice owners with regard to state regulatory and licensing board investigations on behalf of dental practices.

Earlier in his career, Eric gained valuable experience as an Associate with Greenberg Traurig where he advised clients on various health care regulatory issues.

EXPERIENCE

- **Pedia, LLC acquired by Redwood Dental, a part of Smile Partners USA**
Represented Pedia, LLC in its sale to Redwood Dental.
- **Stone & Howorth merges with Alfred Benesch**
Represented Stone & Howorth in its sale to Alfred Benesch.
- **MACC Academy forms DSO Branin Dental Group**
Represented MACC Academy in the formation of Branin Dental Group.
- **Phelps Gate Partners affiliates with Nevada dental practice**

Represented Phelps Gate Partners in its affiliation with Nevada-based Champagne Family Dentistry.

- **Light Wave Dental announces long-term affiliation with Triangle Family Dentistry**
Advised Light Wave Dental regarding its long-term management arrangement with Triangle Family Dentistry, which created one of the Mid-Atlantic's fastest growing dental groups.
- **Mid-Atlantic Dental Partners acquires DentalOne Partners**
Represented Mid-Atlantic Dental Partners in its acquisition of DentalOne Partners and assisted with regulatory compliance and corporate matters related to the transaction.
- **Light Wave Dental partners with CarolinasDentist**
Advised Light Wave Dental in its partnership with CarolinasDentist, a dental group in North Carolina.
- **Marquee Dental Partners acquires dental practices in Tennessee and Alabama**
Represented Marquee Dental Partners in its acquisition of two practices—Shabo Smile Dental Studio in Chattanooga, Tennessee. and Dr. Jeffrey Weissman Family and Cosmetic Dentistry in the Birmingham, Alabama suburb of Mountain Brook.
- **Pediatric dental company acquired by one of the nation's largest dental providers**
Served as lead company counsel to a pediatric dental company based in California in its sale to one of the nation's largest dental providers.
- **Arkansas-based dental service organization acquired by AXPM**
Served as lead counsel to an Arkansas-based DSO in its sale to a DSO that supports numerous pediatric dental and orthodontic practices.
- **Riccobene Central Services receives capital from The Beekman Group**
Served as lead counsel to Riccobene Central Services, a North Carolina DSO and dental group, in its recapitalization with The Beekman Group, a New York City-based private equity firm.
- **Private equity-backed practice management company invests in urgent care centers**
Advised a PE-backed practice management company in its acquisition of an urgent care company that operates seven facilities in upstate New York.

EDUCATION

- J.D., William & Mary Law School, 2011
 - *William & Mary Bill of Rights Journal*
 - Founding Member, *William & Mary Business Law Review*
- B.A., *magna cum laude*, Siena College, Political Science, 2008
 - Student of the Year, 2008
 - Mock Trial Captain
 - Student Senate Parliamentarian

BAR ADMISSIONS

- Tennessee
- New York

RECOGNITIONS

The Best Lawyers in America© (BL Rankings)

- Health Care Law, 2022

Mid-South Super Lawyers (Thomson Reuters)

- Rising Stars - Healthcare, 2020-2021