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23 OCTOBER 2007

Press release

DPAS strengthens offering to dentists with new membership plan and new management structure

Leading practice-branded dental plan provider DPAS has unveiled changes to its service portfolio and senior management team. The moves are designed to drive the business forward and reinforce the company's leadership in the face of what it expects to be a period of fundamental change in the dental industry.

DPAS' Membership Plan is a new service for private fee per item dentists or existing payment plan clients. For the patient it offers registration to the practice and the added benefits of dental trauma and emergency insurance, without having to be signed up to maintenance or capitation plan. This enables the dentists to strengthen relationships with private patients whilst promoting loyalty to their practice. These benefits come at no extra cost to the practice, and could lead to a significantly increased revenue stream.

Aside from a new streamlined product offering, DPAS has announced that company founder Quentin Skinner, one of the UK's most experienced and respected industry figures, has taken on a new role as chairman. Richard George succeeds him as chief executive officer. The management team has been further strengthened with the appointment of leading insurance specialist Gary Anders, who joins as operations director from ACE.

Since setting up DPAS, Quentin has focused on driving the company's expertise in supporting forward-thinking dental practices in offering a range of dental plans under their own identity and control. Commenting on the move, he said: "We have significantly strengthened our board in order to better steer DPAS through these un-chartered waters. I feel confident that I can now take a step back from the day-to-day operations safe in the knowledge that DPAS will continue to go from strength to strength."

Richard will have oversight of the 65 strong DPAS team, based at Tisbury in Wiltshire. He said: "The dental industry faces many challenges over the coming years, and I relish this opportunity to help dentists meet these head on. We are working hard to ensure that we are able to fully respond to their needs."

On his new role, Gary Anders commented: "Having managed the ACE Accident & Health operation through a period of steady growth, this a great opportunity to deploy the skills I acquired to help DPAS continue to improve its business processes, practices and procedures, maintaining the high level of service an increasing number of dentists will no doubt require over the coming years."