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Blue Slate Announces Sale of Portfolio Company, Simpact Dental
Deal Marks Completion of Successful “Creation to Acquisition” Development Plan

July 15, 2013, Parsippany, New Jersey – Blue Slate, LLC, a leading business development company focused on high-growth medical markets, announced today the sale of its portfolio company, Simpact Dental. Simpact Dental offers a full line of surgeon-designed dental implants. The Virginia-based company that purchased Simpact plans to sell exclusively in the burgeoning Chinese dental implant market.

The sale of Simpact marks the successful completion of Blue Slate’s business plan for this implant company, taking it from concept through product development and distribution to acquisition. Displaying strong, favorable clinical outcomes, Simpact caught the attention of businessmen interested in capitalizing on recent developments in China. Changes to the country’s healthcare model, along with the growth of the middle class, has resulted in an increase of elective medical procedures, with the demand for high-quality dental implants following suit.

According to Michael Lyons, President of Blue Slate, the transaction is exciting for both Blue Slate and the company purchasing Simpact. “We created a high-quality implant line with the help of leading surgeons, who gave us a unique perspective on how the system should perform,” Lyons said. “Now a proven, U.S. designed system will be sold exclusively in a Chinese market that’s really starting to takeoff. The timing couldn’t have been better.”

In addition, Blue Slate has been hired by the Virginia-based company to provide consulting services as the implant line is prepared for Chinese distribution. “We were selling Simpact implants globally, so our team understands how to establish the right sales force, manage and distribute product, and address regulatory requirements—all of the challenges that come with medical device development and sales,” Lyons said. “We have agreed to provide regulatory, engineering, and business development support to the company so that they can overcome these challenges more quickly and easily.”

For more information about the sale of Simpact Dental, or Blue Slate in general, please contact Matthew Lyons at (973) 316-9900.

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Founded in 2009, Blue Slate is a leading investor in companies focused on the growth of novel medical implants and technologies in the healthcare industry. The company has played an instrumental role in the start-up of several medical and orthopedic device companies, all focused on bringing novel products—from concept to completion—to market.