



Bevin Mahon

Dental Tech Group

GOING FOR GROWTH PROFILE

NAME:

Bevin Mahon

BUSINESS

Dental Tech

POSITION

Co-Owner & Managing Director

WHAT WE DO

Denture clinics; nursing home dental & denture; corporate dental; at home dental & denture; denture and orthodontic device manufacturing

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Some people can struggle to make their mark in a family business, especially one that has been established by their parents, but Bevin Mahon has prospered, as has the company. Her parents, Brian and Mary, set up the Dental Tech Group, in Terenure in Dublin, in 1993. Now Bevin is co-owner and managing director, and the company has gone from strength to strength.

Brian, a Senior Dental Technician with 25-years' experience in the Dublin Dental Hospital and Mary, a business graduate from Trinity College, saw a gap in the market for a denture specialist and dental laboratory. After spending some time in New York after college and having gained experience working across several industries, Bevin's parents asked if she'd 'help out' in the business to set up a computerised accounting software, so she agreed to lend a hand. That was in 2001, and it was to be the start of a hugely fruitful working relationship.

"I could see the huge potential for Dental Tech as a business, not just jobs for each of us but jobs and livelihoods for other people too, and that kept me involved. Soon we'd grown from two employees to 17 and by 2007 we'd outgrown our original premises. We wanted to remain in the locality as we believed that continuity was very important for our patients and we were fortunate enough to find a property just around the corner," explains Bevin, who led the transition.

Dental Tech is now known for its two divisions, Dental Tech Group and Dental Tech Laboratory. Dental Tech Group is their clinics division with denture clinics in six locations around Ireland, and nursing home clinics which look after the dental and denture needs of more than 3,000 residents of over 100 nursing homes in Dublin and surrounding areas. Their corporate dental clinics also offer a Pop Up dental service to look after employees' dental treatment in their place of work. Dental Tech Laboratory manufactures a range of devices for dentists and dental practices.

To say the business is growing, thriving and developing is an understatement. Currently employing 26 and with five Associate Clinicians, Bevin has plans to build the team to 36 people in 2018. There are advanced plans underway to double the nursing home clinics by the end of this year and the corporate clinics are rapidly growing. Meanwhile, the Dublin clinic has welcomed its 10,000th patient. The company also hopes to grow the number of dentists and dental practices for which Dental Tech Laboratory manufactures devices. Currently it works with 250 such businesses mainly in Leinster and plans are underway to expand the client base nationwide, followed by a move into export markets.

Bevin knows the pace of change requires focus and determination. *"That's why I entered the Going for Growth programme in the first place. I had these huge plans for growth and felt that, in the programme, I could discuss my ideas with my peers in a confidential setting and learn from their experiences,"* explains Bevin. In 2013 with IT training and consultancy expert Monica Flood as her Lead Entrepreneur, Bevin participated in the 5th cycle of Going for Growth. She followed this up by participating on 'Continuing the Momentum' round tables to support the continued growth of the business, with Lead Entrepreneurs Clare Duignan, former Managing Director of RTE Radio, and Deirdre Smith who specialises in Strategies for Growth and Lean and Six Sigma Programmes.

"It is difficult to quantify the positive and powerful impact that the Going for Growth programmes has on women and their businesses. It's so helpful to sit down with other women who are facing the same challenges in business and it really gets the brain thinking outside the box", says Bevin. *"My aspirations for the company's growth have multiplied considerably and the programmes gave me the confidence to know that I will achieve that growth, while always keeping my two feet firmly on the ground".*

Bevin has always prioritised combining business growth with her own personal development and in 2017 qualified as an Engage and Grow Coach. *"An area I am passionate about is our people and the team - after all, it is their passion that keeps the business going - and my employee engagement training has given me the channel to deliver this"* says Bevin.

