



Bevin Mahon Dental Tech Group

GOING FOR GROWTH PROFILE

NAME:

Bevin Mahon

BUSINESS

Dental Tech Group

POSITION

Co-Owner & Managing Director

WHAT WE DO

We are specialists in dental technology and, from our high-tech lab, we manufacture orthodontic appliances and dentures for dentists

CONTACT US

Whitehall House,
Whitehall Cl,
Terenure, Dublin
Phone: (01) 455 1866

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, which is based in Terenure in Dublin, in 1993 and now Bevin is co-owner and managing director.

"If anything I dream too big and am always looking ahead. I'm not comfortable standing still and always want to see progress, but that focus has paid off since I joined the company in 2001," she says.

Brian, a Senior Dental Technician with 25-years' experience in the Dublin Dental Hospital and Mary, a business graduate from Trinity College, spotted a gap in the market for a denture specialist and dental laboratory and so DentalTech, since re-branded the Dental Tech Group, swung into gear.

But the whole world of dentistry didn't initially excite Bevin in her teenage years and she studied Social Science in UCD before spending some time in New York after College.

When she returned from the Big Apple her parents asked if she'd help out in the business and she agreed to lend a hand. It was to be the start of a hugely fruitful working relationship. At first Bevin assisted with accounts at the company's clinic and lab and she introduced computerised accountancy technology.

"I could see the huge potential for the business and that kept me involved. Soon we'd introduced new technicians and systems. While the clinic prospered so too did the laboratory 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.

Currently employing 23 and with five Associate Clinicians, Bevin has plans to have a team of 33 people by next year. The continued progress means Bevin is considering moving much of the laboratory work to a purpose-built manufacturing site in the years ahead.

There is also growth in the company's mobile dental clinics, where staff visit nursing homes and look after patients' teeth there. These mobile clinics cater for 3,000 nursing home residents across 70 facilities. There are advanced plans underway to offer mobile dental clinics to the corporate market.

"We're finding that many businesses are now looking at having more personal services on site so we can facilitate that by supplying dentists to the actual company at specific times," says Bevin.

Meanwhile, the Dublin clinic welcomed its 10,000th patient last July and the company hopes to grow the number of dental practices it liaises with across the country – currently it works with 250 such businesses mainly in Leinster.

To say the business is growing, thriving and developing is an understatement and Bevin knows the pace of change requires focus and determination.

"In many ways I think that's why I entered the Going for Growth programme in the first place. I didn't want to distract my colleagues with too many plans. I 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. Subsequently she participated in a 'Continuing the Momentum' round table. This time former Managing Director of RTÉ Radio, Clare Duignan, was the Lead.

"It's so helpful to sit down with other women who are facing the same challenges in business as I am. It really gets the brain thinking and I felt so inspired after our sessions," says Bevin.

"The programme gave me the confidence to continue thinking ahead and to dream big – while always keeping my two feet firmly on the ground."

