



True PartnershipSM is the Foundation for Growth

*QualDerm's Transparency and Commitment to
Quality Cited as Reason for Successful Partnership*

Building a successful dermatology practice takes dedication and determination. Physician owners have a multitude of responsibilities. Patient trust must be earned every day. Employees must feel appreciated. Practice management duties must be completed correctly and on time.

Over the last several years, many dermatologists have been presented with numerous opportunities for partnership. Each of those opportunities represent varying partnership models, corporate cultures, and financial benefits. It is up to the physician to determine which opportunity best aligns with their values and their goals.

Advanced Dermatology of North Central Ohio was founded in 1999. Since then, the practice has cared for more than 70,000 patients. When practice founder, Christ Ticoras, MD, began exploring opportunities, QualDerm's true partnership model, as well as the quality of its affiliated practices, weighed heavily in his decision.

Working Together to Grow

Mansfield, Ohio, is a city of approximately 50,000. Over the years, Dr. Ticoras' patient population grew as other local dermatologists retired, often abruptly. To keep up with demand, Dr. Ticoras knew he needed to add additional clinical staff as well as expand his office space. This need to grow was a factor in his decision to seek a partnership.

"As an independent practice owner, I didn't have the manpower, the financial ability or business expertise to expand my practice to meet the community's growing needs," says Dr. Ticoras. "I was looking for a partnership, not a buyout, to help me achieve my goals."

"QualDerm is not paternalistic, they truly take a partner approach. They understand that each practice is unique and tailor the strategies to fit individual needs. QualDerm makes us an all-around better practice by providing the resources and guidance to make what we're doing even better."

– Christ Ticoras, MD

The QualDerm leadership team worked with Dr. Ticoras to develop a plan to grow the practice, then got to work executing on that plan. Within the first 6 months, QualDerm recruited a physician assistant who had 20 years' dermatology experience to join the practice. Next, QualDerm brought in a Fellowship-trained Mohs surgeon and recruited 2 additional clinical providers, all of whom were highly experienced.

In addition to growing the staff, QualDerm helped Dr. Ticoras double the size of his office space to accommodate the expanded staff. While Dr. Ticoras was instrumental in planning the new space, the QualDerm team managed all elements of the months long build out, allowing him to focus on patient care. The new Advanced Dermatology of North Central Ohio office now has 10 exam rooms and 3 Mohs surgical / laser suites.

Advanced Dermatology of North Central Ohio and QualDerm

Since partnering in 2020, the practice has grown and thrived.

	Before Partnership	After Partnership
Number of Clinical Providers	2	6
Number of Exam Rooms	6	10
Number of Mohs Surgical / Laser Suites	0	3

Keeping Their Word

Prior to choosing QualDerm, Dr. Ticoras vetted a number of opportunities. Many, he found, revolved around a complete transfer of control – both administrative and clinical – which Dr. Ticoras found unattractive. The QualDerm partnership model was much more appealing.

QualDerm has a reputation for quality and trustworthiness, as is evident by the caliber of the affiliated practices across their network. Dr. Ticoras knew many of QualDerm’s Ohio-affiliated physicians and respected the way they ran their practices. This provided an element of comfort in choosing to partner with QualDerm.

“For me, it’s about taking care of the patients, the community and my staff. QualDerm said they’d grow my practice by bringing in quality providers,” says Dr. Ticoras. “They kept their word. All the QualDerm people are honest, straightforward and transparent.”

According to Dr. Ticoras, the partnership transition and the growth phase went smoothly. While there were minor hiccups, those issues were resolved quickly due to the good working relationship between himself and the QualDerm leadership team.

“I’m extremely particular about the way my practice is run, and I only have great things to say about QualDerm. Quality, both on the clinical and the practice management side, is of the utmost importance to them,” says Dr. Ticoras. “I’m confident that the professionalism they bring to duties, such as revenue cycle management and compliance, far exceeds anything most independent practices can do for themselves.”

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QualDerm's leadership team has an open-door policy and encourages physician partners to help guide the company's policies and overall growth strategies. The organization is dedicated to maintaining physicians' clinical autonomy, ensuring quality of care stays at the highest levels.

"Partnering with QualDerm is the smartest thing I've ever done. Not just for myself, but for my patients, my staff and the community," says Dr. Ticoras. "With QualDerm, I'm able to provide the highest quality of care possible, grow my practice and proactively create continuity of care for when I step away in 10-15 years. If I had to do it again, I'd do it the exact same way, with no reservations."

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About QualDerm Partners

QualDerm Partners helps top-tier dermatologists position their practices for sustainable growth and profitability. The company creates market-leading practice partnerships through affiliations and de novo development. QualDerm provides the management support, capital, and guidance for growth. Under QualDerm's True PartnershipSM model, physicians are partners, not employees, and retain their own practice brand. This doctor-driven model is designed to maintain physicians' clinical autonomy and ensure the highest-quality patient care. QualDerm offers physicians tailored partnership structures to meet their needs, as well as the option to sell their practices.

QualDerm currently has 60 affiliated practices in North Carolina, South Carolina, Ohio, Tennessee, Virginia, Georgia, Pennsylvania, New Jersey and Delaware, with plans to expand further. For more information, visit www.QualDerm.com.

Contact QualDerm to learn more about partnership opportunities or to discuss selling your practice.

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