

HandyQuip connects customers with rentals

by: [Tracy Orzel](#) - Monday, October 28, 2019



PONTE VEDRA, Fla. – When Stephane Poussou’s brother-in-law, who is paralyzed from the waist down, went to Las Vegas eight years ago to celebrate his recent graduation, he and his family spent five days—to no avail—trying to find the equipment he needed.

“It’s not that the equipment isn’t available, but the technology to connect people to the rental wasn’t there,” said Poussou. Which is why he started [HandyQuip](#), a new online marketplace that does just that.

Launched in August, the company connects people who want to rent medical equipment, such as mobility items, beds, cushions, lifts, ramps and bath safety products, to local providers through an online booking system, for which the customer is charged a small convenience fee.

“We’re seeing a change in the hospitality industry,” said Poussou, co-founder. “Hotels, Airbnb, and Uber are very focused on the needs of the traveler, and HandyQuip fits in naturally as a part of the travel experience.”

To get the word out about HandyQuip’s services, Poussou is working directly with hotels, taxi and limousine companies—the usual first points of contact for travelers—and retirement homes.

“The whole hospitality industry is very happy that we’re able to provide a better service for their guests,” he said. “Hotels do a great job providing accommodation with accessible rooms, but they do not provide equipment because of liability and storage.”

HandyQuip is currently focused on servicing the Northeast Florida corridor, but it will be expanding to Southeast Georgia and larger cities, like Orlando and Miami, in the near future.

“The reason we’re focused on Florida is because it’s a large state with more than 110 million visitors a year, a huge baby boomer population, and a huge healthcare and medical tourism industry,” said Poussou. “If we’re able to make a difference here we know we can do it everywhere.”

TAGS: [HANDYQUIP](#), [HOME MEDICAL EQUIPMENT](#), [MOBILITY EQUIPMENT](#), [EQUIPMENT RENTALS](#)



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