Coto de Caza home on March 30.

to do so amid the pandemic. Expect many more.

several weeks ago because of COVID-19 restric-
tions. They traveled with “two dear friends,”
and their food and drinks are no longer free.

Merjanian saw the pandemic as the culprit for the bankruptcy.

Merjanian said last week that the Titan HST-
Titan Global contract has resulted in “tremen-
dous and high-profile” deal flow, assisting in
Titan HST reaching profitability within approx-
imately a year of its Series A. In fact, “the part-
tnership has been so successful that their CEO
John Venturo actually joined our company as our
chief business development officer,” he said.

Merjanian sees advantages of tMed over other
video platforms for medical care.

Zoom and those other platforms are not in-
tended for video medicine,” Merjanian said.
“We have a digital waiting room. We are secure.
We’re encrypted.”

Titan HST 35

Leashes of Love

Here Comes the Boom

Irvine’s Apex Parks Group, the operator of the
Irvine and Fountain Valley Boomers family enter-
tainment centers, closed its OC locations and 10
other amusement park sites it runs across the county
several weeks ago because of COVID-19 restric-
tions.

The Phelpses were finally able to disembark in
San Diego and clear screening and return to their
Coto de Caza home on March 30.

Phelps said nobody on the ship was diagnosed
with COVID-19 during the voyage, and passengers
freely went about the ship. And thanks to additional
security measures, “two dear friends,” Pam and
Phil Wheeler from San Juan Capistrano, Calif., was a
retired electrical engineer, Pam a former Ms. Senior
Phil Wheeler, and their wife, Beth, were among nearly
3,000 passengers aboard the Celebrity Eclipse, one
of many cruise ships stranded at sea after ports
closed over coronavirus fears.

They traveled with “two dear friends,” Pam and
Phil Wheeler from San Juan Capistrano. Phil is a
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Tom Phelps, eponymous co-founder of national
law firm Manatt, Phelps & Phillips L.L.P., is back from
South America where he and his wife, Beth, had been
two weeks longer than expected, notes our Rick Reiff.
His report:

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South America where he and his wife, Beth, had been
for more than 100K annual rentals.

Cannon can handle more than 100K annual rentals.

BigRentz Plows Ahead On Acquisitions

FINANCE: Atracts $15M investment; IPO considered

By PETER J. BRENNAN

BigRentz Inc., the nation’s largest online
website to rent construction equipment, is forg-
ing ahead to almost double annual revenue to
more than $60 million following two acquisi-
tions and an investment led by a Japanese con-
grglomerate.

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Titan HST

With Zoom, for example, another patient can show up in your appointment, according to Merjanian, while the FBI is issuing a warning about Zoom, telling users that they could be victims of hacking that could come with pornographic or hateful messages.

Full Privacy

The company said it aims to keep doctors and other medical care open for business. This way they can see patients without exposing the medical providers to illness or letting illness spread in their waiting rooms. Titan HST said it helps to keep continuity of care, and therefore keep small medical businesses employing people while treating patients and reducing burden on hospitals.

“Our medical platform allows for mass notification and polling of users,” Merjanian said. “Doctors can confidentially poll all of their patients with one touch to see if they are healthy or not healthy.”

He emphasized the strict privacy of the tMed platform.

“We don’t share or sell any of the information with anyone,” he said. The system is HIPAA compliant, meaning it conforms to federal law on patient privacy and confidentiality of medical records.

PPE, Costs

“The tMed platform costs less than the safety equipment required for just one patient interaction and there are no contracts or monthly fees,” the company said April 1 in announcing the platform upgrade.

The medical provider goes online to sign up for the platform. The price is a “few dollars per visit” with the doctor paying and then generally getting insurance reimbursement. The doctor initiates the service.

“Due to the pandemic, we’re deferring all payment for 100 days,” according to Merjanian, whose company has been working remotely. “Right now, our goal is just to mobilize the medical community to help Americans get access to medical care.”

13 Languages

“Our medical platform allows for mass notification and polling of users, so doctors can confidentially poll all of their patients with one touch to see if they’re healthy or not healthy,” according to Merjanian. That helps to allow for a “continuity of care.”

It also provides for real-time translation across 13 different languages while allowing for the storage and sharing of documents, videos, pictures and more with patients or staff.

The platform for all of the company’s services was used 200 million times last year, according to Merjanian.

BigRentz

Itochu will own more than 20%, he said. “While we are cognizant of the current health and economic landscape, we have ambitious growth plans and believe Itochu is the ideal investment partner to help execute our 10-year strategy,” Cannon said.

Two Acquisitions

BigRentz on March 31 acquired Lizzy Lift, an international provider of construction equipment rental services. The Elmhurst, Ill.-based firm has been co-owned by sisters Jennifer DuBose-Lombard and Elizabeth Faruzzi for more than 20 years.

“They are incredibly well known in our space,” Cannon said. “They have an absolutely stellar reputation.”

The investment from Itochu also helped BigRentz acquire Atlanta-based Equipment Management Group, a national site services provider. Terms of the acquisitions weren’t disclosed.

The two acquisitions, plus internal growth, should double BigRentz’s revenue from $35 million in 2019 to about $63 million this year, Cannon said. The two acquisitions will boost BigRentz’s employee base from 75 to about 105.

Coronavirus Effect

Cannon lowered his original revenue forecast from $70 million because of the coronavirus pandemic, which is forcing his employees to work from their homes.

“The biggest impact to our business is our customers are cutting back on capital investments due to the uncertain financial environment created by shutting down various elements of the economy due to COVID-19,” he said.

The company describes itself as similar to how Expedia sells hotel rooms and airline tickets. Cannon said it’s basically the sales and marketing arm of 2,500 small rental companies that control about 8,500 yards with equipment valued at $50 billion.

It rents anything from boom lifts to bulldozers to an 18-ton carry deck crane. Its website arranged 36,000 rentals last year. That amount should almost triple with the two acquisitions and its own growth.

“We are positioned to handle over 100,000 annual rentals without adding additional costs,” Cannon said.

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