

Nick LeGrand Expresses How the Delaware Ecosystem Helped With Growth



FOUNDER'S BRIEF BIO: Nick LeGrand, CEO and Co-Founder of Bed Ledge is originally from Philadelphia but now lives with his co-founder and wife Bree in Hockessin Delaware with their two boys, two dogs, and a senior tabby cat named Georgie. Nick has worked as a therapist in every type of setting and as remote as Anchorage Alaska. Currently he works in home health where he enjoys fostering patient safety and independence.

Why is Delaware a great state to be an innovator?

What makes Delaware so special is the small business ecosystem. From organizations like the Delaware Prosperity Partnership to the Small Business Development Center, there is seemingly no end to the number of caring, qualified individuals who are ready to give their time and expertise to young entrepreneurs. This type of investment in the future of business and innovation shows that Delaware cares deeply about its residents and its long-term growth.

In your view, what qualities should a successful innovator have?

We believe the most important quality a successful innovator should have is flexibility. What we've learned from our journey so far is that things will rarely go the way you expect them to, but if you're willing to pivot and adapt there's no end to the new paths that can reveal themselves to you.

What advice would you give innovators just starting?

Being told "no" doesn't mean your idea isn't a good one. Don't take "no" personally, take it as an invitation to work on the idea more and come back stronger. Don't be closed down to feedback. You can stay true to your vision and still be willing to adapt and iterate.

What other competitions have you won besides Startup302?

- Delaware Edge Grant

- Shore Hatchery Competition winner
- Blue Hen award

Where are you now in your innovation journey?

Cofounders Nick and Bree have been licensed physical therapists for eight years with the last five spent in home health. After seeing many of their patients struggle to lift their legs into bed due to weakness, coordination deficits, or pain, they were inspired to create the Bed Ledge. Bed Ledge is the first leave-in-place device that assists the user to move from sitting on the edge of the bed to lying down safe, incremental movement. Bed Ledge eliminates the fall risk associated with other products like step stools and restores independence by removing the need for caregiver support. It's been a long journey from crudely crafted prototypes in our basement to where they are now. Bed Ledge now has a US patent and trademark. Thanks to the Delaware Edge Grant and other entrepreneurial contests including Startup 302, the company has now secured enough funding to purchase their injection molding tooling and produce an initial production run of 500 units. Production will be US-based allowing them increased oversight over the project and the ability to offer their consumers the highest quality product possible. Currently they are conducting a Kickstarter campaign to help generate pre-orders with a goal of delivering the first Bed Ledges in the fall. Nick and Bree credit their success to the support and mentorship of the Delaware small business ecosystem including the Delaware Prosperity Partnership and the SBDC. From the start their goal has been safe sleep for all people, and they're excited to finally bring Bed Ledge into the world. Join our Kickstarter campaign. [Bed Ledge by Upstream Innovations — Kickstarter](#)

About Bed Ledge:

Nick and Bree LeGrand are the creators of [Bed Ledge](#), the first leave-in-place bed mobility device that allows the user to move from sitting on the edge of the bed to lying down through incremental movement. Both founders have worked as physical therapists for the last eight years. Their time spent in the home health setting inspired them to come up with a better solution for their patients struggling with strength, coordination, and balance deficits. [See a Demo Video here.](#)

About Delaware Prosperity Partnership:

[Delaware Prosperity Partnership](#) is the nonprofit public/private organization that leads Delaware's statewide economic development efforts to attract, grow and retain businesses; build a stronger entrepreneurial and innovation ecosystem; and support private employers in identifying, recruiting and developing talent. Collaborating with partners throughout the state since its creation in 2017, DPP has supported 76 location and expansion projects that account for more than \$2.55 billion in projected capital investment and more than 10,000 new and retained jobs.