

## MAXQ RESEARCH

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### **The MaxQ strongbox**

*Stillwater company's insulated boxes used to safely transport blood for hospitals, blood banks nationwide*

Stillwater's MaxQ develops advanced, insulated, high strength systems for safe transportation of temperature-sensitive products such as blood collected from donors throughout the United States, Canada and abroad.

Founded in 2012 by a small team of then Oklahoma State University students, the company developed patented light-weight, insulated boxes that are now used by 36 hospital systems and three blood banks across the country.

OCAST and its partner organizations have provided strategic support for MaxQ's growth since the beginning.

The company built a thriving business by leveraging OCAST grants, along with investment led by i2E Inc. and manufacturing expertise from the Oklahoma Manufacturing Alliance (OMA).

"Support from OCAST provided seed funding for our startup in the early days," said Saravan Kumar, Ph.D., MaxQ co-founder and CEO. "We got our first OARS grant in 2014 to get the R&D off the ground through applied research and advance the idea from a promising invention to high value proposition products."

Since then, MaxQ has added interns through the OCAST Intern Partnership program, received a second OARS grant in 2016, as well as an investment round led by i2E and manufacturing assistance from OMA.

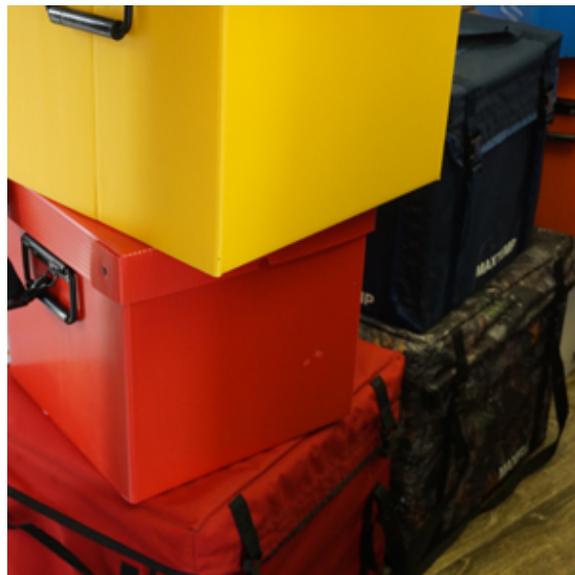
"I think we have a very active startup support ecosystem right here in Oklahoma, especially for technology startups," Kumar said. "OCAST offers not only grant support but guidance on the back end. That is super helpful. We were able to leverage the OCAST support to acquire NSF Phase I and Phase II funds to accelerate technology transition and commercialization milestones."

The OCAST Intern Partnership provided another boost to the company's growth, said Balaji Jayakumar, co-founder and chief operating officer. One intern was a mechanical engineer who will be starting full-time in January, while another – an electrical engineer – has already transitioned into a full-time employee.

"The OCAST Intern project has helped us significantly, not just to use the intern pool for R&D or product development, but also to build a high technology workforce here in the state of Oklahoma," Jayakumar said. "We appreciate the opportunity to retain local graduates with advanced degrees in science and engineering."

Today, MaxQ operates with six full-time employees and five part-time. The company recently moved into 8,400 square feet of manufacturing/warehouse space on the western edge of Stillwater.

MaxQ recently added a national sales manager in Will Mitchell, an OSU graduate. The company also gained a strategic investor in Bob McGregor, another OSU alum.



Kumar and Mitchell recently went on the road to see how MaxQ's insulated boxes were working for one of its hospital clients. They discovered that in the last eight months of using the MaxQ technology, the hospital had lost zero blood products.

"It has been a humbling experience to see how our solutions facilitate efficiency in the transfusion blood supply chain and directly enable healthcare service providers in saving somebody's life," Kumar said. "That has reaffirmed our mission of generating sustainable value through innovations that support saving lives locally and abroad."

[Watch the video](#)

[Go to the MaxQ website](#)