

# TEAM TECHNOLOGIES, INC.

A New Mexico owned, SBA certified 8(a)/SDB Small Business

## Sandia + TEAM = a successful partnership in support of our nation's most critical mission objectives

*For more than 20 years, the engineers and technologists at TEAM Technologies have provided key supplier services to Sandia's Z Machine, the world's most powerful source of laboratory radiation. Now TEAM is helping Sandia place new life-saving technology in the hands of those who need it the most...our soldiers on the front line.*

### **Pulsed Power Support**

TEAM Technologies Inc. opened its doors in 1985 as a one-man operation in support of Sandia's Z Machine, a mainstay of the Lab's Pulsed Power program. No longer a one-man shop, TEAM employs more than 70 people and operates over 36,000 square feet of work space in Sandia's Science & Technology Park.

According to TEAM's owner and CEO Bob Sachs, much of TEAM's growth over the years has been as a supplier working with Sandia on the Z-Pinch fusion research program.

"We were part of the original design and fabrication group for the supporting target hardware on the Z Machine, and we still work closely with that program. Over the years we've responded successfully to the changing needs of the Z-Pinch program, and the people at Sandia have recognized that by designating TEAM

Technologies as one of only a handful of Strategic Suppliers working at the Laboratories," says Sachs.

### **Licensing Partners – Sandia's Stingray "water knife" is saving lives in Afghanistan**

Although the company began by specializing in engineering and manufacturing services for Sandia's Z Machine, TEAM has diversified and now has a long list of clients, including other Sandia programs and more than 150 government and industrial commercial customers.

One of TEAM's newest projects is to manufacture the Stingray "water knife," a Sandia licensed technology. Highlighted in Time Magazine as one of the 50 best inventions of 2010, the device is a small, portable plastic unit filled with water and an explosive. When exploded, it forms a thin blade of high-speed water that can accurately slice through a steel improvised explosive device (IED). The design provides troops on the ground a powerful tool to safely diffuse many different types of explosive targets. TEAM has delivered over 6,000 units to military troops in Afghanistan.

As licensing partners, TEAM and Sandia collaborated to bring this life-saving product to market. "TEAM is very good at what they do. They do a great job of understanding what is essential to the design and what can be modified for improvement," comments Greg Scharrer, manager of Sandia's Energetic Systems Research Department. "They substantially improved the manufacturability and usability of the Stingray, while addressing issues with its initial cost. TEAM made the device more reliable, easier to use, and less expensive to produce."

TEAM Technologies,  
Albuquerque,  
New Mexico



**Small Business**  
Utilization@Sandia

*“Throughout the years, we’ve turned to Sandia’s Small Business staff quite a bit. They are very helpful and are always there to support us. We appreciate the strong partnership TEAM Technologies has with Sandia.”*

– Bob Sachs,  
TEAM Technologies  
Owner/CEO

### **Sandia + TEAM = A Successful Partnership**

One key to TEAM’s successful relationship at Sandia was its decision in 1999 to re-locate to the Sandia Science & Technology Park technology community located next door to Sandia. TEAM’s building, which was expanded in 2006, includes a high-end machine shop, an electronics manufacturing facility, engineering labs, a metrology and inspection facility, and office space.

“It is a huge asset to Sandia that TEAM is physically close,” says Scharrer. “Face-to-face communication is essential when working on any technology transfer project. It has been a real benefit to Sandia to have this company right outside our door.”

Sandia Small Business Advocate Marie Myszkier has worked with TEAM for over five years. “They are a great group of people, and their success at the Labs is directly related to their desire to do a good job, their concern with meeting deliverables, and how passionate they are about the programs they support,” states Myszkier.

“My role in Sandia’s Small Business Utilization Department is as a liaison between the small business and the Laboratories. I will continue to ensure that Sandia’s procurement groups and technical organizations are made aware of the evolution of TEAM Technologies. What’s unique about TEAM is that they have such broad capabilities. Sandia has a lot of great suppliers and a lot of great licensees. It’s not often that we find one company that can do both. This is very dynamic for a small business,” concludes Myszkier.

## *Success Contributors*

### **TEAM Technologies, Incorporated**

#### **Robert (Bob) Sachs**

Chief Executive Officer

<http://www.team-technologies.com>

### **Sandia National Laboratories**

#### **Don Devoti**

Small Business Utilization Manager

#### **Greg Scharrer**

Energetic Systems Research Manager

#### **Marie Myszkier**

Small Business Advocate

[www.sandia.gov](http://www.sandia.gov)

(505) 284-9671

“Throughout the years, we’ve turned to Sandia’s Small Business staff quite a bit,” adds Bob Sachs. “They are very helpful and are always there to support us. We appreciate the strong partnership TEAM Technologies has with Sandia.”

Don Devoti, manager of Sandia’s Small Business Utilization Department concludes, “Sandia is successful if our partnerships are successful. TEAM Technologies has been a big part of Sandia’s mission success on the Z Machine and now with the license and manufacture of our Stingray technology. They have been there when we needed them. I’m proud of our on-going relationship with TEAM Technologies.”

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