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STEPS FOR ESTABLISHING YOUR MANUFACTURING PRESENCE IN MEXICO



1 ESTABLISH OBJECTIVES

What do you hope to achieve?

Clearly defined objectives will drive your due diligence and keep you focused.

- ✓ Reduce costs
- ✓ Increase productivity
- ✓ Shorten supply-chain
- ✓ Acquire new business



2 COST ESTIMATION

Details Are Important

The following cost-elements should be considered:

- Direct & indirect labor
- Import & export
- Facilities & utilities
- Other overhead
- Logistics & supply chain



3 SITE SELECTION

The right location is critical

Evaluate potential sites based on short and long-term business needs and project specific criteria such as proximity to potential customers, suppliers and support services, scalability, logistics, infrastructure, skill development and labor characteristics.



4 LEGAL FRAMEWORK

Choose the best option for you!

The legal framework you select will impact cost, risking exposure in the areas of income taxes, profit sharing and permanent establishment.

- Permanent establishment
- Income taxes
- Profit sharing



5 HUMAN RESOURCES

Build the right team

Recruiting, hiring, developing and keeping the right people is key to success.



6 FACILITIES

Achieve maximum operational efficiency and continuity

Construction management, tenant improvements, utilities, scalability, security, maintenance and repairs are best achieved with the right support.



7 REGULATORY COMPLIANCE

Mitigate Operational and Financial Risk

Identify applicable requirements and take the necessary steps to achieve fiscal, labor, customs, environmental, occupational health and safety compliance



8 SUPPLY-CHAIN

Align your sourcing and logistics

Freight route optimization, proximity to a supply base and cross border strategies will give you a competitive advantage.



9 ESTABLISHING PROCESSES

Effectively transfer your technology and knowledge

Methodologies like Six Sigma, Lean, Kaizen, 6S, IOS standards and innovation are practiced throughout Mexico's industrial sector.



10 PRODUCTION START-UP

Turn the key to your new factory

Ship and setup machinery and equipment, receive raw materials, procure MRD, obtain quality certification(s) and certify your first articles.



SHIP TO CUSTOMERS

Enjoy the benefits of a Mexico based operation

With NAFTA and 11 Free trade agreements covering 42 countries, you are positioned to achieve a global advantage



For more information contact:
Business Development Tetakawi

8350 E Old Vail Rd
Tucson, AZ 85747
1.800.897.3158

info@tetakawi.com
www.tetakawi.com

f tetakawi
t @mexicoadvantage
in tetakawi

