



**BUSINESS
FACILITATION &
TRADING MEXICO**

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ABOUT BFT MEXICO



We are an international business firm, managed by experienced professionals in assisting companies to create strategies for market entry and market development.

We provide consulting services to Mexican and foreign companies on export, import and investment projects through market research, business opportunities, sourcing, organization of events, among other customized business resources.



SERVICES

TRADE AND LOGISTICS



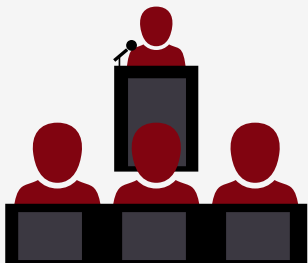
- Transportation.
- Import and export procedures.
- Identification of buyers in international markets.
- Sourcing and inspection of goods before shipping.



CUSTOMIZED RESEARCH

- Industry insights.
- Market research.
- Specialized publications.
- Product development.

MARKETING AND PROMOTION



- Commercial representation.
- Planification of business trips.
- Reception of overseas delegations.
- Participation in trade fairs.
- Organization of trade and investment promotion events.

CONTRACT MANUFACTURING AND SOURCING IN MEXICO

If your company is analyzing sourcing in Mexico is because you are already aware of its advantages such as:

- Open economy and big number of FTAs signed.
- No limits on capital flows.
- Competitive labor costs
- Cheap shipping costs and short shipping time within the USMCA region.
- Facility to address quality issues in a shorter period of time than with China.
- Legal certainty.

Nevertheless, sourcing in Mexico can be quite complex, especially for foreign companies unfamiliar with the business culture and language, that can face a great number of barriers that can be eliminated with the use of an experienced local partner.

In response to a growing demand for local products and services in Mexico, BFT Mexico can help you to whether it is raw materials, consumables, or services required for running a smooth manufacturing operation in Mexico.



Contract manufacturing and sourcing services in Mexico include:



1. Market analysis.
2. Identification of manufacturers with production and export capacity.
3. Quotations and price negotiation.
4. Communication and follow-up.
5. Export procedures.
6. Coordination of logistics, transportation and trading process.
7. Coordination of facility visitation based on client specifications.



BFT Mexico is familiar with the American, Chinese and Mexican way of doing business as our experience goes beyond drafting a detailed contract with terms and conditions, placing emphasis on maintaining a good relationship with our supplier network.



For companies seeking the advantages of sourcing in Mexico, it is important to consider the risks that accompany them and the best means to address them as well.



BFT Mexico helps you to develop purchasing strategies to establish a process and also obtain the expected benefits depending on your needs.



We have the experience for the selection and contracting of suppliers and a series of factors not related to the price that will help drive the decision to select your supplier such as quality and delivery times for a long-term cooperation.

Advantages of having BFT as your service provider

We have offices in Mexico City and Hong Kong.

We have a big network of contacts locally and overseas, from government agencies, companies and industrial associations, thanks to our experience promoting trade and investment.

We participate actively in important chambers of commerce in Hong Kong and Mexico, keeping us informed with up to date business opportunities, commercial offers and legal changes that affect business operations.

Business partners



Membership



OUR TEAM

Karla Loyo, Managing Director

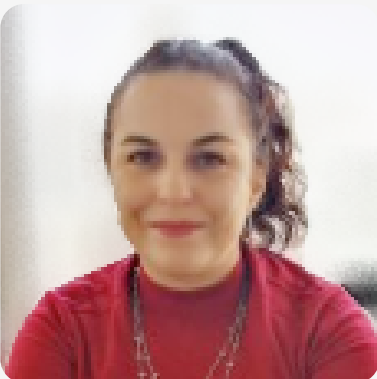


Fifteen years of experience in international business development, economic promotion and administration. Her knowledge and skills are extensive in different topics and industries, such as marketing strategies, international trade procedures, sourcing, economic and market research, business diplomacy, organization of events, among others. Karla has worked in entities such as the China Chamber Mexico, the Mexican Chamber of Commerce in Hong Kong, the Arab-Mexican Chamber of Commerce, the USA Embassy in Mexico, as well as companies of sourcing and compliance located in China.



Marcos Gaviño, Logistics and Transportation Manager

More than 20 years of experience in international transportation (air, sea and air freight), logistics and warehousing. Marcos has worked in important forwarding companies in Mexico, assisting clients mainly in the automotive, chemical, food, and consumer products industries.



Susana Muñoz, Investment Services Manager

Senior professional with over 15 years' experience in the public and private sectors in economic policy, trade and investment promotion in Asia Pacific and Latin America regions. Former Representative of the Mexican Secretary of Economy in Hong Kong. Current President of the Mexican Chamber of Commerce in Hong Kong, and member of the General Chamber of Commerce of Hong Kong, the Hong Kong Food Council, and the Federation of Hong Kong Industries.