

6 WAYS COMPANIES STRUCTURE THEIR OPERATIONS IN MEXICO



WHY IT MATTERS.

Making the right choice means weighing **cost**, **control**, **speed** and **compliance**.

**Choosing the right structure
= long-term success**

- ✓ **Proximity to the U.S.**
- ✓ **Access to skilled labor.**
- ✓ **Strong infrastructure.**
- ✓ **Energy capacity.**
- ✓ **Final product destination.**

But the real key?

Aligning your structure with your business goals.



1 WORKFORCE MANAGEMENT

Interested in operating a business in Mexico without establishing a legal entity in the country?

Solutions like Employer of Record (EOR) and Business Process Outsourcing (BPO) can help you build a team in Mexico fast, and in full compliance of the law. Ideal for startups, tech firms and service providers.

- ✓ **Operate without a legal entity**
- ✓ **Fastest route to build a presence in Mexico**
- ✓ **Full compliance with payroll and HR**



2 CONTRACTED OPERATIONS

Interested in manufacturing with an established partner according to a contractual scope?

Ideal for first-timers and new product developments.

Contract Manufacturing

- ✓ Outsource production, scale fast.
- ✓ Lower investment, moderate control.

Contract Logistics

- ✓ Warehousing, final assembly, packaging.
- ✓ Perfect for inventory overflow and JIT operations.



3 INSHORING SERVICES

**Want more control than contract manufacturing,
but not a complete subsidiary?**

Binational manufacturing services from the U.S.,
leveraging the advantages of manufacturing in
Mexico. Ideal for small companies and first-timers.

- ✓ **Turnkey factory setup and backoffice operations**
- ✓ **Partner acting as Employer & Importer or Record**
- ✓ **Speed, simplicity and risk mitigation**



4 SHELTER OPERATIONS

Ready to build your team and manage operations but want the guidance of a local partner?

Learn the ropes and take over a fully functional manufacturing operation after a contracted period. Ideal for first-timers or medium-sized companies.

- ✓ **Tailored, dedicated entity managed by Prodensa**
- ✓ **Scalable staff to manage back office functions**
- ✓ **Flexibility to transition to independent operations**
- ✓ **Multitenant option for fast-track market entry**



5 WHOLLY-OWNED SUBSIDIARY

Ready to be independent in Mexico, or source certain functions from a service provider?

Custom support, from a startup project management methodology to advisory or compliance-related topics.

Maquiladora (IMMEX)

- ✓ Export-oriented trade incentive program.
- ✓ Virtual exports, VAT Certification.

Full-Fledged Manufacturing

- ✓ Export or domestic sales.
- ✓ Full-scaled and profit-oriented operation.



6 ADVANCED STRUCTURES

Seeking more strategic operations from a fiscal or trade compliance perspective?

Expert-led analysis to focus on certain benefits or capabilities, according to each business case.

Toll Manufacturing

- ✓ Use own or third-party facility.
- ✓ More limited asset investment.

Contract Manufacturer

- ✓ Own manufacturing or third-party services.
- ✓ Machinery and equipment owned locally.



EXPERT GUIDANCE

with

Ricardo Martinez

- ✓ Part of the **Prodensa family** since 2018
- ✓ **+22 years** serving foreign clients
- ✓ Supported **+60 investment projects** in Mexico
- ✓ Background in **operations and project management**



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