



Before You Buy International Partner Search in Mexico

The U.S. Commercial Service (CS) is dedicated to ensuring that our services consistently meet our customers' needs in all markets worldwide. Differences in local laws, cultures, business practices, costs, and other factors usually require some adjustments in order to be effective in a particular market. Please read the overview of this service before you *sign up for an International Partner Search (IPS) in Mexico*.

Business Culture Considerations: In Mexico, business is done on the basis of relationships. U.S. exporters will need to travel to Mexico frequently to develop and strengthen relationships in order to do business successfully in Mexico. An International Partner Search (IPS) is most useful for U.S. companies with familiarity of the Mexican market, who have a Spanish speaking staff, and are simply looking for a strong list of qualified contacts. Based on our extensive experience with clients, it is not recommended for companies that are new to the market. U.S. exporters are encouraged to travel to meet face to face with potential partners.

Number of Contacts Per Search: The number of contacts generated per search can vary greatly depending on market conditions. Some searches may yield no more than 3-4 qualified contacts, while others may yield as many as 10-12 contacts. Be sure to consult with us for an estimate of the number of contacts likely to be on the list you are requesting.

What an International Partner Search Contains: An IPS contains the most accurate contact information and basic market intelligence regarding target companies that have been screened by the U.S. Commercial Service and found to be legitimately interested in doing business with you.

What an International Partner Search Does Not Contain: An IPS does not include information regarding all companies in a target market or all companies contacted during the search – only those that have shown legitimate interest in doing business with you. While the service provides basic overview information on each company, it is not an exhaustive investigative report. If due diligence on a given Mexican contact is needed, we recommend our International Company Profile.

Lead Time: Conducting a high-quality International Partner Search in Mexico requires 30 working days from receipt of payment.

Service Fee:

| SME Company* | SME New-to-Export using CS service for the first time | Large Company* |
|--------------|---|----------------|
| \$550 | \$350 | \$1400 |

*A Small or Medium-Sized Enterprise (SME) is defined as a firm with 500 or fewer employees or self-certified as a small business under SBA regulations. A large company is defined as a firm with more than 500 employees. Subsidiaries will be classified based on the size of the parent company.

A client who orders an IPS and within six months of receiving the report decides to purchase a Gold Key Service (based completely upon the companies in the specified IPS report) may receive a discount on the Gold Key Service. Contact the U.S. Commercial Service in Mexico for details.