

THE STATE OF TEXAS MEXICO OFFICE (STMO)



Economic Development & Tourism | Office of Texas Governor Greg Abbott

The State of Texas Mexico Office (STMO) markets the State as a premier business investment destination from its location in Mexico City. STMO assists Mexican companies looking to invest in Texas and Texas businesses wishing to export to Mexico.

EXPORT PROMOTION SERVICES

The State of Texas Mexico Office offers services to assist companies at various levels of exporting experience, providing export advisory, market research and partner identification services.

Quick Market Assessment Report (QMA)

Brief report assesses the market potential of the Texas products in the market by providing basic research from primary and secondary sources.

Business Partner Identification Report (BPI)

The service is offered to companies that want to identify qualified partners or customers in Mexico. STMO will identify and qualify prospective local partners, send them a letter of introduction in Spanish, and follow up on the request.

Key Industry Contact Report

The report contains essential industry contacts like business chambers, professional and industry associations, government, trade shows and media.

Market Accelerator Report

A comprehensive, customized report designed for Texas exporters in later stages of developing their Mexico export strategy, featuring market dynamics, opportunities, composition and sales channels, as well as government regulations and a contact list.

Customized In-Country Appointments

The service is offered to companies that have identified potential representatives, distributors, and end-users in Mexico (through the BPI Report or otherwise), and are ready to travel to Mexico. STMO will qualify potential partners, assess their interest, schedule meetings with interested prospects and accompany Texas clients to all meetings.

Please note, all reports require advance notice and various lead times, depending on the type and complexity of services requested.

STATE OF TEXAS MEXICO OFFICE COORDINATED EXPORT EVENTS

The State of Texas Mexico Office will coordinate the participation of Texas businesses in various Mexican trade events. Eligible businesses will receive free or discounted booth space, pre-event and on-site assistance and B2B matchmaking services.

Aerospace Meetings Queretaro | Querétaro, México

Dates: February 18-20, 2020

Cluster: Aerospace

Mexico WindPower | Mexico City, Mexico

Dates: March 4-5, 2020

Cluster: Renewable Energy

Expo Antad & Alimentaria | Guadalajara, Mexico

Dates: March 31 - April 2, 2020

Cluster: Food

Mexican Petroleum Congress | Monterrey, Mexico

Dates: June 24-27, 2020

Cluster: Oil & Gas

To register, please visit gov.texas.gov/business/events

For more information regarding export events, please contact STMO staff at contact@texasinmexico.com

INVEST IN TEXAS FORUMS

The State of Texas Mexico Office will conduct a series of Invest in Texas Forums in Mexico. The Forums are designed to highlight the advantages and opportunities of doing business in Texas, and to connect Mexican companies poised for expansion into the United States with Texas communities vying for their business.

- ▶ **Invest in Texas Forum: Guadalajara, Mexico | February 18, 2020**
- ▶ **Invest in Texas Forum: Morelia, Mexico | February 27, 2020**
- ▶ **Invest in Texas Forum: Mexico City, Mexico | March 25, 2020**
- ▶ **Invest in Texas Forum: Chihuahua, Mexico | May 6, 2020**
- ▶ **Invest in Texas Forum: Saltillo, Mexico | June 23, 2020**

For more Invest in Texas forum information, sponsorship and participation opportunities, please contact STMO staff at contact@texasinmexico.com

Contact:

Jose Ramon Fernandez

Director of the State of Texas Mexico Office

jose.fernandez@texasinmexico.com | (011) (52 55) 5514-8100

State of Texas Mexico Office
Jose Maria Castorena 238 Int. F
Col. Cuajimalpa
05000, CDMX, Mexico

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