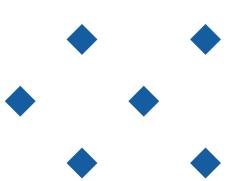


# YOUR LOCAL PARTNER IN SMART NEARSHORING





#### WHAT IS NEARSHORING?

Nearshoring is the practice of relocating business operations or supply chains to a **nearby** country to reduce costs while maintaining proximity to the home market.

WHY NEARSHORE? It enhances supply chain resilience, reduces costs, improves lead times, and facilitates collaboration by leveraging geographic and cultural proximity.



### **ABOUT US**

WE ARE A GROUP OF SUPPLY CHAIN PROFESSIONALS WITH OVER 20 YEARS OF EXPERIENCE DEVELOPING SUPPLIERS IN MEXICO.

### **OUR EXPERTISE COVERS:**

FABRICATION

CASTINGS

MACHINING

LOGISTICS & COMPLIANCE



#### **CAPITAL INVESTMENT**

- LEGAL
- MARKETING
- EHS



## WHY MEXICO?

#### Proximity

Quick transportation and lower logistics costs

#### Timezone

Closely aligned to the USA, allowing real time collaboration

#### Trade Benefits

Mexico is the country with the most trade agreements in the planet

#### Skills

Highly skilled workforce and lower production costs Vs the US

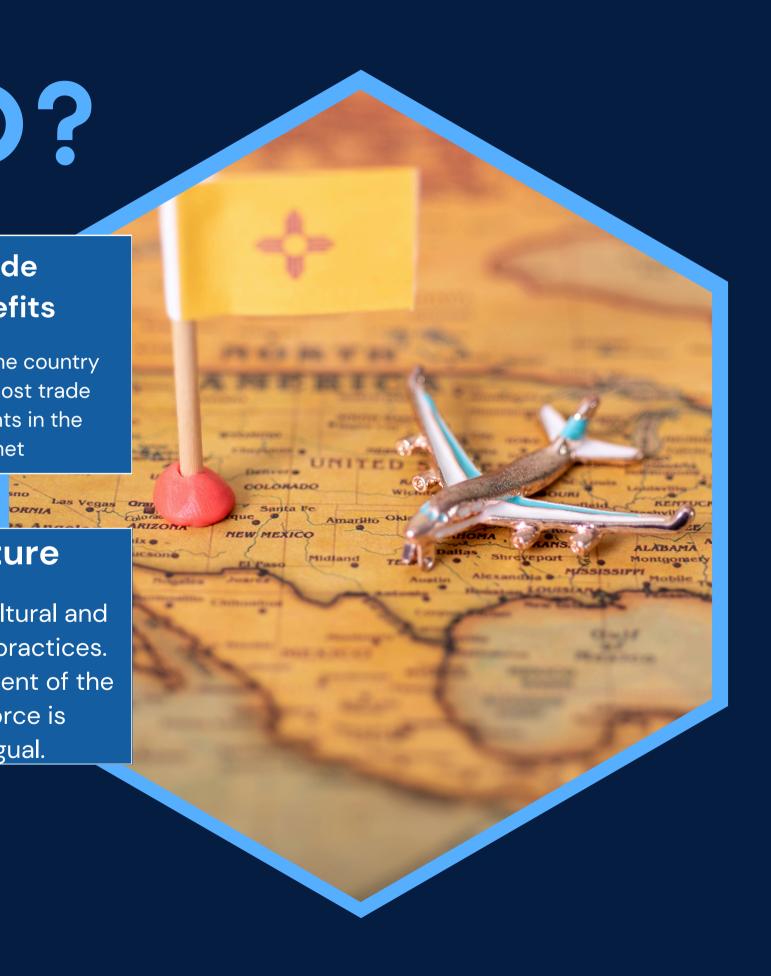
#### Infrastructure

16 ports, access to the Atlantic and the Pacific, extense railway connectivity

#### Culture

Shared cultural and business practices. Large percent of the workforce is bilingual.





## THIS IS HOW WE DO IT

Approach Suppliers

Find the best fit

**Asses & Plan** 

We preselect potential suppliers, sign NDAs, and share RFPs to gather proposals, ensuring alignment with the customer's needs.

Implementation

We support a smooth transition, guide suppliers through PPAP execution, and maintain clear communication to ensure success.

Monitor & Optimize

We analyze our customer's spend data, sourcing needs, and strategic objectives to define priorities and identify key costsaving opportunities

> We evaluate supplier responses, benchmark capabilities, and negotiate terms to match the customer with the most suitable partner.

We track supplier performance, measure results, and identify opportunities for continuous improvement to maximize long-term value.

### WHAT TOOLS DO WE USE FOR CONTROL?



APOP Adv Ens

Advanced Product Quality Planning Ensures a structured approach to product development and quality control.

PPAP

**Production Part Approval Process** Validates that a supplier meets design and production requirements.

MSA

Measurement System Analysis Assesses the accuracy and reliability of measurement systems.

FMEA

**Failure Mode and Effects Analysis** Identifies and mitigates potential failure risks in processes or products.

SPC

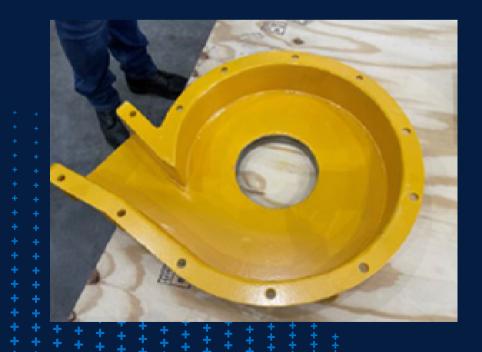
**Statistical Process Control** Uses statistical methods to monitor and control processes.



### **EXAMPLES OF OUR** DEVELOPED COMPONENTS















### **OUR TEAM**



David Mayen

Business Development

| | | | | | |



Roberto Rodriguez Sourcing Manager







Fe Env



Fernando Villa

Environmental Health & Safety



Benito Espinoza

Marketing



#### Erick Garza Logistics & Trade Compliance

## THANK YOU

#### **Connect with us.**



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