Business culture in Mexico and Latin America is very relationship driven. It is vital to foster professional relationships, which means you must know how to behave, communicate and interact with the Mexican and Latin American corporate world.

The Global Initiative is a new program offered by the MMSDC to enable its constituents to explore and expand their footprint to Mexico and Latin America. The Initiative provides its participants with invaluable information, negotiating the complexities of regulations and culture abroad, and managing corporate matchmaking to successfully scale your business in Mexico and Latin America.

**KEY BENEFITS FOR MBEs**

- Develop strategic projects to integrate supply chain for the automotive, aerospace and IT sector
  - Foster an alliance, joint venture, and/or contract with international businesses.
- Connect to national networks in the automotive, aerospace and IT sectors
  - Direct connection of MMSDC Corporate Members to opportunities to develop and expand business abroad.
  - Integrated strategy to re-shoring and international expansion through the United States, Mexico and Canadian (USMCA) region.

**KEY BENEFITS FOR CORPORATIONS**

- Connect with companies from Mexico for potential B2Bs and trade opportunities.
- Participate in the Plug and Play Detroit IT Start-up Platform
  - Opportunity to participate in the Detroit Plug and Play having access to IT start-ups from Mexico and Latin America.
WHO
For MBEs looking to scale globally, build cross-border business relationships, and access new markets & opportunities.

IMPACT
Signed MOU with the National Network of Automotive Clusters, which comprises over 600 companies in 11 Clusters, offering procurement opportunities, strategic alliances, nearshoring and supply chain networks.

Signed MOU with the Trade Promotion Office in the state of Guanajuato (COFOCE) – where we have successfully sourced a metal stamper supplier to support Faurecia, an automotive Tier 1.

Global Initiative strategized to connect Faurecia with a Mexican MBE, resulting in a mutually beneficial business agreement.

Developed international alliances in stamping and plastic injection sectors.

GET INVOLVED
Are you ready to become an international company? Visit our website and learn how to connect with likeminded businesses to create international teaming agreements, arrange on-demand B2Bs, create partnerships, export transactions, and establish operations abroad.

QUESTIONS?
Please contact Javier Smith, Program Manager
globalinitiative@minoritysupplier.org / (210) 542 5800