



GLOBAL INITIATIVE



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 designed to enable its members to explore and expand their footprint to Mexico and Latin America. The Initiative provides its members with invaluable information, negotiating the complexities of regulations and culture abroad, and manages corporate matchmaking for successfully scaling 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 alliances, joint ventures, and/or international teaming arrangements.
- 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 Canada Trade Agreement (USMCA).



KEY BENEFITS FOR INTERNATIONAL CORPORATIONS

- Access to Matchmaker 365 B2B On-line Platform
 - Connect with Minority Companies and Corporate buyers for potential B2Bs and trade opportunities.
- Opportunity to participate in the Detroit Plug and Play and have access to IT start-ups from Michigan, Mexico and Latin America.



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WHO

For MBEs looking to scale globally, build cross-border business relationships, and access new markets & opportunities.

IMPACT

Signed MOU with the Mexican National Network of Automotive Clusters, which comprises over 600 companies in 11 Clusters, offering procurement opportunities, strategic alliances, near-shoring and supply chain networks and where we have successfully sourced a stamping company to participate in the Stamping Consortium to support OEM and Tier 1 business.

Signed MOU with the Trade Promotion Office in the state of Guanajuato (COFOCE) – where we have successfully sourced an injection plastic supplier to participate in Plastic Injection Consortium to support OEM and Tier 1 business. Uploaded 64 companies to Matchmaker 365.

Global Initiative strategized to connect MBEs, to suppliers in Mexico resulting in a mutually beneficial business agreement.

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?

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