



Minimize the risk of choosing the wrong site to set up operations by relying experts who have the data, tools and first-hand knowledge to find the area that is right for your company.

8-Step Site Selection Process
to identify the optimal location for corporate expansion



Partner with a local Shelter Company to start up with minimal risk and liabilities

They will:

Manage day-to-day customs and transportation logistics.

Provide all the manpower needed and create a positive working environment.

Handle all Mexican legal and administrative requirements.



Site build-out

Existing Building or BTS

Selecting a developer with experience in similar facilities can be critical in the project being delivered on-time and within budget.



Negotiations

Reach agreements on economic incentives and real estate terms, tax credits, tax abatements, cash grants, training subsidies, utility rebates, and other related incentives.



Identify the project team

This includes representatives from the executive team, business unit, real estate department, logistics department, tax department, and human resources, among others.



Define the project scope and needs

Identify key dates, employee skill level, projected headcount, desired labor rates, capital investment, accessibility to customers and suppliers, real estate needs, and infrastructure requirements.



Conduct a geographic filtering process based on the project criteria

This includes information such as population, demographics, unemployment rate, cost of living, utility costs, industry presence, inbound/outbound materials, wage rates, union rates, tax rates, time zone, among others.



Site visits to finalist locations

On-site due diligence. The anecdotal evidence uncovered during site tours will enable the team to better understand the qualitative differences for each possible location.



Conduct an in-depth analysis of the long list to identify finalists

This includes carrying out a cost model analysis and comparing locations using a balanced scorecard approach, including factors such as available workforce, infrastructure, logistics, business climate, economic incentives, and real estate market analysis for top locations.



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