



STRATEGIC BUSINESS EXPANSION IN MEXICO



IBS 
CONSULTORES



(+52) 55 7352 6055



www.ibs-consultores.com



Who We Are

IBS Consultores is a firm specialized in strategic business expansion in Mexico. We support globally minded companies seeking to understand the business environment, establish operations, develop commercial opportunities, and strengthen their presence in the Mexican market.

We combine analysis, strategy, and business networking to help our clients make informed decisions, reduce risks, and accelerate their growth in Mexico.

**WE HELP GLOBALLY MINDED COMPANIES ENTER, OPERATE, AND
EXPAND THEIR BUSINESS IN MEXICO.**

Mission

We help globally minded companies enter, operate, and expand their business in Mexico through business environment analysis, commercial expansion, and business development

Vision

To become the leading strategic business expansion firm in Mexico, recognized for facilitating the entry, operation, and growth of national and international companies

Why Mexico?

Mexico has become one of the most attractive markets for investment and business expansion in the Americas. Its strategic location, extensive trade agreement network, industrial base, specialized talent, and access to international markets make it an ideal platform for business growth.

However, taking advantage of opportunities in the Mexican market requires understanding the business environment, identifying the right channels, and developing an entry and growth strategy aligned with each organization's objectives.

At IBS Consultores, we help companies transform opportunities into results through solutions designed to understand the market, establish operations, and generate sustainable growth in Mexico.

Mexico at a Glance

- Leading economy in Latin America.
- Preferential access to more than 50 countries through trade agreements.
- Strategic location between North and Latin America.
- Global manufacturing and logistics hub.
- Market of more than 130 million consumers.

Strategic Solutions

1.- Business Environment Analysis

We help companies understand the Mexican market by evaluating commercial, regulatory, and tax conditions to identify opportunities and reduce risks before investing or establishing operations.

2.- Commercial Expansion

We facilitate market entry in Mexico through commercial strategies, distribution channels, marketplaces, and customer development initiatives that drive sales growth.

3.- Business Development

We support business growth in Mexico through commercial opportunities, strategic partnerships, and connections with key stakeholders that strengthen long-term market presence.

Value Proposition

We help globally minded companies understand the Mexican market, establish operations, and generate growth opportunities through strategic, results-oriented solutions.

1.- Business Environment Analysis

We help companies understand the commercial, regulatory, tax, and competitive conditions of the Mexican market to identify opportunities, assess risks, and make informed decisions.

Scope:

- Market studies.
- Industry analysis.
- Opportunity assessment.
- Competitive intelligence.
- Regulatory and tax analysis.
- Commercial feasibility assessment.



2. Commercial Expansion

We design and implement strategies that facilitate the introduction of products and services into Mexico through customer development, distribution channels, marketplaces, and commercial opportunities.

Scope:

- Market entry strategies.
- Commercial development.
- Distribution channels.
- Marketplaces.
- Customer development.
- Commercial opportunity generation.



3. Business Development

We support business growth through commercial opportunities, strategic partnerships, and connections with key stakeholders that strengthen our clients' market presence and competitiveness.

Scope:

- Strategic partnerships.
- Project development.
- Institutional engagement.
- Business networking.
- Strategic partner identification.
- Business opportunity generation.



Our Approach

We believe business expansion requires more than information. It requires a deep understanding of the environment, a clear strategy, and access to the right opportunities.

For this reason, we follow an integrated approach that combines analysis, strategy, and execution to help our clients understand the market, establish operations, and generate sustainable growth in Mexico.

How We Work

Assessment: We seek to understand the objectives, needs, and challenges of each company.

Analysis: We evaluate the business environment and identify opportunities and risks.

Strategy: We develop a strategic roadmap aligned with the company's business objectives.

Implementation: We support the execution of commercial and business development initiatives.

Follow-up: We monitor progress and strengthen growth opportunities.

Who We Help

- Foreign companies seeking to enter the Mexican market.
- Companies looking to establish operations in Mexico.
- Organizations seeking to develop commercial channels and customers.
- Companies pursuing strategic partnerships and business opportunities.
- Mexican companies with growth and internationalization objectives.



COMPANIES SEEKING RESULTS IN MEXICO: CLEAR ENTRY, COMMERCIAL EXECUTION, AND GROWTH

Contact Us

 contacto@ibs-consultores.com

 Phone (+52) 55 7352 6055

Mexico City Office

Corporativo Diamante
Vasco de Quiroga 3900, Tower A, 10th Floor
Santa Fe, Cuajimalpa
Mexico City, 05348, Mexico

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