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ARY INDUSTRY MARKET AND LOGISTICS PROFILE

# Medical Devices and Equipment

## STRUCTURE OF THE HEALTH CARE SECTOR IN MEXICO

The national health care system in Mexico covers 89.7 million people, or approximately 93 percent of the population. The remaining 7 percent of the population lives in the most remote rural areas of the country where health care facilities are not accessible. The National Health Care System is divided into two main systems.

The first is a system which incorporates 53 percent of the Mexican population and is designed to service the health care needs of all people in Mexico who are not employed. It is referred to as the system servicing the *población abierta* — open system.

The second system provides services to the remaining 47 percent of the population including all employees within the public and private sectors and their families. It is referred to as the system servicing the *población derechohabiente* — premium-based system. Each system includes an infrastructure comprised of primary, secondary and tertiary health care facilities and each system offers these services throughout the 31 states of the country.

There is a parallel private health care system, which is financially supported through user fees. The market served by the private health care system tends toward the higher socio-economic levels of Mexican society. Estimates vary on the percentage of the population using the private health care system from 3 percent to 20 percent. Based on figures provided by the *Asociación Mexicana de Instituciones de Seguros (AMIS)*, the number of Mexicans covered by private health insurance, including accident insurance, rose in 1993 to approximately 2 million people. This would confirm the low range estimate of 3 percent, or 2.6 million people, electing to use the private health care system.

## CUSTOMERS

The body responsible for health care policy and regulation in the country is the *Secretaría de Salud (SSA)* — the Secretariat of Health. SSA also delivers medical services to the poorer segments of Mexican society through the SSA system of clinics and hospitals.

### Open System

The open system includes the following providers of health care services and facilities:

- *Secretaría de Salud (SSA)* — the Secretariat of Health;
- *Departamento del Distrito Federal (DDF)* — the Department of the Federal District;
- *Instituto Mexicano del Seguro Social — Solidaridad (IMSS-Solidaridad)* — encompasses the services provided under the national welfare system of *Solidaridad*;
- *Sistema Nacional Para el Desarrollo Integral de la Familia (DIF)* — the National System for the Development of the Family;

### INDUSTRY MARKET PROFILE

Foreign Affairs and International Trade has prepared an extensive study of the Mexican market for medical devices and equipment. This report has been produced and published under the Access North America Program. Entitled *Sector Profile: The Market in Mexico for Medical Devices and Equipment*, it is available from:

#### InfoCentre

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Canada 1994  
Cat. No. E73-9/18-1994-1E  
ISBN 0-662-22385-3

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### HIGHLIGHTS

This guide has been prepared to assist Canadian firms interested in exporting medical devices and equipment to Mexico. The main objectives of the guide are to:

- explain the structure and operation of the national health care system and the private health care system;
- identify areas of opportunity for Canadian companies in the medical devices and equipment sector; and
- develop an understanding of the business environment affecting this sector.

