	Health Care Services to Remote Regions Home Care Services and Retirement Homes Ambulance and Emergency Services	3; 3; 3;
7.	OPPORTUNITIES FOR MEDICAL DEVICES AND EQUIPMENT Principal Medical Equipment Suppliers in Mexico Products in Demand	3 ⁴ 3 ⁶
8.	The Procurement Process The Buying Cycle The Cuadro Básico Public Tenders Tender Notification Accessibility to Foreign Bidders Bid Bonds The Bid Team Contract Awards Performance Bonds Payments	38 39 39 39 40 40 41 41 41 41 41
	Contract Disputes	42
9.	The Regulatory Environment Product Registration National Health Care System Private Health Care System Specialized Institutes Standards Patent Protection Country of Origin Labelling Customs Clearance Customs Brokerage Fees International Financing Charges Work Permits for Canadians Impact of the North American Free Trade Agreement (NAFTA)	42 42 43 43 44 44 44 44 46 46 46 46
10.	MARKET ENTRY STRATEGIES Agents Distributors Selecting an Agent or Distributor Partnerships and Strategic Alliances Congresses and Trade Shows Being Competitive	48 49 49 50 50 51
11.	KEY CONTACTS Canadian Government Departments and Services in Canada Key Contacts in Canada Canadian Government Departments and Services in Mexico Mexican Government Secretariats and Agencies Associations and Chambers in Mexico Other Organizations	52 52 58 60 60 61 62