

## **PAYMENTS**

Generally speaking, under the *Ley de Adquisiciones Públicas*, Public Purchasing Act, payment must be made by the purchasing entity within 20 calendar days after the payment becomes due, unless otherwise agreed upon.

It is essential that invoices conform precisely to the documentation requirements of the client. Even small oversights can cause serious delays. No invoice will be paid until all documentation is absolutely in order.

The cost of working capital has been high in Mexico, and this has a direct impact on prompt payment of accounts. During 1993, delays in government contract payments were common.

A Canadian company should allow for payment delays and should be prepared to go to Mexico to visit with the payment authority to iron out any documentation problems. The overall experience of Canadian exporters is positive in terms of eventual full settlement of accounts.

## **CONTRACT DISPUTES**

Contract disputes that arise from perceived non-conformities in the tendering process, the award, or the administration of the contract can be appealed. The responsible government agency is the *Secretaría de la Contraloría General de la Federación (SECOGEF)*, Secretariat of the Comptroller General. Market experts claim that as many as 30 percent of all government procurement bids are protested annually. Companies which have gone this route have generally found that their cases have been fairly dealt with.

# **9. THE REGULATORY ENVIRONMENT**

## **PRODUCT REGISTRATION**

### **NATIONAL HEALTH CARE SYSTEM**

All medical products must be registered with the *Secretaría de Salud (SS)*, Secretariat of Health. Canadian exporters will generally have their authorized agents or distributors register the equipment with the *SS* and fill out an application. The following documents must accompany the filing:

- a statement regarding the materials used in the fabrication of the product;
- product specifications and validation of the manufacturing process;
- a full description of the parts of the equipment and their use;
- certification of sterility and documentation on sterilization techniques used;

