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100 MEDIUM CITIES PLAN Priority Locations for Phases 3 and 4

State	Cities	Phase
Aguascalientes	Aguascalientes	3
Baja California	Ensenada	4
	Mexicali	4
	Tecate	4
	Tijuana	4
Baja California Sur	Los Cabos	3
Campeche	Campeche	3
	Ciudad del Carmen	3
Coahuila	Ciudad Acuña	4
	Ramos Arizpe, Arteaga	4
Colima	Villa de Álvarez	4
	Manzanillo	3
Chiapas	San Cristóbal de las Casas	3
	Tapachula	3

de Informática de la Administración Pública, Estatal y Municipal (CIAPEM). Its focus is on setting standards for software and information systems.

Municipal decision-making is also influenced by a number of other factors, including the level of in-house training and expertise, the timing of elections and the city's ability to tap into federal and state assistance programs.

Tendering rules vary for federal, state and municipal procurements. In general, a local presence is needed to make successful bids. In fact, some government entities require that the bidder have an office in their state, or at least be prepared to establish one. Projects financed by BANOBRAZ require that companies have a representative office in Mexico. The best

prospects are cities slated for development under Phases 3 and 4 of the 100 Medium Cities Plan.

There are also significant private sector markets for geomatics services in Mexico, mainly for guiding plant and store locations. In addition, the state-owned oil monopoly, PEMEX, is a major user of geomatics services.

WHERE TO GET HELP

The **Department of Foreign Affairs and International Trade (DFAIT)** is the Canadian federal government department most directly responsible for trade development. The InfoCentre is the first contact point for advice on how to start exporting; it provides information on export-related programs and services; helps find fast

answers to export problems; acts as the entry point to DFAIT's trade information network; and can provide companies with copies of specialized export publications.

InfoCentre

Tel: 1-800-267-8378
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The **Commercial Division of the Embassy of Canada** in Mexico City promotes trade with Mexico. There are several trade commissioners at the Embassy, and there is a satellite office in Monterrey. Trade Commissioners can provide a range of services including introducing Canadian companies to potential customers in Mexico, advising on marketing channels, assisting those wishing to participate in trade fairs, helping identify suitable Mexican firms to act as agents, and compiling credit and business information on potential foreign customers.

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Department of Foreign Affairs
and International Trade

Ministère des Affaires étrangères
et du Commerce international

