Bi-national Development and Strategic Opportunities: Aerospace Cluster and Medical Devices Cluster In México

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Number of Companies in Each States in Mexico’s A&D Industry, 2014

Source: Aerospace Industry in México. PWC May 2015

Companies in the Medical Device Cluster by State

Mexico is the 5th exporter in the world formed by both, small and medium businesses. Mexican market = $5 USD billion in 2012

**Challenges**

- Strengthening of the value chain for High Tech products
- Create training programs to design medical equipment
- Production of low-cost devices and equipment for México’s hospitals and clinics
  - Instruments: surgical, measuring, chemical analysis, automatic controlling, orthopedic, liquid flows measuring

**Bi-National Opportunities**

- Promote small business sponsorship by institutions of Arizona, to develop new products.
- Encourage innovation in medical products through incentives to students; competitions, academic exchanges, etc.
- Promoting the idea of bi-national health enterprise; whereby medical tourism in Mexico and American expertise make possible to develop low-cost devices to solve specific problems.
- Promote venture capital associations for companies with a bi-national and regional activities.

Source: working session with the business sector
México is the 6th largest supplier to the US aerospace industry

**Challenges**
- Identifying human capital needs by Mexican state
- Develop Suppliers of special processes:
  - non-destructive testing, forgings and castings, treatment and handling of new materials
- Increase maintenance services
- Increase Certification services; lack of resources and trained personnel to do so.

**Bi-National Opportunities**
- Develop specialized suppliers: non-destructive testing, forgings and castings, treatment and handling of new materials.
- Provide maintenance services
- Develop and train certified human capital
- Develop strategies focused on regional development creating complementarities across states
- Promote bi-national coordination between Research Centers (Universities) to improve innovation and training

*Source: working session with the business sector*
Mexico’s KEY Actions to improve both clusters

1. Empowering national agencies responsible for certification (Directorate General of Civil Aeronautics)
2. Promote coordination between academia and industry at national and state level
3. Increase federal funding for the construction and development of research centers aerospace and laboratory analysis of materials
4. Simplification of bureaucratic processes for accessing funds
5. Improve communication and coordination between clusters of the same sector
6. Mandatory regulation of international companies
7. Improve incentives for large companies to invest in R&D
8. Implement systems to ensure world class quality processes to local suppliers
9. Promote training and development of local suppliers to keep up with international standards
10. Increase highly trained and certified providers particularly on maintenance