Crossborder*Expansion* Services

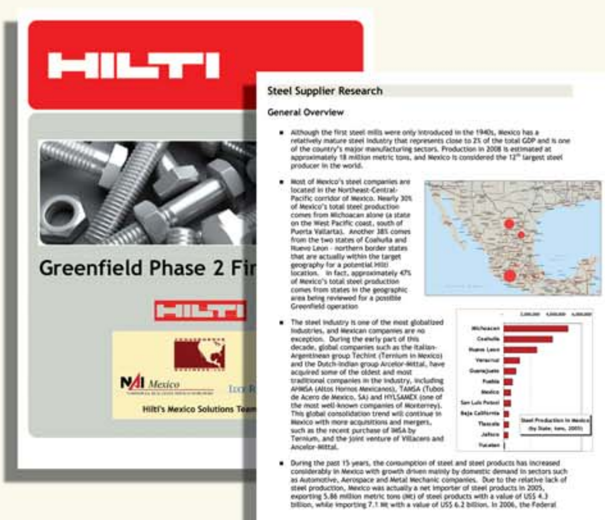
Independent industry research, siting analysis, and due diligence services to help companies assess Mexico & US-Mexico market entry and expansion options

Times are tough, and today's globally-minded companies need an independent and experienced partner to help them evaluate manufacturing, logistics, technology and service industry options in Mexico -- without breaking the bank. Crossborder Group's Crossborder*Expansion* services provide affordable, research-based economic data, cost modeling, siting studies, and market-entry advisory services in markets throughout Mexico and along the US-Mexico Border.

Whether you need a general cost model for an operation in Mexico, a multi-region siting comparison, in-depth market data, or simply an analysis of outsourcing options, Crossborder can do that -- and more. When it comes to Mexico, let our US- and Mexico-based team help you answer that question: *"Now what?"*

A Few Examples of our CrossborderExpansion Work

HILTI: Siting Analysis & Due Diligence



The European-headquartered manufacturer, Hilti, selected Crossborder as their lead consulting firm for a complex and challenging five-month project to both evaluate possible sites for a Greenfield manufacturing operation, as well as provide due diligence research on several Mexico-based acquisition targets.

The two-phase siting analysis included a basic screening of four locations in the US and 11 cities in Mexico -- followed by an in-depth comparison of three finalist cities that assessed labor and operational costs, logistics, suppliers, real estate, security, government permits and incentives. The result: a $30 million investment in Hilti's first manufacturing plant in the Western Hemisphere to be located in North East Mexico.

Steel Products Client: Mexico Cost Model

Originally contracted to create a Mexico market study of one of their key products, this $200+ million California company asked Crossborder to also develop a Mexico Manufacturing Cost Model using variables from one of their Georgia-based manufacturing plants. After an initial analysis of logistical considerations for both suppliers and the end-market, Crossborder created a cost-model that gave our client the likely operational costs for a future Mexico-based factory -- using industrial surveys of similar metal operations in Mexico, regional cost data, and a confidential RFP to four maquiladora shelter companies.

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