



Partnering in Business
with Germany

Ihr Zugang zu neuen Geschäftsbeziehungen mit **Mexiko**

Medical / Industry

**Zeitraum des Aufenthalts der ausländischen Führungskräfte
in Deutschland: 29.06. – 16.07.2026**

Informationen zu PG finden Sie unter: [Mexiko - Partnering in Business with Germany](#)

Informationen zu den aktuellen Wirtschaftsaussichten und zum aktuellen Wirtschaftspotenzial
finden Sie unter [Wirtschaft in Mexiko](#)



Partnering in Business with Germany ist ein globales Programm des Bundesministeriums für Wirtschaft und Energie zur Außenwirtschaftsförderung. Ziel ist die **erfolgreiche Geschäftsanbahnung** zwischen mittelständischen Unternehmen aus Entwicklungs- und Schwellenländern und Deutschland.

Jedes Jahr werden rund 1000 ausländische Führungskräfte auf den Markteintritt nach Deutschland vorbereitet und B2B-Kontakte zu deutschen Unternehmen hergestellt, die ihrerseits für sich neue Märkte erschließen wollen. Dieser **partnerschaftliche Ansatz** führt zu langfristigen Geschäftsbeziehungen und einem globalen Netzwerk international agierender KMU.

Das Programm ist auf Ihre Bedürfnisse zugeschnitten. Wir wollen, dass Sie in optimaler Weise von hochwertigen Kontakten mit passenden Geschäftspartnerinnen und Geschäftspartnern profitieren. Aus diesem Grund **bereiten wir die ausländischen Unternehmerinnen und Unternehmer intensiv auf die Zusammenarbeit mit Ihnen vor**. Während des Deutschlandaufenthalts lernen die ausländischen Führungskräfte Ihren Betrieb kennen – und Sie die ausländischen Führungskräfte. Der fachliche Austausch findet individuell, direkt in Ihrem Unternehmen und auf Augenhöhe statt.

Wir laden Sie ein, durch Ihre Teilnahme an diesem Programm neue wertvolle Partnerschaften mit internationalen Unternehmen zu starten.



Ulrich Niemann

Leiter des Außenwirtschaftsförderprogramms
Partnering in Business with Germany im BMW

Das Angebot des Programms an deutsche KMU



Direkte Kontakte mit Führungskräften aus ausländischen Unternehmen.



Passende Geschäftspartner für eine langfristige Zusammenarbeit.



Vertragsabschlüsse durch konkrete Geschäftsideen und Aufbau persönlicher Beziehung.



Steigert **Bekanntheit und das Ansehen** deutscher KMU im Ausland.



Wenn Sie an einer Partnerschaft mit einem oder mehreren Unternehmen interessiert sind, laden wir Sie ein, direkt Kontakt aufzunehmen.

Bei Fragen zum Programm oder Interesse, eine ganze Gruppe für eine Besichtigung in Ihr Unternehmen einzuladen, wenden Sie sich bitte direkt an das zuständige Business Development Centre (BDC).

Weitere Informationen für deutsche Unternehmen finden Sie [hier](#).

Gesundheitswirtschaft / Medizintechnik

[Company 1 - Productos Medicos y Hospitalarios \(PMH\)](#)

[Company 2 - Instrumentos Medicos Internationales](#)

[Company 3 - INOVATIUM](#)

[Company 4 - Biortotec \(Dipromedic Group\)](#)

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Productos Médicos y Hospitalarios (PMH)



We are a certified Mexican medtech manufacturer dedicated to developing infection-prevention kits and chlorhexidine-based antiseptic solutions for any setting where healthcare is delivered — hospitals, clinics, nursing homes, home care and beyond. With 38 years of market expertise, a certified ISO Class 8 facility and full regulatory traceability, PMH delivers reliable, human-centered medical technology across the healthcare continuum.



Objectives/ proposals

We seek strategic alliances with German companies to co-create the future of healthcare. We are particularly interested in:

Market expansion partners for our own infection-prevention kits (hemodialysis & urinary drainage) and chlorhexidine-based antiseptic products (jelly and solution)

Nearshore manufacturing clients seeking a certified plant for private-label kit production — and a launchpad to commercialize their products across the Mexican and Latin American markets through our channels and regulatory expertise.

German med-tech companies wanting to enter the Mexican market — we integrate high-tech components and advanced antimicrobials into our certified kits and antiseptic products.

Website

www.pmhsa.com

LinkedIn

www.linkedin.com/company/pmhmex
www.linkedin.com/in/cmcorrales

Number of employees: up to 50



Instrumentos Médicos Internacionales, S.A. de C.V.



- Mexican company founded in 1979
- Sales offices: Guadalajara, Monterrey & Mexico City
- Specialized in commercialization of **high-specialty medical devices**
- Operations in both **public and private healthcare sectors**
- Presence in multiple regions in Mexico
- **Strong market access capabilities**
- Solid reputation based on long-term relationships
- highly qualified team that includes sales specialists, biomedical engineers, product specialists, and regulatory affairs professionals



InstruMedInt

Objectives/ proposals

- Identify reliable partners for **distribution agreements**
- Build strong business relationships with German companies
- **Expand our portfolio** with innovative technologies in Neurosurgery, Cardiology, Vascular, Advance woundcare and others.
- Learn from German business practices and innovation culture
- Create sustainable and mutually beneficial partnerships
- Strengthen international collaboration

Website

- www.instrumedint.com
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Inovatum manufactures chemical solutions to be used on celular counters or hematology instruments for human clinical diagnostics. We satisfy international regulatory requirements as NOM-241 (like ISO-13485), ISO-9001, ISO-14001 and others. We are the only one company in Mexico with high technical personnel that manufacture these products.



Objectives/ proposals

We have the capacity to manufacture hematology reagents under Original Equipment Manufacture (OEM) model. Nearshoring advantages impact positively financial figures; a) Reduction of cost by shipping and taxes reduction (aprox. 50%), b) Improved shelf live, c) Not investment in product because Inovatum finance it, d) Local manufacture integration that enable bid access, e) Soon impact to local market with Inovatum network distributors, f) Access to USA, Canada and Latin America with Mexican Free Trade Agreements, and g) Be competitive against Chinese products.

Website

www.inovatum.mx

Number of employees: Up to 50



Biortotec (Dipromedic Group)



Grupo Dipromedic is a Mexican company specialised in the distribution, commercialisation and manufacturing of medical devices in traumatology and orthopaedics, comprising **Dipromedic**, **Biortotec** and **Traufix**. With institutional leadership in the **Guanajuato Medical Devices Cluster**, the Group combines innovative technology distribution with in-house manufacturing and is actively building a **MedTech Innovation Hub Europe–Mexico** — a bilateral platform headquartered in Europe to connect European medical technology with manufacturing, distribution and regulatory access across Latin America.



Objectives/ proposals

We aim to collaborate with forward-thinking German companies looking to expand into the Latin American MedTech market. Whether you are in medical device manufacturing, research, or healthcare innovation, Grupo Dipromedic is seeking partners who value technology, quality and strategic growth. We are particularly interested in working with:

- Manufacturers and R&D institutes developing innovative solutions in orthopaedics, traumatology and advanced surgery ready for commercialization in Mexico and LATAM.
- MedTech startups and scale-ups seeking a reliable distribution and regulatory access partner to enter high-growth emerging markets. With Biortotec in regulatory and trade experience and the hub in Europe like a bridge
- German clusters and institutions open to formal collaboration agreements for knowledge exchange, joint development and bilateral innovation initiatives.
- Make a medical devices union for put a booth in Medica as Mexico country pavilion.

Website

www.biortotec.com (www.dipromedic.com / www.traufix.com)
www.gtolifecluster.org

LinkedIn

<https://www.linkedin.com/company/traufix/>

Number of employees: Up to 1000 at the group



We deliver specialized ophthalmology and medical technology solutions that empower healthcare providers to improve patient care, optimize surgical workflows, and operate with greater efficiency and reliability. With extensive experience in the medical sector, MGP has built a strong reputation as a trusted distributor of medical devices and a provider of comprehensive operating room solutions focused on innovation, quality, and long-term support.



Comercializadora de
Productos Nacionales
S.A. de C.V.

- Objectives / proposals** We aim to collaborate with forward-thinking German companies and healthcare technology partners that share our commitment to innovation, operational excellence, and continuous improvement in the medical field. MGP is particularly interested in building strategic relationships that allow us to:
- Improve and optimize the reception, logistics, and management of medical supplies and equipment.
 - Explore and adopt new medical technologies that enhance efficiency, precision, and patient outcomes.
 - Learn from German internal business processes, operational standards, and workplace culture to strengthen our organizational development.
 - Exchange knowledge regarding integrated operating room solutions and advanced ophthalmic technologies.
 - Develop long-term partnerships focused on innovation, quality assurance, and sustainable growth within the healthcare industry.



Website <https://mgpcomercializadora.mx/>

LinkedIn <https://www.linkedin.com/company/mgp-comercializadora/?originalSubdomain=mx>



Number of employees: Up to 250

Whiteboard Business Group, S.A.P.I de C.V.



With more than 20 years of experience in the **medical device industry** and **high expertise in anesthesia and ENT**, our group incorporates companies that develop, manufacture, and distribute innovative products for these specialties, some of which feature pending patents. We cover not only Mexico but also the main countries in Latin America.



Objectives/ proposals

We aim to establish strategic alliances with German companies with innovative products for development in our market, as well as partners interested in our products, including technology transfer and contract manufacturing. Our primary focus is on collaborating with:

- SMEs manufacturers of innovative products for:
 - General Anesthesia
 - Regional Anesthesia
 - Total Intravenous Anesthesia (TIVA)
 - ENT product or devices.
- SMEs or large enterprises interested in distributing our products in Germany (and Europe) or establishing technology transfer agreements.

Website www.whiteboard.group

LinkedIn <https://www.linkedin.com/in/whiteboard-business-group>

Number of employees: Up to 250

PROSATEC S.A. DE C.V.



We are dedicated to offering the Mexican healthcare market high-tech medical devices at competitive prices.

We focus on products for kidney failure.



Objectives/ proposals

We aim to collaborate with forward-thinking German companies looking to increase the market scope.

We could merge our market knowledge, geographical position, German technology, supply chain to increase our business.

We could have competitive advantages to sale in Mexico and North America.



Website

www.prosatec.com.mx

Number of employees: Up to 50



We are a **medical device Contract Development and Manufacturing Organization (CDMO)** located in northern Mexico. We are ISO 13485 Certified and we are an FDA-registered facility. We have 17 years of experience in the design, development and manufacturing of medical devices.



Objectives/ proposals

We seek German companies looking to expand or outsource their **medical device manufacturing** operations to enter the US or Latin-American markets:

- SMEs looking to reduce cost of manufacturing through DFM or Supply Chain Development for finished product or sub-assemblies.
- SMEs looking to take advantage of nearshoring manufacturing operations in Mexico with 0% tariff for the US Market.
- Companies or startups looking to design new medical devices from initial concept all the way to regulatory approval in the FDA or COFEPRIS.

Website

www.gse-biomedical.com

LinkedIn

<https://www.linkedin.com/company/gse-biomedical>

Number of employees: Up to 50



Infinity Soluciones Médicas



We specialize in distributing and renting high-specialty medical equipment and products, particularly for neurosurgery, traumatology, orthopedics, and maxillofacial procedures. Our mission is: we offer solutions with love to improve people's lives. With 13 years in the market, our best strength is the excellent service, customer service staff, highly trained surgical instrument technicians (Biomedical Engineers) and wide range of implants.



Objectives/ proposals

We aim to collaborate with German companies recognized for their innovation and excellence in medical technology. Our intention is to explore opportunities in:

- ∞ **Market Expansion:** Introducing and positioning German medical devices and technologies in the Mexican market.
- ∞ **Strategic Distribution Partnerships:** Acting as a reliable local partner for commercialization and market development.
- ∞ **Technology and Knowledge Exchange:** Promoting the transfer of expertise and best practices in specialized surgical fields.
- ∞ **Product Adaptation:** Supporting the alignment of products with local regulatory requirements and market needs.

Website

<https://infinitysoluciones.com.mx/>

LinkedIn

<https://www.linkedin.com/company/infinitysolucionesmedicas/about/>

Number of employees: Up to 50



Wiic Solutions Mexico



We deliver intelligent robotic systems engineered to scale manufacturing capacity and drive operational excellence. Backed by 20 years of proven market expertise, we combine cutting-edge automation with dedicated technical support to ensure your production lines achieve maximum throughput and long-term resilience.



Objectives/ proposals

Wiic Solutions is dedicated to expanding the manufacturing frontiers of German industry. By integrating our advanced automation and robotics, we enable partners to maximize throughput, reduce cycle times, and scale production capacity without compromising the rigorous standards of German engineering. Whether you're in manufacturing, healthcare, or retail, Wiic Solutions is seeking partners who value innovation and efficiency. We're particularly interested in working with:

- Established Manufacturers Seeking Cost Optimization and North American Expansion. Wiic Solutions acts as both a technology integrator and a strategic regional gateway, enabling European enterprises to seamlessly expand or nearshore their production capabilities into the US and LATAM markets.
- High-Growth, Tech-Forward Startups Requiring Agile Automation. To provide scalable, high-agility robotic and digital solutions tailored for disruptive technology companies.
- Sustainability-Driven Organizations Focused on Green Manufacturing. To deliver intelligent automation solutions that align with stringent European ESG standards.



Website

www.wiicsolutions.com

LinkedIn

<https://www.linkedin.com/company/wiic-solutions/>

Number of employees: Up to 250

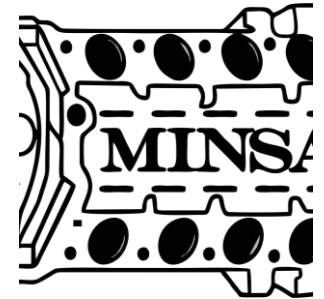


Modelos Industriales del Norte (MINSA)



With nearly 40 years of experience in the Mexican Industrial sector, our family-owned company, has built a strong reputation in foundry tooling, plastic injection molds, aluminum components, fixtures and precision machining.

Founded on long-term relationships, technical reliability and manufacturing excellence, we combine traditional business values with a modern industrial approach to support demanding production environments and international standards.



Objectives/ proposals	<p>Our objective is to establish strategic partnership with German companies seeking a reliable Industrial partner in Mexico.</p> <p>We aim to provide local technical representation, engineering support, warranty and design change assistance as well as a manufacturing collaboration for plastic injected parts and industrial components through this cooperation, we seek to bridge German engineering expertise with Mexican manufacturing capabilities ,creating sustainable and long-term business opportunities for both markets.</p>
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Website www.minsamexico.com.mx

LinkedIn www.minsamexico/company

Number of employees: Up to 250



Starmatic de México



We are a Mexican company with more than 30 years of experience, specialized in the manufacture of metal cutting tools such as the Box Cutter for the industrial use. Our monthly Production Process to Manufacture 172,800 Box Cutters is this one:

- 1) Receive Steel Sheet fabricated in Mexico and Receives the Blades imported from USA.
- 2) Diu-Cut: In two 50-Ton mechanical punch press
- 3) Galvanized: by zinc Electrolytic
- 4) Department of Assembly and Packing
- 5) Finished Box Cutters
- 6) Shipment to the USA



Objectives/ proposals

Our objective is market expansion, managing to collaborate with German companies with a long-term vision that seek to be innovative with new products within the same hand tool area. Whether wholesale trade or industrial supplies, Starmatic seeks partners who value innovation and quality. We are particularly interested in working with:

- SMEs and large companies that want to include the Box Cutter in their catalog and we can be its manufacturers, providing the service of customizing it to their brand and needs.
- We can also partner in case Germany has a company or branch in Mexico and needs to manufacture manual tools, Starmatic can be the ally to reduce costs and logistics.

Website

<https://starmatic.com.mx>



Composition of the Box Cutter



Annual turnover: \$5,000,000 MXN

Number of employees: 5

LS SISTEMAS Y CONTROLES INDUSTRIALES



We would like to get in touch with you to offer our services, provided by specialists in: automation, instrumentation, integration, electrical installations, welding of stainless steel and carbon steel, and the manufacture of machinery tailored to the specific needs of the following industries: food and beverage, metalworking, automotive, foundry, chemical, power generation, and mining. With 13 years in the industry.



Objectives/ proposals We aim to collaborate with companies the dedicated to the industry of sector automotive, chemical, metalworking, with the proposal mismatch of partner commercial.

Website <http://lsautomatizacion.com>

Number of employees: Up to 50



JARYNA SA de CV



JARYNA is a technology integration company founded in 1987, serving public and private sector clients across Mexico. We deliver IT infrastructure, ERP systems, AI computing, and digital transformation consulting. As an authorized distributor of German brands for the metal-mechanical and automotive industries, JARYNA offers German MedTech, healthcare, and EdTech companies an operational entry point into the Mexican market.



Objectives/ proposals JARYNA seeks long-term distribution agreements with German MedTech, healthcare, and EdTech companies entering Mexico. We offer an operational model covering importation, commercialization, technical support, and implementation, backed by 37 years of institutional relationships with federal agencies, hospitals, and universities. Open to exclusive and non-exclusive arrangements. Goal: 2–3 strategic German partnerships by 2027.



Website www.jaryna.mx



LinkedIn linkedin.com/company/jarynamx



Number of employees: Up to 10

TILCA is a Mexican industrial manufacturing company specialized in machining, welding, repair, foundry and custom manufacturing solutions for the sugar and industrial sectors. With more than 25 years of experience, we support industrial operations through reliable manufacturing, maintenance and technical problem-solving solutions.

Objectives/ proposals

We aim to collaborate with German industrial companies interested in expanding their presence in Mexico and Latin America through a reliable technical partner. TILCA is particularly interested in working with companies specialized in:

- Industrial consumable products and spare parts
- Power transmission and motion systems
- Hydraulic valves and fluid handling solutions
- Welding technologies and wear-resistant materials
- Industrial maintenance and aftermarket support

We are looking for:

- Distribution partnerships
- Technical-commercial representation
- Technology transfer and industrial cooperation

Website

<https://a01753261.wixsite.com/trapichescampollo>

Number of employees: Up to 10



ANFEP: Asociación Nacional de Fabricantes de Envases Plegadizos, A.C.

We represent and strengthen the folding carton manufacturers, promoting excellence, innovation and collaboration for a sustainable future.

Objectives/ proposals

We seek collaboration with German companies to build strategic alliances that drive innovation, technology transfer and sustainable growth in the packaging industry.

We are interested in partnering with:

- Create a Packaging innovation bridge.
- Exchange the best practices in sustainable packaging.
- Dissemination of knowledge across the Mexican Industry.
- Organization of workshop seminars and collaborative forums.
- Machinery and technology manufacturers for packaging and printing processes.
- Sustainable. Materials suppliers and innovative solutions.
- Inks, coatings and high-performance special finishes companies.
- Research and development institutions and centers.
- Companies interested in nearshoring and investing or collaborating in Mexico.
- Creation of a long-term collaboration network.

Website

<https://anfepmx.wixsite.com/anfep>



Do Automation Mexico



We deliver high-end engineering solutions and turnkey services driven by innovation and continuous improvement. We optimize industrial processes to significantly reduce cycle times, lower operational costs, and maximize productivity.

Automation & Systems Integration Mechanical & Electrical Design Industrial Machining & Fabrication. We have expanded our capabilities to offer manufacturing and product assembly from Tijuana, Mexico



Objectives/ proposals

We aim to collaborate with German companies seeking a reliable engineering and automation partner to expand or establish operations in the North American market also companies who need Custom Automation Machinery and Manufacturing of tailor-made machines to fully automate production lines. We're particularly interested in working with:

- Companies requiring the design and fabrication of custom machinery to fully automate their production lines.
- Companies looking to expand their manufacturing footprint into North America via Mexico (Nearshoring).
- Companies seeking high-quality manufacturing and precision machining in Tijuana.

Website

www.do-automation.com

LinkedIn

www.linkedin.com/in/josue-serrano-432a497a



Number of employees: Up to 50

Bei Interesse an einer Zusammenarbeit mit einem oder mehreren Unternehmen, können Sie diese direkt kontaktieren.

Haben Sie noch Fragen zum Programm oder sollten Sie Interesse haben, eine ganze Gruppe zur Besichtigung in Ihr Unternehmen einzuladen, dann kontaktieren Sie bitte das Business Development Centre.

BDC-Kontakt: Alina Hainke
Project management
Alina.hainke@ihk-exportakademie.de

Jetzt registrieren:

www.pg-connect.de/registrierung

PG-Webseite:

www.partnering-in-business.de

„Partnering in Business with Germany“ ist ein Instrument der Außenwirtschaftsförderung des



Bundesministerium
für Wirtschaft
und Energie



Partnering in Business
with Germany

„Partnering in Business with Germany“ wird im Auftrag des Bundesministeriums für Wirtschaft und Energie durchgeführt von

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Die Programmmodule von "Partnering in Business with Germany" werden im Auftrag der GIZ umgesetzt von



Exportakademie