The role of SMEs in the aerospace industry in Mexico

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Presentation Outline

1. Process of finding mexican companies.

2. Geographical location of the companies in México

3. Characteristics of Mexican companies in the aerospace indus.

4. Major obstacles in the insertion process.

5. Opportunities within the sector.
1. Process to find the companies.

- lack of information about local firms at the state and national level

- Homogenize the information found: 54 Mexican companies were identified.

- Contact companies (the sample was reduced to 30 companies).

- An electronic questionnaire was applied.

- Depth interviews (8 companies)
  - Visits to companies in various states of México (Nuevo León, Baja California, Jalisco, Querétaro, San Luis Potosí)
2. Geographical location of the companies in México
3. Characteristics of Mexican companies in the aerospace industry.

- **Company size**
  - 46.7% Small
  - 26.7% medium
  - 20% great
  - 6.7% microenterprise

- **Start of operations in the aerospace industry**
  - 86.6% of companies started operation from 2000

- **Previous experience**
  - 33.3% specialized machining and others
  - 20% Automotive industry
  - 13.4% electric
  - 6.7% oil
  - 6.7% Textile
93% of companies manufacturing various parts

Tier 3

Tier 2

Tier 1

OEM

Testing

Other services

MRO

6.7% specialized services

End customer

Assembly line and tools

Heat and surface treatments

Research centers

1 company

2 companies

4 companies

3 companies

1 company

2 companies

4 companies

3 companies
main activities = Manufacturing assembly

- Manufacture of forged housings
- Thermal insulation materials
- Interior parts of the aircraft
- Various specialized machining
- Tooling tools
- Harnesses, windings
- RF kits and supports for indoor and outdoor

specialized services

- Heat treatment and support
How they were linked and maintained in the sector

How they were linked:
- 33% diversification strategy
- 20% of former employees of a company in the aerospace industry
- 13.3% pro-government programs
  - 13.3% Contact the customer
  - 6.7% professional networking

How have remained:
- 46.7% of costs and flexibility strategies
- 33% customer proximity and delivery times
- 20% Human Resources and diversification
Otros datos

exports
- USA- 26.6%
- Europe-26.6%
- Brazil- 13.3%
- Canada
- Asia
- Middle East 6.7%

certifications
- 66.7% are certified in basic standard for supplier AS9100
- 20% in the certification process
4. obstacles in the insertion process.

i. Certifications required by the sector.

ii. Financial Resources.

iii. Very closed market.

iv. Technology costs, access to qualified people and key information

v. Bargaining power.
4. Opportunities within the sector

At company level

- Improve their current capabilities to increase their participation in the value chain to vertical and horizontal level.

- Greater integration of local companies in the area of specialized machining, as a niche opportunity offered by the sector.
4. Opportunities within the sector

At the country level

Opportunities

- Increasing global demand (replacement of aircraft fleet and increase purchases) opportunity to increase the country's position

- Create mechanisms to support potential sectors to participate in the sector and create training and certification programs to improve the position of companies.
4. Challenges in the industry

Challenger

- A weak supply chain integration and low National Procurement.

- The Need to improve the effective organization plans government-industry-academy

- Technological -infrastructure inadequate to meet the demands of the sector
¡thank you very much!

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