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MEXICO WATER REPORT



Goals & Methodology for Outreach to Mexican Water Officials

Over the last decade Mexico has decentralized its water system and transferred authority to 31 state and municipal water commissions organized around 13 separate major water basin organizations. As a result, if a company does not have contacts in the different river basin areas, states, or major municipalities, it may not understand how decision-making takes place, be aware of pending projects, or have knowledge of intermediaries that are favored by the local water authorities.

In 2009, LGA Consulting began interfacing with officials at CONAGUA in Mexico City and a number of state and municipal water agencies to better understand the dynamics of water bids, funding, and the development of specifications. In February 2010, the Mexico Office will begin an institutionalized approach to this outreach, contacting the state-based federal CONAGUA officials and different state water commission officials in a third of the Mexican states, specifically the following 11 states/municipalities:

- Top five targets: Federal District, State of Mexico, Jalisco, Guadalajara, Nuevo Leon/Monterrey;
- Top three additional states: Veracruz, Tabasco, and Sinaloa; and
- States where the trade office has developed water sector contacts: Guanajuato, Hidalgo, and Sonora.

By means of this effort, LGA Consulting hopes to obtain information and context about the following:

- Projects coming on-line, projects/bids that have not entered the formal bid system (COMPRANET) yet but are on track to be realized during the current fiscal year or perhaps the next fiscal year;
- Intermediaries that can best work with the water commission or district in question;
- Decision-making and specification development process under the supervision of that commission or district; and
- The extent that CONAGUA, bank, development, and/or vendor financing will be required in the projects/bids for that commission or district.

The next Quarterly Mexico Water Report will explain the goals and methodologies of outreach efforts with private sector intermediaries.

