

Mexico Business Lawyers Guides Indian Manufacturers Into the U.S. Through Mexico

The firm frames Mexico as a complement to Asia, where speed to market now matters more than labor cost for Indian manufacturers eyeing the U.S.

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*Juan Felipe Sánchez Curiel,
Founder*

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/EINPresswire.com/ -- [Mexico Business Lawyers](#), a U.S.-

Mexico business law firm and expansion advisory serving companies entering the U.S. market through Mexico, today outlined how Indian manufacturers are approaching Mexico as part of a [North American growth](#) strategy, rather than as a replacement for their existing operations in Asia.

According to the firm, the shift underway among Indian manufacturers is not about leaving Asia. It is about adding

a North American production and distribution platform that complements Asian operations already in place, so companies can serve U.S. customers with shorter lead times while keeping their existing manufacturing base intact.

The firm points to a change in what manufacturers are optimizing for. Historically, site selection centered on labor cost. Today, according to the firm, companies are weighing speed to market, inventory reduction, supply chain resilience, and how quickly they can replenish U.S. customer orders. The firm states that a Mexico-based platform can address those priorities more directly than a supply chain routed entirely through Asia.

“The conversation has changed. It used to be about the lowest manufacturing cost. Now it is about the fastest response to your customer,” said [Juan Felipe Sánchez Curiel](#), Founder and Partner of Mexico Business Lawyers.

A Strategic Decision, Not Just a Location

The firm advises Indian manufacturers to treat the Mexico question as a business strategy decision rather than a real estate or manufacturing-site decision alone. In the firm's framing, the

relevant question is not simply where to manufacture, but how a company becomes a stronger, faster supplier to its North American customers. That reframing, the firm notes, shapes everything from entity structure to site selection to how a facility is staffed and supplied.

The firm's work with Indian manufacturers spans commercial transactions, negotiations with Mexican partners and regulators, real estate and site selection, and mergers and acquisitions where a company chooses to enter Mexico by acquiring an existing operation rather than building one. The firm states that interest in this approach has grown quickly, and that once one company in an industry establishes a Mexico platform, competitors tend to evaluate the same move soon after.



Juan Sanchez, Founder & Partner at Mexico Business Lawyers

"More companies are looking at Mexico than at any point we have seen. Once one competitor moves, the rest of the industry starts asking the same question," Sánchez Curiel said.

Where Legal Counsel Fits

The firm positions its role as combining legal structuring with the practical questions manufacturers are asking: how long it takes to establish operations, whether a company can start without building a factory, how to reduce investment risk, how profits are repatriated, and what USMCA access means for their specific product category. According to the firm, addressing those questions together, rather than treating legal setup as a separate step from the business strategy, is what shortens the time between a decision to expand and an operating facility in Mexico.

"Our clients are not asking us to file paperwork. They are asking us to help them build a North American expansion that works," Sánchez Curiel said.

About Mexico Business Lawyers

Mexico Business Lawyers is a U.S.-Mexico business law firm and expansion advisory serving foreign investors and private clients in mergers and acquisitions, nearshoring, general counsel, commercial and residential real estate, cross-border estate planning, and immigration. The firm

is trusted by U.S. law firms and international manufacturers and acts as a transaction partner that helps clients structure, lead, and execute their expansion into Mexico. More information is available at mexicobusinesslawyers.com.

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