



# **THE FOREIGN COMPANY'S GUIDE TO BUILDING RELIABLE INFRASTRUCTURE IN MEXICO**

## **HOW TO REDUCE RISK, ENSURE COMPLIANCE AND BUILD FOR LONG-TERM GROWTH**

**Building the Infrastructure  
Behind Business Growth.**

**EXECUTIVE BRIEF | 2026 EDITION**

# About INTEGRA



Since 2004, INTEGRA Industrial Networks has evolved from a connectivity service provider into a strategic partner for critical infrastructure. With over 22 years of experience, we integrate cutting-edge engineering with flawless execution to ensure operational continuity in Mexico's most demanding industrial environments.

Operating from strategic hubs in Querétaro and Manzanillo, we provide nationwide coverage with a focus on traceability, resilience, and strict adherence to international standards (ANSI/TIA, ISO), ensuring that every project supports your organization's long-term growth.

**22+ Years of Experience**

**20+ Employees**

**20+ Manufacturer-Backed  
certified Systems**

**Nationwide Project**

**Coverage Across Mexico**

Critical Industries Served:

**Oil & Gas • Manufacturing • Logistics •  
Ports • Strategic Customs Facilities •  
Industrial Operations**



# Why MÉXICO

**MEXICO CONTINUES TO BE ONE OF NORTH AMERICA'S MOST ATTRACTIVE DESTINATIONS FOR INDUSTRIAL INVESTMENT, MANUFACTURING & LOGISTICS OPERATIONS.**

Its strategic location, skilled workforce and integration through international trade agreements create significant opportunities for organizations expanding operations into North America.

However, successful expansion requires more than selecting the right location.

**IT REQUIRES INFRASTRUCTURE CAPABLE OF SUPPORTING GROWTH, SECURITY, COMPLIANCE & OPERATIONAL CONTINUITY FROM DAY ONE.**

From energy facilities and ports to manufacturing plants and strategic customs facilities, INTEGRA has supported critical infrastructure projects throughout Mexico for more than two decades.

# THE INFRASTRUCTURE CHALLENGE

When international companies expand into Mexico, significant attention is typically given to real estate, legal compliance, taxation and workforce planning.



However, one critical area is frequently underestimated: infrastructure.

Network systems, physical security, electrical reliability and operational technology are often viewed as supporting elements rather than strategic business assets.

This assumption can become costly.



## The Infrastructure Challenge

# THE INFRASTRUCTURE CHALLENGE



In our experience, infrastructure projects fail when they are designed to minimize investment rather than maximize long-term business performance.

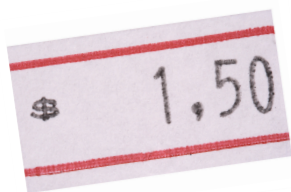


Many infrastructure failures are not caused by technology itself. They are the result of inadequate planning, poor engineering practices, insufficient documentation and decisions driven exclusively by initial cost.



## The infrastructure Challenge

# THE 7 MOST COSTLY INFRASTRUCTURE MISTAKES



## Prioritizing Lowest Cost Over Long-Term Value

Selecting vendors based solely on price often results in higher operational costs, reduced reliability and premature replacement of critical infrastructure.



## Ignoring Industry Standards

Structured cabling standards, grounding requirements and infrastructure best practices exist for a reason. Organizations that ignore them frequently experience performance, safety and scalability issues.



## Poor Labeling and Identification

A network that cannot be easily identified cannot be efficiently maintained. Poor labeling creates unnecessary downtime, troubleshooting delays and operational risk.

## Missing Documentation and Network Drawings

This is one of the most underestimated risks in infrastructure projects. Many organizations possess physical infrastructure but lack accurate drawings, network architecture documentation and traceability. Anyone can install cables.





# INSUFFICIENT CAPACITY PLANNING

Infrastructure should be designed for future expansion, not only current requirements. Undersized pathways frequently become costly bottlenecks.

# DEFICIENT GROUNDING & ELECTRICAL PROTECTION

Grounding systems without proper testing, documentation and maintenance expose organizations to equipment failures, operational disruptions and safety risks.

# ABSENCE OF MONITORING & PREVENTIVE MAINTENANCE

Infrastructure should not only be installed. It should be monitored, measured and continuously improved.

Organizations that lack visibility often discover problems only after business operations are affected.

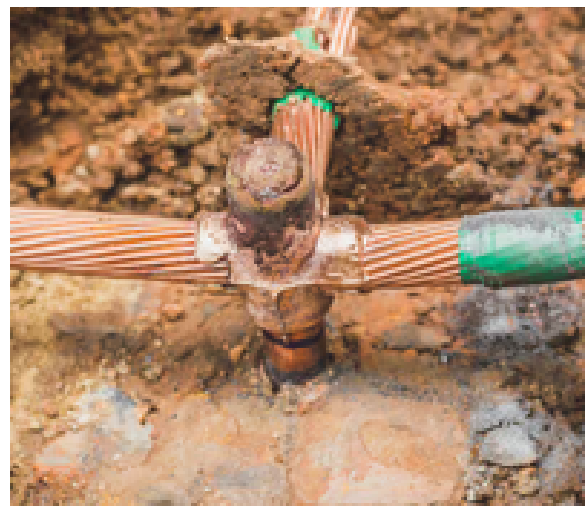
The most successful companies understand a simple principle:

**Infrastructure is not an expense.**

**It is a long-term business asset.**

In industrial environments, infrastructure is not a cost—it is the foundation of profitability. Design flaws, poor documentation, or non-compliance with international standards inevitably lead to costly, unplanned downtime.

The lesson we have learned over two decades in the field is clear: Critical failures are rarely caused by technology; they are caused by improvisation. At INTEGRA, we do not just install; we engineer scalable, traceable, and maintainable systems that eliminate operational risk at the root.



# WHY INTERNATIONAL COMPANIES CHOOSE INTEGRA



## Standards

Infrastructure aligned with internationally recognized standards including ANSI, TIA and ISO.



## Documentation

Complete documentation packages including AutoCAD drawings, testing records and traceability deliverables.



## Compliance

Support for C-TPAT, Strategic Customs Facilities and industrial requirements.



## Reliability

More than 22 years supporting critical infrastructure projects.

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# WHY INTERNATIONAL COMPANIES CHOOSE INTEGRA

# WHAT WORLD-CLASS INFRASTRUCTURE LOOKS LIKE



**Anyone can install infrastructure.  
Few can deliver infrastructure that supports  
compliance, growth and long-term business  
success.**

World-class infrastructure is not defined by appearance alone.

It is defined by performance, traceability and maintainability.  
Characteristics include:

- ✓ ANSI/TIA Compliance
- ✓ ISO Alignment
- ✓ Documentation
- ✓ Traceability
- ✓ Certification
- ✓ Monitoring
- ✓ Cybersecurity Readiness



# ACCOUNTABILITY WE DO WHAT WE SAY WE WILL DO.



**INTEGRA**  
INDUSTRIAL NETWORKS



At INTEGRA, trust is earned through execution.

**WHY INTERNATIONAL COMPANIES CHOOSE  
INTEGRA**

# Strategic Customs Facility (RFE) Infrastructure Deployment – CIMA GROUP

## Case Study



### SOLUTION

INTEGRA designed, supplied and deployed a fully integrated infrastructure platform that included:

- Structured cabling systems.
- Fiber optic backbone.
- Enterprise Wi-Fi infrastructure.
- CCTV and video surveillance systems.
- Vehicle access barriers.
- Data center and telecommunications rooms (IDF's).
- Electrical protection systems.
- Secure VPN connectivity.
- Custom software development integrated with access control systems.

The project required coordination across multiple technologies, stakeholders and operational requirements while maintaining strict execution standards.

### MOST IMPORTANTLY

The facility obtained authorization to operate as a Strategic Customs Facility (Recinto Fiscal Estratégico), enabling the client to move forward with its strategic business objectives.

This project demonstrates INTEGRA's ability to deliver mission-critical infrastructure in highly regulated and operationally sensitive environments.

### CHALLENGE

CIMA Group required the design and deployment of the complete technology infrastructure for a Strategic Customs Facility (Recinto Fiscal Estratégico) in Manzanillo, Mexico.

Although the project was privately funded, the ultimate stakeholder was Mexican Customs Authorities, whose operational requirements and infrastructure expectations would directly influence the authorization process.

The project demanded the integration of multiple critical systems into a single operational environment while maintaining reliability, security and regulatory compliance.

### RESULTS

- Complete deployment of critical IT and security infrastructure.
- Successful integration of multiple operational systems into a unified platform.
- Infrastructure delivered in accordance with the client's operational requirements.
- Support of the facility's readiness process before Mexican Customs Authorities.



# Witzenmann Metal Products Mexico – Infrastructure Modernization and C-TPAT Readiness

## Case Study

### CHALLENGE

As operations expanded, Witzenmann Metal Products Mexico faced the challenges that often accompany rapid industrial growth. The existing infrastructure no longer fully supported the organization's operational requirements, security objectives and future scalability needs.

Additionally, the company required compliance with C-TPAT (Customs Trade Partnership Against Terrorism) security requirements to support international trade operations

### SOLUTION

INTEGRA designed and deployed the technology infrastructure required for a new industrial facility, including:

- Structured cabling infrastructure.
- Approximately 90 network connections.
- Perimeter security architecture.
- Deployment of 36 CCTV cameras.
- Infrastructure aligned with operational and security requirements.

The project focused on creating a scalable and properly documented infrastructure environment capable of supporting future growth while strengthening physical security controls.



### RESULTS

- Successful deployment of the new facility infrastructure.
- Enhanced perimeter visibility and security monitoring.
- Improved operational readiness.
- Infrastructure prepared for future expansion.

### MOST IMPORTANTLY

The organization successfully achieved C-TPAT authorization requirements, supporting its international trade and supply chain objectives.

This project highlights the importance of aligning infrastructure investments with compliance, security and long-term business strategy.

# INFRASTRUCTURE READINESS CHECKLIST

Before launching operations in Mexico, organizations should ensure their infrastructure environment has been properly assessed, documented and validated.

The following checklist can help identify common risks before they become operational problems.



## NETWORK INFRASTRUCTURE

- Structured cabling category verification
- Cabling routes and pathways assessment
- Termination quality inspection
- Labeling and identification review
- Network certification testing
- Fiber optic infrastructure validation
- Network architecture documentation

## SECURITY INFRASTRUCTURE

- CCTV coverage assessment
- Access control review
- Monitoring capabilities evaluation
- Physical security integration assessment

## CYBERSECURITY & MONITORING

- Network segmentation review
- Remote access security assessment
- VPN infrastructure validation
- Monitoring and alerting capabilities review

## WIRELESS INFRASTRUCTURE

- Wi-Fi coverage assessment
- Access point placement validation
- Capacity and performance review
- Coverage gap identification

## ELECTRICAL INFRASTRUCTURE

- UPS capacity verification
- Grounding and bonding inspection
- Surge protection review
- Backup power readiness assessment

## DOCUMENTATION & TRACEABILITY

- AutoCAD infrastructure drawings
- As-built documentation
- Asset inventory
- Labeling standards compliance
- Testing records and certifications



## THE DOCUMENTATION RISK

One of the most overlooked risks in infrastructure projects is the absence of documentation. Without documentation, organizations lose visibility, traceability and control over critical systems. Infrastructure should be designed not only to operate today, but to remain understandable, maintainable and scalable years into the future.



# A Message from the Founder

After more than 22 years working in technology infrastructure, I have learned a simple but powerful lesson:

The safest path to success is following proven standards.

Every major infrastructure failure I have witnessed was not caused by technology itself. It was caused by shortcuts, lack of planning, insufficient documentation or failure to follow established standards. Standards such as ANSI, TIA and ISO were not created to make projects more complicated. They were created to reduce risk, improve reliability and ensure long-term performance.

Unlike standard installations, our engineering approach delivers comprehensive traceability and architectural scalability, ensuring your infrastructure is built not just for today's connectivity, but for your company's long-term operational resilience. Few organizations can design, document and deliver infrastructure that remains scalable, traceable and maintainable for years to come.

At INTEGRA, we believe infrastructure should be engineered with the future in mind. Because infrastructure is not measured by the day it is installed.

Infrastructure is measured by how well it supports the business years later.

*Jaaziel Flores*

Founder & CEO GRUPO INTEGRA  
COMUNICACIONES



Secure your 2026 operational goals with a complimentary Infrastructure Readiness Assessment

Assessment Includes:



- ✓ Structured Cabling
- ✓ Fiber Optics
- ✓ Wi-Fi Infrastructure
- ✓ CCTV & Access Control
- ✓ UPS & Electrical Protection
- ✓ Grounding Systems
- ✓ Cybersecurity Readiness
- ✓ Documentation & Traceability



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