



Project Snapshot

Perlos Corporation
Manufacturing Facility
Reynosa, Tamaulipas
Mexico

Case Study Perlos Manufacturing Facility

As part of its vision to be the world's leading design and manufacturing partner for the telecommunications and electronics industries, Perlos Corporation is committed to expanding its "global footprint" by establishing highly agile and efficient operations around the globe where its customers are located. When the company decided to pursue its first venture into Mexico, in order to establish a manufacturing facility in close proximity to Nokia, its premiere customer and the world leader in mobile communications, Perlos selected TAG International to lead the project.

Building a world-class manufacturing facility in Mexico requires a unique blend of insight and expertise.

With headquarters in Finland and operations in more than 12 countries throughout Asia, Europe and the Americas, Perlos knew that establishing a manufacturing venture in Northern Mexico would entail an array of complexities and potential

risks. They needed a knowledgeable partner who could translate their unique requirements and navigate the Mexico system to create a world-class manufacturing facility that would meet their specific goals and operational expectations.

With extensive experience in designing and building industrial manufacturing facilities, an understanding of Mexican building customs and requirements, and a proven track record in managing Mexico-based building ventures, TAG provided the optimal combination of capabilities and services for the Perlos project.



TAG assisted Perlos in selecting the facility site, defining their build-to-suit criteria, creating the architectural design, selecting a development partner, establishing the project team, and overseeing project implementation.

In addition to the complexities inherent in a Mexico-based building venture, the project entailed a variety of challenges: 1) establishing the optimal project team and achieving alignment among the various players, 2) creating an architectural approach to meet diverse technical and functional design requirements, 3) achieving world class quality standards in the construction phase, and 4) ensuring that equipment and processes were well integrated for operational effectiveness.

TAG's expertise in these areas was invaluable in helping Perlos plan and build the manufacturing facility – from concept to completion – as efficiently and cost-effectively as possible.

Perlos Manufacturing Facility

Services provided:

Site Evaluation and Planning
Feasibility/Due Diligence
Architecture and Design
Project Management
Process Management

In addition to providing a design approach for optimizing the facility's operational flow, TAG defined the build-to-suit development criteria, directed the request for proposal (RFP) process for selecting the development partner, and represented Perlos in negotiating the building parameters.

To complete the project team, TAG prepared and administrated separate RFPs for the construction of the shell building and the process mechanical, electrical and plumbing for the production line fabrication and installation.

TAG understood that the construction phase of the project should be handled with concerted care, since building customs and standards are significantly different in Mexico than in the U.S. and other countries. TAG carefully reviewed all construction documents and provided an experienced on-site representative throughout the project's execution.



By closely monitoring and managing the myriad details involved in the construction phase, TAG ensured that cost-effective decisions were made, quality standards were maintained, and the project was delivered on time and significantly under budget.

Due to TAG's specialized know-how and vigilance, Perlos realized dramatic savings in the management of the project – savings that exceeded the cost of TAG's services by 23%. As a result, Perlos' investment in having TAG as its Mexico building partner more than paid for itself.



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