

Selling to the Comisión Federal de Electricidad (CFE)

EDC Mexico recommends that companies looking to sell successfully to the Comisión Federal de Electricidad (CFE) take all of the following steps.

Mexico's Comisión Federal de Electricidad (CFE) is a 100% state-owned electricity utility company which is responsible for the generation, transmission, distribution, and sale of electric power in Mexico. CFE is the second most powerful Mexican state-owned company after PEMEX and one of the ten largest utility companies in the world. CFE provides electric power to residential, commercial and industrial consumers in Mexico. The company generates electricity through thermoelectric, hydroelectric, coal-fired, geothermal, nuclear, and wind power plants. It operates 200+ generating plants with an installed capacity of ~50+ GW; and ~742,000 km of power lines that transmit and distribute electric power. In 2014, CFE was responsible for providing electricity to 37.3 million customer accounts, representing ~97.8% of the Mexican population. The CFE is divided into 4 main divisions based on activity (Generation, Transmission, Distribution, and Marketing) and there are 16 geographic divisions.



Registration on Compranet

Registration on the Mexican government procurement site Compranet is in many cases a prerequisite to fulfilling any sales to the government, including government entities such as the CFE.

Compranet also provides up to date information on projects / tenders (requests for proposal), and can provide a direct line to sales opportunities.



Connecting with the IEEE Mexico in Acapulco

The IEEE hosted a July event designed to provide an opportunity for a variety of suppliers to approach representatives from each of the CFE's 16 geographical divisions. It is advised that companies reach out to the IEEE to inquire about further events and opportunities related to procurement and engage accordingly.

[Click here for event details.](#)



Advise EDC Mexico of Specific Contacts at CFE

Please advise EDC Mexico of specific contacts at CFE that you would like to contact. If EDC Mexico does not have the contact, our colleagues at the Trade Commissioner Service may.

If there are other specific people / positions that you would like to contact, please advise the name or position and we (EDC/ TCS) will attempt to leverage our network of contacts to obtain contact details.



Local Agent

Many Mexican buyers, including the CFE, have serious concerns about after sales service, so a local presence is important to provide additional comfort to the buyer.



Frequent In-Person Sales Calls

As with most large organizations, if you are not in front of the CFE frequently, they will forget about you.

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