



NEW MEXICO partnership

NEW MEXICO'S SHARED SERVICES, BACK OFFICE, SALES, AND SUPPORT

New Mexico's robust supply of relevant high-quality talent, lack of disruptive weather events or natural disasters that could cause downtime, ideal location, and low compensation and operating costs make it a world-class customer support, sales, back office or headquarters location.

TOP QUALITY TALENT

The presence of top-quality employers means that New Mexico provides a deep pool of experienced talent with relevant skills. Business operations focused on customer service, sales, finance, administration, and professional services already employ almost 300,000 people in the state, and the supply of talent keeps expanding; helping to keep competition for talent and costs in check.

New Mexico has a large student population coming from its major universities such as The University of New Mexico (UNM) in Albuquerque, New Mexico State University (NMSU) in Las Cruces, and New Mexico Tech (NMT) in Socorro. It is also generating a large supply of talented graduates from 17 community colleges being spread across the state, as well as 270 high schools with a total enrollment of 125,061.



SOME OF OUR SALES, SUPPORT, AND SHARED SERVICE COMPANIES



As the demand for Spanish language capabilities in business continues to grow nationwide, New Mexico provides exactly the talent you need. 27.7% of the state's population speaks Spanish; the third highest proportion among the 50 states.

Finally, when companies need to hire executive level talent nationally, or globally, New Mexico is a place that has a decades-long proven track record of drawing talent from around the world. The State's high quality of life, coupled with low living costs, and strong career opportunities makes it a destination for the best and brightest from around the world.

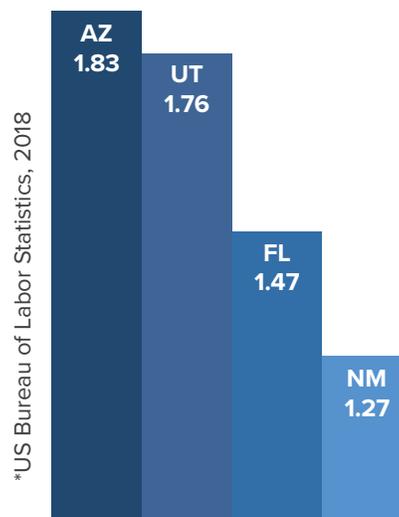
LESS COMPETITION, LOWER COSTS

Despite being in the fastest growing region in the U.S., New Mexico has maintained its low cost of living. This has resulted in the state's average wages in key occupational sectors like accounting, finance, shared services and support being significantly lower than other states in the same region. Compared to high-cost locations, compensation in New Mexico can often be as much as 20-30% lower.

For example, while New Mexico has more than a few successful customer service centers already in the state, it's not become as highly saturated as many other competing locations. This means turnover and wage rates throughout the state are able to remain low.



MARKET SATURATION (LOCATION QUOTIENT)



Location quotients compare the concentration of an industry within a specific area to the concentration of that industry nationwide. If an LQ is equal to 1, then the industry has the same share of its area employment as it does in the nation. An LQ greater than 1 indicates an industry with a greater share of the local area employment than is the case nationwide.

ALWAYS WORKING

New Mexico is ideal for any mission critical operations that simply cannot risk disruption. A mild climate year-round means that severe weather doesn't impact operations as does a virtual lack of catastrophic events such as hurricanes and earthquakes. This freedom from natural disasters is one of the reasons PreCheck decided to move the remainder of their shared services operations to Alamogordo, New Mexico after hurricane Ike put a halt on their Houston, Texas operations.

On top of this, New Mexico's mountain standard time zone location means ensures that it is easy to maintain a strong work-day overlap with any other time zone in the U.S., Canada, or Mexico.

ABOUT US



To learn more about how New Mexico can help your business succeed, contact **The New Mexico Partnership**. The Partnership is designated by the state to be the single-point-of-contact for helping businesses locate in New Mexico and can provide expertise on talent, critical infrastructure, educational and R&D institutions, real estate and facilities, incentives, and all the other factors that go into a business location decision. Visit us at www.NMPartnership.com or contact us by phone at (505) 247-8500 or by e-mail at info@NMPartnership.com.