

## 7. CONSULTANT RECOMMENDATIONS

Based on the foregoing conclusions supported by the detailed findings in this report we offer the following recommendations for Canadian companies interested in forming a strategic alliance with a New York State biotechnology company:

- 1) Peruse the list of firms listed in Section 5.2. and make appropriate contact with the indicated executives.
- 2) Make contact on a "missionary" basis with one or more of the other firms listed in Appendix B.
- 3) Obtain more information about the programs of the New York Biotechnology Association. Contact:

Mr. Jack Huttner  
Executive Director  
New York Biotechnology Association, Inc.  
One Penn Plaza, Suite 100  
New York, NY 10119  
TEL: 212-695-4077.

- 4) Further assistance may be obtained by contacting:

Ms. Mary Mokka  
Commercial Officer  
Canadian Consulate General  
3000 Marine Midland Center  
Buffalo, NY 14203-2884  
TEL: 716-852-1247  
FAX: 716-852-4340.