
X. RECOMMENDATIONS

Based on the comparative evaluation of business opportunities in both countries and the conclusions established in the previous section, the following recommendations to impulse business opportunities in biotechnology between Canada and Spain are put forward:

- 1. TO IDENTIFY AND SELECT BY SECTORS, CANADIAN COMPANIES AND THEIR SPANISH COUNTERPARTS IN THE FOLLOWING INDUSTRIES OR SERVICES:**
 - A) HUMAN AND ANIMAL HEALTH CARE**
 - B) AGRIFOOD INDUSTRIES**
 - C) ENVIRONMENTAL APPLICATIONS**
 - D) FORESTRY**
 - E) TRAINING AND EDUCATION**

This selection should produce a well focused document of Spanish and Canadian firms seeking strategic alliances in manufacturing, services, investment, and technology transfer. A detailed description of the policies and programs in biotechnology of Canadian and Spanish regional (provincial) governments should be incorporated to this document.

- 2. SIMULTANEOUSLY AND IN CONJUNCTION WITH RECOMMENDATION 1., WE PROPOSE THE IMMEDIATE PREPARATION OF TWO BIOTECHNOLOGY SEMINARS ON SELECTED INDUSTRIES, ONE TO BE HELD IN MADRID AND THE SECOND IN OTTAWA. THE DOCUMENT RECOMMENDED IN 1., SHOULD BE MADE AVAILABLE TO THE PARTICIPANTS OF THESE SEMINARS. TO FACILITATE EXPLORATORY MEETINGS AMONG THE COMPANIES PARTICIPATING SHOULD BE ONE OF THE MAJOR OBJECTIVES OF THESE SEMINARS.**
- 3. IN PARALLEL WITH RECOMMENDATION 1., WE PROPOSE THE IMMEDIATE INITIATION OF EXPLORATORY DISCUSSIONS BETWEEN THE FOLLOWING CANADIAN AND SPANISH INSTITUTIONS:**
 - A) CENTRO NACIONAL DE BIOTECNOLOGIA (MADRID) AND THE BIOTECHNOLOGY RESEARCH INSTITUTE (MONTREAL).**
 - B) THE NATIONAL RESEARCH COUNCIL (OTTAWA) WITH ITS SPANISH EQUIVALENT, CONSEJO SUPERIOR DE INVESTIGACIONES**