

ESD Announces Canadian Management Consulting Firm Opens US Headquarters in Rochester

BizXL Solutions Officially Opens New US Headquarters in Rochester; State Investment Complements “Finger Lakes Forward” – The Region’s Comprehensive Strategy to Revitalize Communities and Grow the Economy

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Empire State Development (ESD) today announced that Canadian firm BizXL Solutions has opened a second location in New York State. The management consulting firm has selected Rochester as its US Headquarters, and today officially opened its new office in Rochester, Monroe County. Because of the support from the state, the international company plans to hire up to 43 full-time employees over the next five years to work at its North Clinton Avenue location. Helping companies establish and grow their business in the region is a central part of the regionally designed Finger Lakes Forward economic development plan.

Empire State Development President, CEO & Commissioner Howard Zemsky said, “Global companies like BizXL are choosing to be part of the economic resurgence taking place across the Finger Lakes. BizXL has selected Rochester as its new home and they’ll be a great addition to the local economy -- creating good paying jobs, and building on the region’s forward momentum.”

BizXL Solutions is a management consulting firm that works to improve end to end business performance and enterprise risk management for companies in the financial services, healthcare, manufacturing and start-ups. The company’s Total Business Excellence [TBE™] system helps transform businesses into customer and market responsive high performing organizations. Besides its Rochester location, the company maintains operations in New York city and in Toronto.

“We are excited to have Rochester as our US headquarters and our second office in the state of New York. We appreciate the enthusiastic support from Empire State Development Group, City of Rochester, Monroe County and other local bodies. We are happy to bring our unique “Total Business Excellence (TBE™)” approach to support local companies reinvent their operating models and be more relevant and sustainable. We are looking forward to partnering with the state, city and county officials in making contributions to the economic development of Upstate NY and the Northeast,” **said Chander Sharma, BizXL Founder and Managing Partner.**

“Together with the offices in Toronto and New York City, the new office will enable us to create a cohesive service network and further strengthen our capabilities in this region. The decision to expand our presence into the Rochester area was a logical step in our business growth strategy. The rich and diverse talent from leading colleges and

universities along with the support from Empire State Development Group and other local bodies enabled our decision of making Rochester our US Headquarters and the second office in the state of New York,” **said Subhas Mukhopadkyay, BizXL Managing Partner.**

Empire State Development assisted the company with opening its new Rochester location by providing up to \$700,000 through the Excelsior Jobs Tax Credit initiative in exchange for job creation commitments. The company will invest a total of \$730,000 to equip its new location in the city.

State Assembly Majority Leader Joe Morelle said, “This announcement is yet another example of industry-leading international companies choosing Rochester as the best place to locate and grow their business and further validates our region’s economic reemergence. Most importantly, BizXL’s expansion in Rochester will create new exciting job opportunities with good wages that will continue to strengthen and diversify our local economy.”

State Senator Joe Robach said, "I'd like to welcome BizXL to Rochester as they have chosen to make our community their US headquarters. Certainly, our region's legacy of innovation and second to none workforce made Rochester a natural choice for BizXL. This investment in our area will lead to the creation of jobs and help to continue to move our economy forward."

“I am happy to welcome BizXL Solutions to Downtown Rochester,” **said Mayor Lovely A. Warren.** “I want to thank the managing partners of BizXL Solutions for believing in the vitality of our city and for investing in our community. I am also grateful to Governor Cuomo and Empire State Development for helping to bring these jobs to Rochester through Finger Lakes Forward and helping us achieve our goals of creating more jobs, safer, more vibrant neighborhoods and better educational opportunities for our citizens.” For more information on BizXL and its services, click [here](#).

Accelerating Finger Lakes Forward
Today’s announcement complements “Finger Lakes Forward,” the region’s comprehensive blueprint to generate robust economic growth and community development. The State has already invested more than \$5.2 billion in the region since 2012 to lay the groundwork for the plan – investing in key industries including photonics, agriculture and food production, and advanced manufacturing. Today, unemployment is down to the lowest levels since before the Great Recession; personal and corporate income taxes are down; and businesses are choosing places like Rochester, Batavia and Canandaigua as a destination to grow and invest in.

Now, the region is accelerating Finger Lakes Forward with a \$500 million State investment through the Upstate Revitalization Initiative, announced by Governor Cuomo in December 2015. The State’s \$500 million investment will incentivize private business to invest well over \$2.5 billion – and the region’s plan, as submitted, projects up to 8,200 new jobs. More information is available [here](#).