



**/Frequently asked questions**  
**MOVEMENT “I ADOPT**  
**QUÉBEC’S TECH”**



# 01 General information

- [What is the Movement?](#)
- [What services are offered to companies joining the Movement?](#)
- [What visibility does my company receive by being associated with the Movement?](#)
- [What is the duration of access to the service?](#)
- [How can the Movement benefit my company?](#)

# 02 How the Service Works

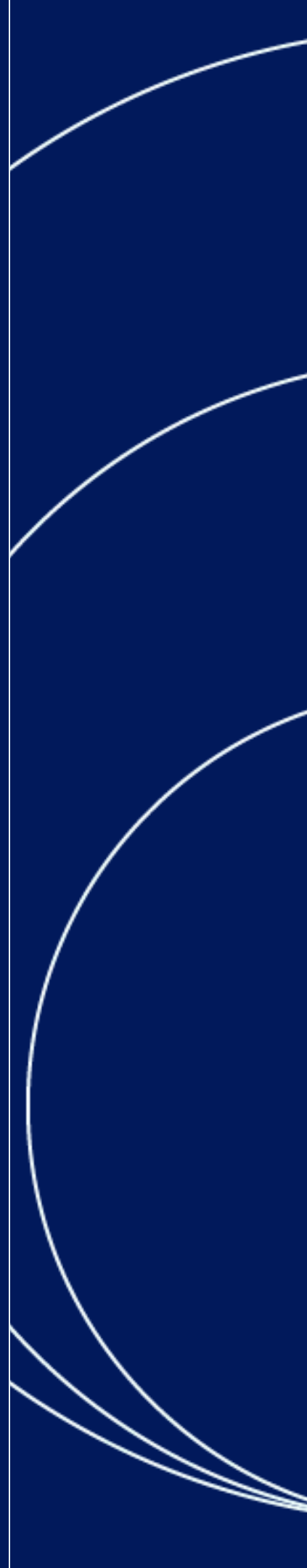
- [What level of involvement is required from my internal teams?](#)
- [Who should be the point of contact for the Movement within my company?](#)
- [What types of technology solutions do companies have access to?](#)
- [Where do the technology solutions come from?](#)
- [How are the solutions proposed through technology scouting qualified?](#)
- [How many technology solutions will be presented to my company?](#)
- [What level of commitment is required to be part of the Movement?](#)

# 03 Eligibility and Company Selection

- [How can I join the Movement?](#)
- [How many companies will be able to join the Movement?](#)
- [What are the eligibility criteria?](#)
- [Are there any fees to access the service?](#)
- [What are the exclusion criteria?](#)
- [How are companies selected for the Movement?](#)



# General information





## WHAT IS THE MOVEMENT?

- “**I Adopt Québec Tech**” is a movement led by Québec Tech that aims to accelerate the discovery and adoption of technologies developed in Québec by medium-sized and large enterprises.
- The initiative mobilizes key ecosystem players and leverages a pool of qualified tech solutions to create concrete connections between established companies and Québec-based technology providers—while strengthening pride in and the visibility of Québec Tech locally and internationally.

## WHAT SERVICES ARE OFFERED TO COMPANIES JOINING THE MOVEMENT?

Companies that join the Movement gain access to:

- A structured and personalized technology scouting process
- Targeted matchmaking with relevant Québec-based technology solutions
- Visibility associated with the “I Adopt Québec’s Tech” movement
- Activities (including event invitations), and experiences related to innovation and technology adoption





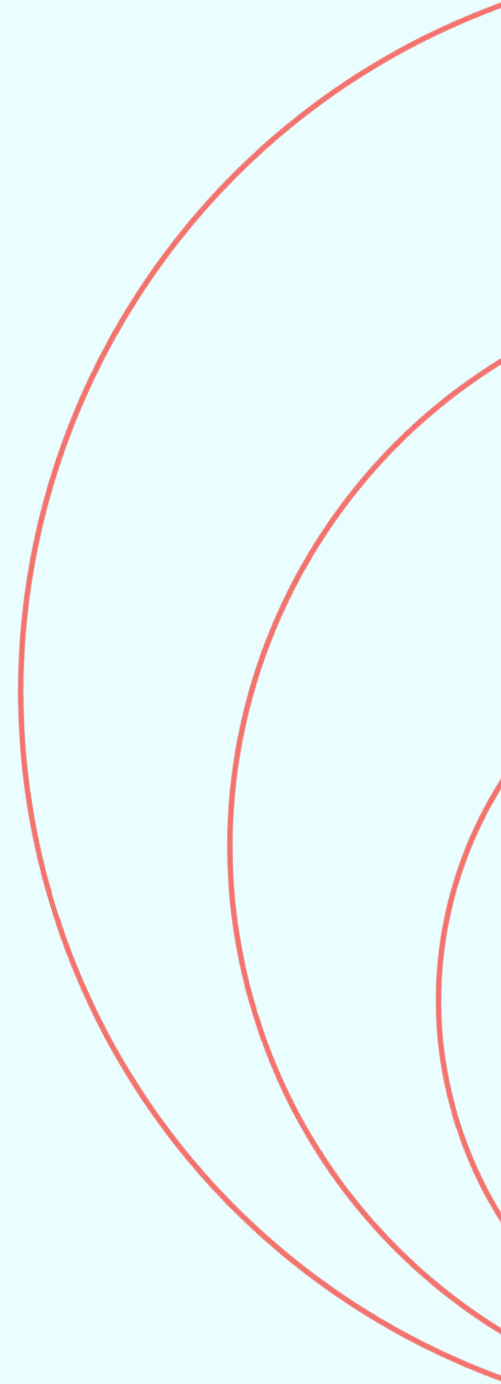
# WHAT VISIBILITY DOES MY COMPANY RECEIVE BY BEING ASSOCIATED WITH THE MOVEMENT?

## Member companies benefit from:

- The display of their company name and website on Québec Tech’s website, in the section dedicated to the Movement
- Authorization to use the “I Adopt Québec’s Tech” badge in their communications
- The opportunity to be showcased through successful technology matchmaking case studies, subject to written consent from the parties involved.

# WHAT IS THE DURATION OF ACCESS TO THE SERVICE?

Access to the service is granted for **a three-year period, renewable annually.**





# HOW CAN THE MOVEMENT BENEFIT MY COMPANY?

## The Movement helps to:

- Simplify and accelerate the identification of Québec-based technology solutions adapted to your needs
- Support productivity and innovation through the adoption of local technologies
- Demonstrate a clear commitment to Québec's innovation ecosystem
- Provide access to a structured network of technology and support players



# How the service works





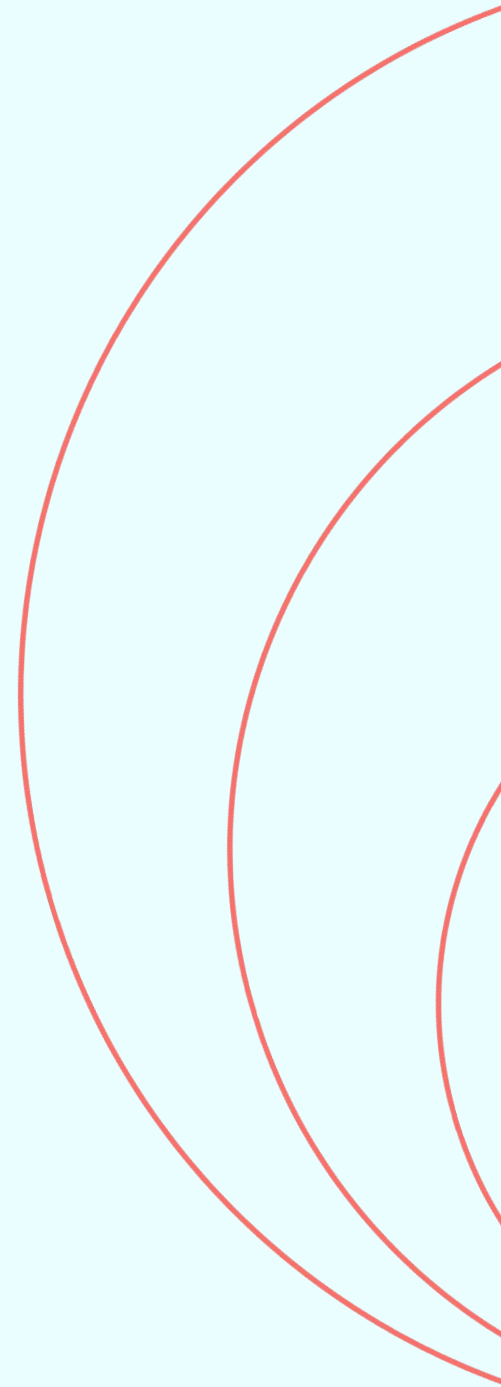
## WHAT LEVEL OF INVOLVEMENT IS REQUIRED FROM MY INTERNAL TEAMS?

One internal point person is identified to participate in key discussions, orientation meetings, and relevant matchmaking sessions. **Québec Tech handles coordination and technology scouting.**

## WHO SHOULD BE THE POINT OF CONTACT FOR THE MOVEMENT WITHIN MY COMPANY?

Ideally, this should be someone close to operations, **with a strong understanding of internal processes and operational challenges, and/or someone with influence or decision-making power regarding technology choices.**

Depending on the company's structure, several people may be involved (e.g., innovation, IT, operations, procurement, digital transformation). The key requirement is having at least one clear point of contact to facilitate communication and coordination with Québec Tech.

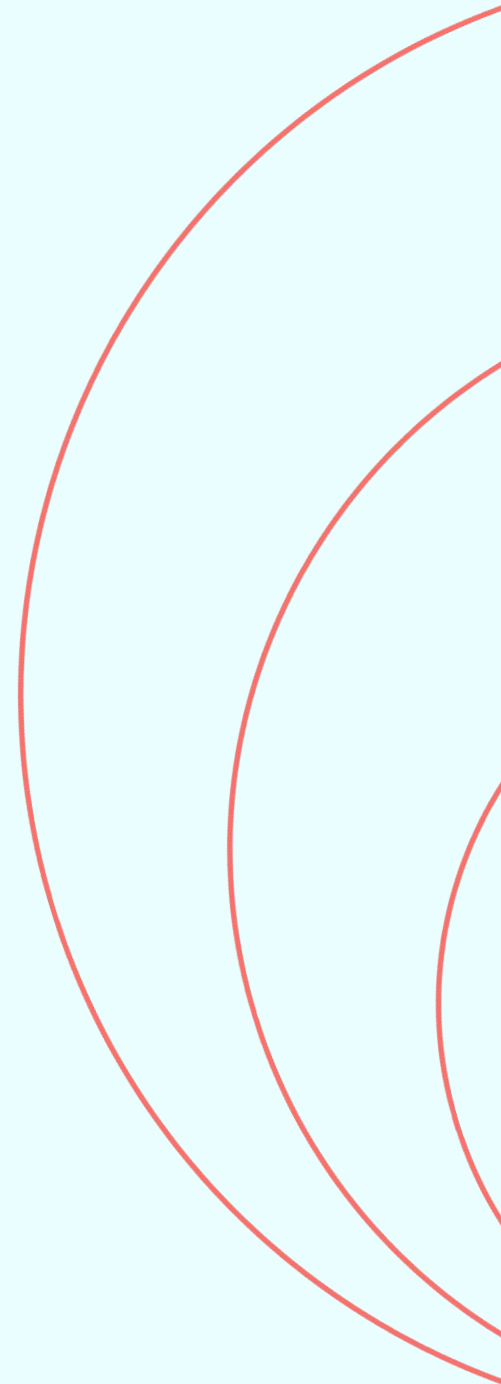




# WHAT TYPES OF TECHNOLOGY SOLUTIONS DO COMPANIES HAVE ACCESS TO?

Companies gain access to technology solutions developed in Québec, selected based on their business needs and productivity or innovation challenges.

- Solutions come from sectors such as:
- Artificial intelligence and data
- Manufacturing and Industry 4.0
- Commerce, marketing, and customer experience
- Logistics and supply chain
- B2B software and digital platforms
- Cybersecurity
- Clean and sustainable technologies
- And more





## WHERE DO THE TECHNOLOGY SOLUTIONS COME FROM?

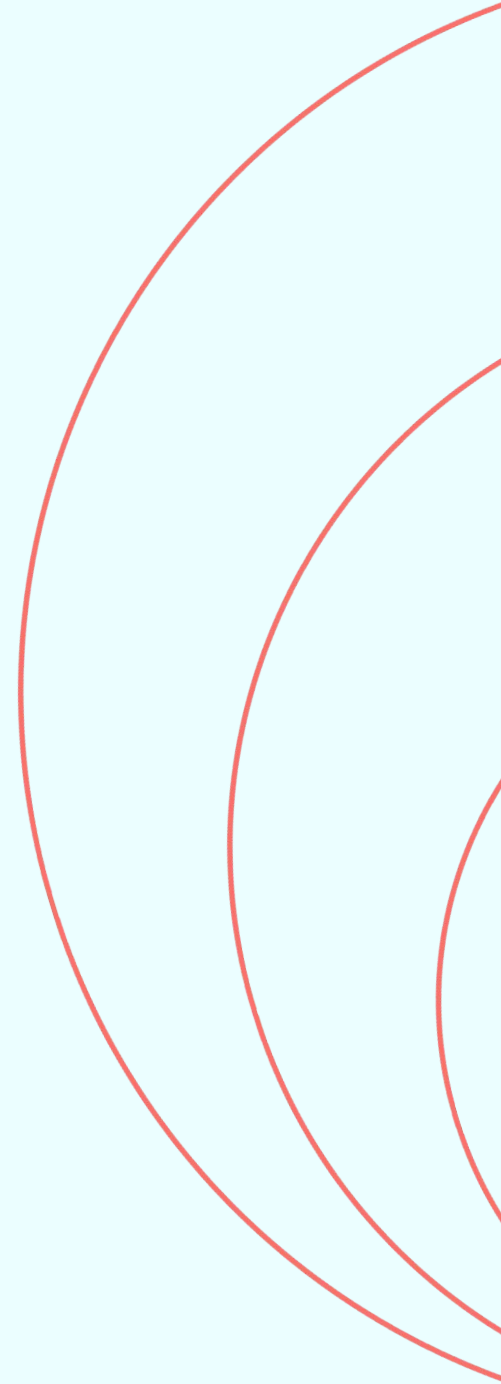
Québec Tech relies on a directory of more than 3,000 Québec-based startups and technology companies, including over 400 solutions already qualified based on criteria such as maturity, relevance, and deployment capability.

This directory is dynamic and continuously evolving. New solutions are regularly qualified, and targeted searches are conducted based on the specific needs of Movement companies. When relevant, new technology companies may be integrated to directly address identified challenges.

## HOW ARE THE SOLUTIONS PROPOSED THROUGH TECHNOLOGY SCOUTING QUALIFIED?

Proposed solutions are:

- Quebec suppliers
- Innovative
- Relevant to the company's expressed needs
- Commercialized and available on the market
- Identified through Québec Tech's expertise and partner network





## HOW MANY TECHNOLOGY SOLUTIONS WILL BE PRESENTED TO MY COMPANY?

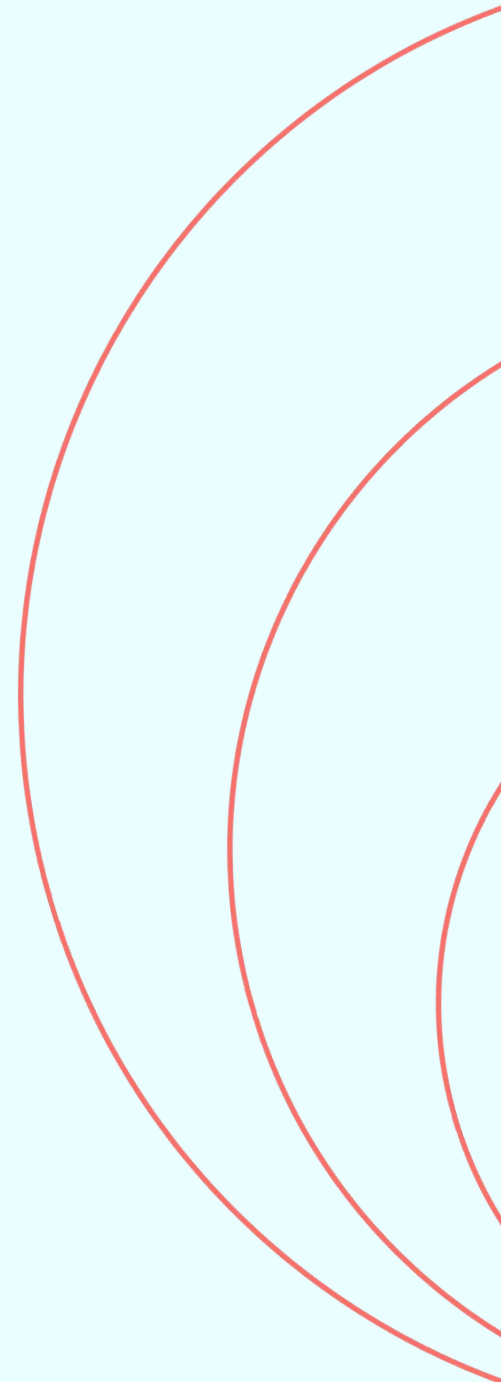
The number of solutions presented varies based on your needs, project maturity, and identified challenges.

On average, between 5 and 12 startups or technology solutions are proposed per year, depending on relevance to your business context. The approach always prioritizes quality and alignment with your needs rather than volume.

## WHAT LEVEL OF COMMITMENT IS REQUIRED TO BE PART OF THE MOVEMENT?

The company's time commitment amounts to a few hours per year and varies depending on its needs.

Typically, several meetings of 45 to 60 minutes are planned with Québec Tech, particularly for identifying technology needs. When technology matchmaking sessions are organized, each meeting lasts between 30 and 60 minutes. Between three and five matchmaking meetings are generally expected.



# Eligibility and Company Selection





## HOW CAN I JOIN THE MOVEMENT?

To join the Movement, simply express your interest to Québec Tech by emailing [jadopte@quebectech.com](mailto:jadopte@quebectech.com).

An initial discussion will allow for validation of eligibility and clarification of next steps.

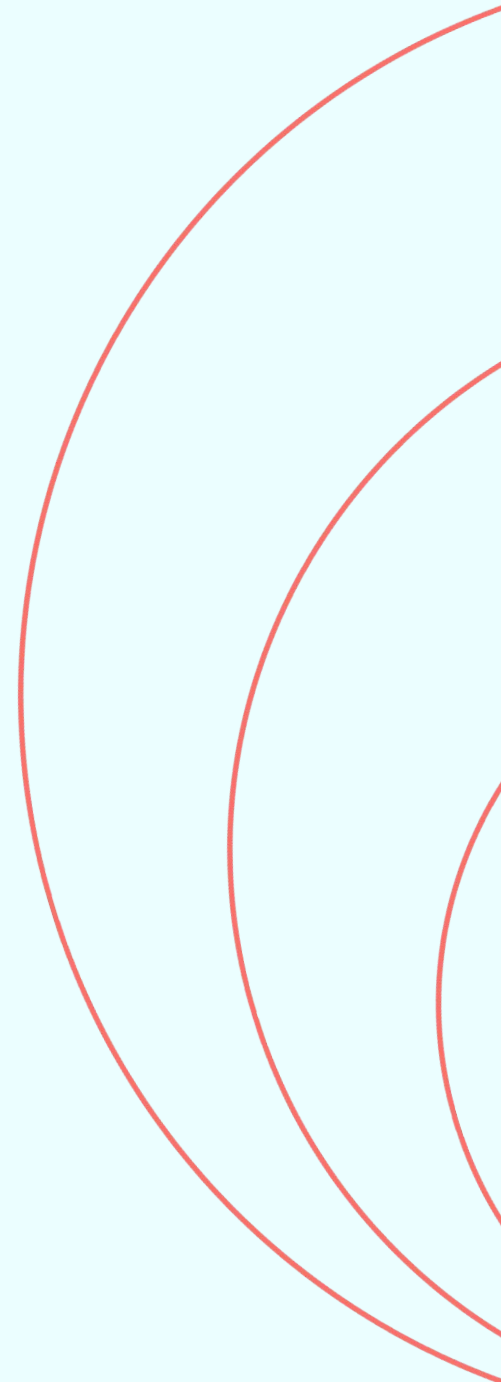
## HOW MANY COMPANIES WILL BE ABLE TO JOIN THE MOVEMENT?

The number of participating companies is **limited to 100 in the first year** in order to ensure high-quality support and relevant matchmaking.

## WHAT ARE THE ELIGIBILITY CRITERIA?

Eligibility criteria include:

- Being a medium-sized or large company established in Québec (more than 200 employees)
- Having real innovation or technology adoption needs
- Demonstrating a concrete willingness to adopt technologies developed in Québec





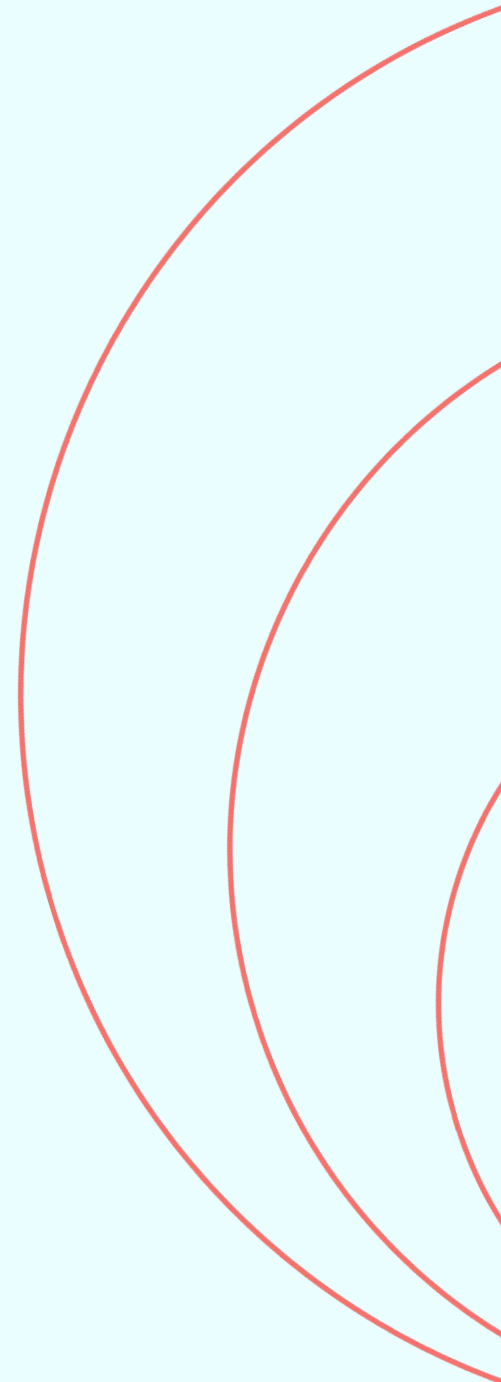
## ARE THERE ANY FEES TO ACCESS THE SERVICE?

Yes. Access to the “I Adopt Québec’s Tech” service is offered at a cost of **\$5,000 per year**. Terms are detailed during the onboarding process.

## WHAT ARE THE EXCLUSION CRITERIA?

The following are excluded:

- Companies with poor business practices or negative social or environmental impact
- Projects of a sexual, religious, political, or drug-related nature





# HOW ARE COMPANIES SELECTED FOR THE MOVEMENT?

**Movement companies** are referred by **founding partners** (Fonds de solidarité FTQ, Investissement Québec, and Québec Tech).

A presentation call with Québec Tech follows to validate interest and the relevance of the service for the company.

To ensure service quality, a maximum of **100 companies** may join the **Movement** during the first year.



# THANK YOU



For any additional questions, please contact  
**Léa Boulanger, Technology Matchmaking Advisor**

[lea@quebectech.com](mailto:lea@quebectech.com)

