

# FREQUENTLY ASKED QUESTIONS (FAQ) STAGE VO / STAGE V



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# SERVICES





## Stage V and Stage Vo represent a two-tier service offering

Stage V acts on all three pillars, while Stage Vo focuses on the first key pillar of international development:

### International Market Readiness

- Mapping and validation of the internationalization strategy
- Access to key professional services for international expansion (market studies, qualified lead generation, compliance, legal and tax structuring, etc.)
- Access to a network of international economic development agencies facilitating deployment in target markets

### Market Credibility and Recognition

- Access to an expert committee (SWAT team) dedicated to developing an action plan to improve the internationalization strategy
- Preparation of a media strategy and support for public relations
- Organization of outreach missions
- Access to technology adoption initiatives to connect with established companies

### Market Acquisition

- Connecting with industry experts to activate leads
- Organization of targeted export missions by industry
- Exclusive access to Québec's and Canada's international representation networks to facilitate business development in global markets

Readiness

Credibility

Acquisition

STADE Vo

STADE V



## What is included in the Stage V and Stage Vo service?



A dedicated International Commercialization Manager



### A local and international expert network:

- Access to high-caliber experts and a SWAT Expert Committee (3 per startup)
- Tech entrepreneurs with international experience
- Private and institutional partners



A visibility and outreach package



A budget envelope covering up to 65% of expert fees (startup contribution: 35%)

100 000\$

25 000\$

An additional \$10,000 travel grant for international business development





## HOW LONG DOES ACCESS TO THE SERVICES LAST?

### STAGE V

For as long as the Recipient uses Québec Tech's Stage V service, with no specified end date. Access to services continues as long as the management team demonstrates that it is meeting its objectives, is experiencing growth in the development of its business, and is demonstrating professionalism and commitment in its interactions with Québec Tech and its network. If these conditions of collaboration are not met, Québec Tech reserves the right to terminate the services provided to the Recipient.

### STAGE V0

Access to services is for a period of 1 year

## ARE THERE ANY FEES TO ACCESS THE SERVICES?

### STAGE V

Access to the service is subject to a fee.

The cost of the Stage V service is \$1,000 + applicable taxes per quarter (\$4,000 per year, + taxes). This amount covers a range of services offered to companies, including professional international marketing services, access to experts based on specific needs, and more.

### STAGE V0

Access to the service is completely free of charge.

# ELIGIBILITY AND APPLICATION SUBMISSION



### HOW CAN I APPLY?

To be considered, please ensure that you meet Stage V's eligibility criteria and are recommended by an organization recognized by Québec Tech ([see list](#)). The selection criteria are the same for Stage V and Stage Vo.

### HOW MANY RECRUITMENT ROUNDS ARE ORGANIZED EACH YEAR?

Three (3) recruitment rounds per year. To be informed of the next recruitment round, subscribe to our newsletter or follow us on social media, or contact an organization recognized by Québec Tech for information.

### HOW MANY COMPANIES CAN BENEFIT FROM THE STAGE V AND STAGE Vo SERVICE EACH YEAR?

In total, a maximum of 30 startups per year will be selected to benefit from the Stage Vo Service and a maximum of 15 startups per year for Stage V.



# WHAT ARE THE ELIGIBILITY CRITERIA?

### Administrative criteria:

- **Technology startup offering a B2B solution; based in Québec, with intellectual property and the majority of shares owned in Québec**
- **Startup recommended** by one of the organizations recognized by Québec Tech ([see list](#)).

### Selection criteria:

- **Annual sales** between \$500,000 and \$2,500,000 (exception for deeptechs, particularly in life sciences)
- Innovative **solution** with the ability to be quickly adapted to the most significant needs of the target market
- minimum 4-5 full-time **employees**
- **Leadership team** :
  - solid and ready to deploy the necessary efforts for major international expansion
- Sufficient **liquidity** of at least 6 months
- No negative social or environmental **impact**

# ARE STAGE Vo COMPANIES AT A LESS ADVANCED STAGE?

No, the companies at the stage Vo are at a similar level of development as those at the stage V, but their internationalization strategy still requires further refinement to reach the Stage V level.

The two services differ in the type of support provided: the stage V focuses on the execution of internationalization, while the stage Vo is dedicated to the strategic preparation for international growth — including strategic guidance, market analysis, and international business development.



### WHAT ARE THE EXCLUSION CRITERIA?

- Poor business practices and presence of negative social/environmental impact
- Company developing B2C solutions
- Service-based company
- Non-tech service or product

### I NO LONGER RECEIVE SUPPORT FROM AN ACCELERATOR OR INCUBATOR, CAN I STILL HAVE ACCESS TO QUÉBEC TECH'S SERVICES?

If you meet Stage V and Vo criteria, simply request a recommendation from one of the referral organizations.

### WHAT CRITERIA DO THE EVALUATION COMMITTEES USE TO EVALUATE APPLICATIONS?

- Market issues and opportunities (20%)
- Market analysis and competitive landscape (15%)
- Solution innovativeness and maturity (20%)
- Business model and commercial traction (15%)
- Financial strength and commitment (10%)
- Leadership skills and vision (20%)



## WHAT LEVEL OF COMMITMENT IS REQUIRED TO SUBMIT MY APPLICATION TO STAGE V?

Once your eligibility has been confirmed, you can submit your application online. You can complete and submit your application online at any time before the deadline.

The application includes a form (45 minutes maximum) and documents to be included (pitch deck, financial statements for the last 2 years, financial forecasts for the next 2 years, short video demo of your technology solution).

If your application is complete, you will proceed to the second stage, in which you will be invited to meet with an external evaluation committee. If your project is selected for the final stage, you will be invited to a 2nd meeting, this time with the final jury responsible for selecting the 5 startups that will benefit from Québec Tech's international growth services.

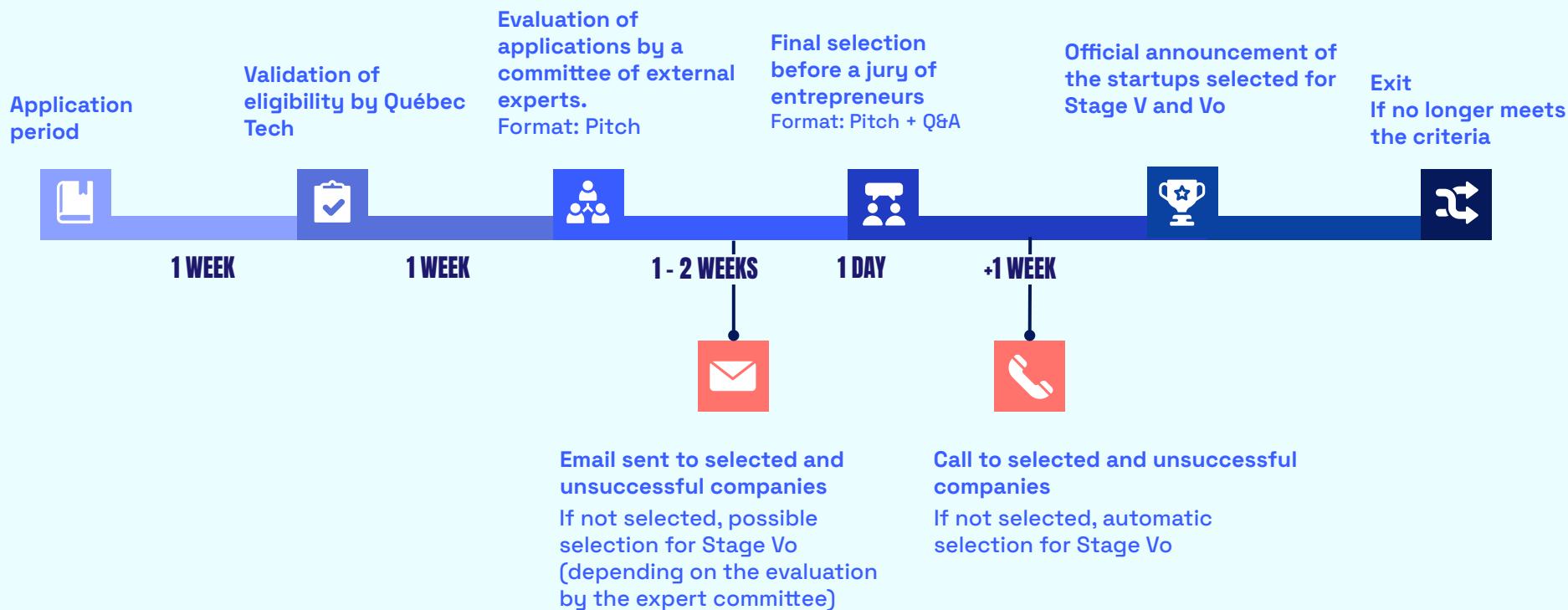
## CAN I SAVE MY APPLICATION AND COME BACK TO IT LATER?

No, the form (Jotform) must be completed at once, but you may keep it open as long as necessary.

# Selection of projects



## WHAT ARE THE STEPS OF THE SELECTION PROCESS AND THE DEADLINES?





## WILL THE INFORMATION COLLECTED IN THE APPLICATION FORM BE MADE PUBLIC?

No, all information provided and supporting documents submitted are confidential and will not be published. They are used strictly by Québec Tech and the evaluation committee for the purpose of assessing and selecting the most suitable applications. All individuals involved, both internal and external, are committed to maintaining the confidentiality of the data provided.

## WHAT IS THE REFERENCE YEAR USED FOR THE REVENUE IN THE SELECTION PROCESS?

The revenue considered is the one from your most recent fiscal year.



# HOW IS COMPOSED THE QUÉBEC TECH STAGE Vo AND STAGE V EVALUATION COMMITTEE?

Each evaluation committee is composed of 4–5 experts with significant experience related to the industry and business model of the selected startups.

Their identities are not disclosed prior to the pitches. The committee for Stade V and Stade Vo is the same.

# IF WE DO STAGE V, WILL WE BE ABLE TO DO V\_MAX?

Yes, if you are in Stage V and meet the V\_max criteria, you will have access to it. The Stage V\_max offer is not yet available.

# IF WE DO STAGE Vo, CAN WE DO STAGE V?

Stage V0 is not a prerequisite for selection to Stage V.

To advance to Stage Vo and Stage V, you must complete the selection process and be selected by the selection committee and jury.

# Thanks

For any other questions, please feel free to contact:

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