

# **Frequently Asked Questions**

## **International Growth Support**



# 01 SERVICES

[What do the services consist of?](#)

[What is included in the services?](#)

[What is the duration of access to the services?](#)

[Are there any fees to access the services?](#)

# 02 ELIGIBILITY AND APPLICATION SUBMISSION

[How can I apply?](#)

[How many calls for applications are organized each year?](#)

[How many companies will benefit from your services each year?](#)

[What are the eligibility criteria for Stage V and the preparation program?](#)

[What are the eligibility criteria for Vmax?](#)

[What are the exclusion criteria?](#)

[What are the evaluation criteria used by the selection committees?](#)

# 03 PROJECT SELECTION

[What are the steps of the Stage V selection process and the timelines?](#)

[What are the steps of the Vmax selection process and the timelines?](#)

[Will the information collected in the application form be made public?](#)

[What is the reference year for revenue used in the selection process?](#)

[How is Québec Tech's Stage V evaluation committee composed?](#)

[If we participate in Stage V, can we also participate in Stage Vmax?](#)

[If we benefit from the preparation service, can we participate in Stage V?](#)



# SERVICES



# WHAT DO INTERNATIONAL COMMERCIALIZATION SERVICES CONSIST OF



International commercialization services are tailored.

## Preparation for international markets

- Access to **market data and business intelligence** for better decision-making
- Guidance toward appropriate **funding sources**
- Definition and validation of the international **go-to-market strategy**
- Access to key professional services for international expansion (compliance, legal and tax structuring)

Preparation

## Credibility and recognition in the market

- Access to early adopters and **first customers in Canada** (Startup Tour and Ignite Sweden)
- **Introductions to CEOs** of large companies
- Access to a network of key connectors to **generate qualified leads**
- Support for product and service **promotion**
- Public relations and visibility support

Credibility

## Market acquisition

- Introductions to **industry experts** to activate leads
- Sales cycle tracking and **market consolidation**
- Organization of **targeted export missions** based on industry

Acquisition

## Market development

- Connection with **specialized recruiters**
- Hiring resources dedicated to **commercialization in markets outside Quebec**

Development

# ONE SERVICE OFFERING, THREE LEVELS, TWO DISTINCTIONS



	Support service	STAGE V	STAGE V MAX
A dedicated international commercialization manager	✓	✓	✓
<b>A network of local and international experts:</b> <ul style="list-style-type: none"> <li>• High-caliber experts in the form of a committee</li> <li>• Technology entrepreneurs with international experience</li> <li>• Private and institutional partners</li> </ul>	✗ ✓ ✓	✓ ✓ ✓	<b>Sales / GTM advisory committee</b> ✓ ✓
A visibility and exposure offering	✗	✓	<b>Visibility event</b>
A budget envelope for each startup covering professional fees for local and/or international experts	<b>25 000\$</b> Contribution: 65% Québec Tech / 35% company	<b>100 000\$</b> Contribution: 65% Québec Tech / 35% company	<b>150 000\$</b> Contribution: 50% Québec Tech / 50% company
An additional budget envelope covering international travel expenses	✓	✓	✗



## WHAT IS THE DURATION OF ACCESS TO THE SERVICES?

The company's support period does not exceed 12 months, subject to extension upon mutual agreement between the participating company and Québec Tech.

The company is expected to actively engage in the support process and comply with the established framework in order to benefit from Québec Tech's services. Failure to do so may result in the support being suspended or terminated prior to the 12-month period.

## ARE THERE ANY FEES TO ACCESS THE SERVICES?

Access to the service is paid for companies with the Stage V distinction.

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 services in international marketing, access to experts as needed, and more.**



# ELIGIBILITY AND APPLICATION SUBMISSION





### HOW CAN I APPLY?

To have your application considered, make sure you meet the criteria outlined in the [application form](#).

We accept direct applications or referrals from partner organizations ([see the list](#)).

### HOW MANY CALLS FOR APPLICATIONS ARE ORGANIZED EACH YEAR?

Three (3) recruitment rounds per year for Stage V and one (1) recruitment round for Vmax.

To stay informed about upcoming recruitment rounds, you can contact us at [international@quebectech.com](mailto:international@quebectech.com) or reach out to an organization recognized by Québec Tech.

### HOW MANY COMPANIES WILL BENEFIT FROM YOUR SERVICES EACH YEAR?

15 technology companies will benefit from the Stage V distinction and 5 from the Vmax distinction.  
30 startups per year will be selected to benefit from the preparation service.





# WHAT ARE THE ELIGIBILITY CRITERIA FOR THE SERVICES ASSOCIATED WITH STAGE V AND PREPARATION?

### Administrative criteria:

**Technology** company offering a B2B solution; based in **Québec**, with **intellectual property** and majority **ownership** held in Québec, and with majority shareholders who are tax residents of Québec.

### Selection criteria:

**Annual revenues** between \$500,000 and \$2,500,000 (exceptions for deep tech companies, particularly in life sciences)

Innovative **solution** that can be quickly adapted to key market needs

Minimum of 4 to 5 full-time **employees**

**Leadership team:** strong and ready to deploy the efforts required for significant international expansion

Sufficient **liquidity** for a minimum of 6 months

**No negative social or environmental impact**





## WHAT ARE THE ELIGIBILITY CRITERIA FOR THE SERVICE ASSOCIATED WITH VMAX?

### Administrative criteria:

- **Technology** scaleup; controlling ownership and based in **Québec**; holds its **intellectual property**
- **Annual revenues between \$2.5M and \$15M** demonstrating product-market fit
- Innovative product based on a **B2B business model** with **strong growth potential**, particularly in international markets
- Minimum of **15 full-time employees**

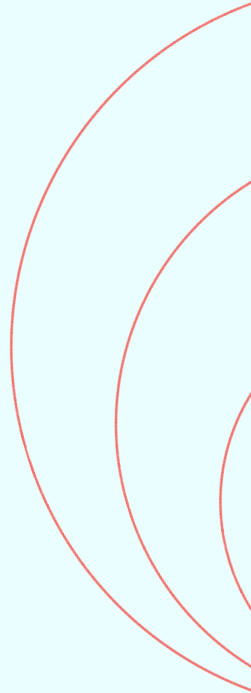
### Selection criteria:

#### **Pre-selection interviews**

- **Founders** are dedicated to the project, bilingual, and ready to deploy internationally
- **Positive** social and environmental impact
- Sufficient **liquidity** (runway) of more than 12 months, with at least 50% of salary secured for the coming year
- At least **3 validated markets** (including Canada)

#### **Final jury**

- Assessment of the **company's financial position**
- Evaluation of the company's **international growth plan**
- Potential to reach \$50M in revenue within a 5–10 year horizon
- **Validation of target markets** and the product's ability to penetrate them
- **Strength and credibility of the organizational structure**





## WHAT ARE THE EXCLUSION CRITERIA?

- Poor business practices and presence of negative social or environmental impact
- Company developing exclusively B2C solutions
- Service-only company
- Non-technological product or service

## WHAT ARE THE EVALUATION CRITERIA USED BY THE SELECTION COMMITTEES?

- Market problem and opportunity (20%)
- Market analysis and competitive landscape (15%)
- Innovativeness and maturity of the solution (20%)
- Business model and commercial traction (15%)
- Financial health and commitment (10%)
- Leadership capabilities and vision (20%)

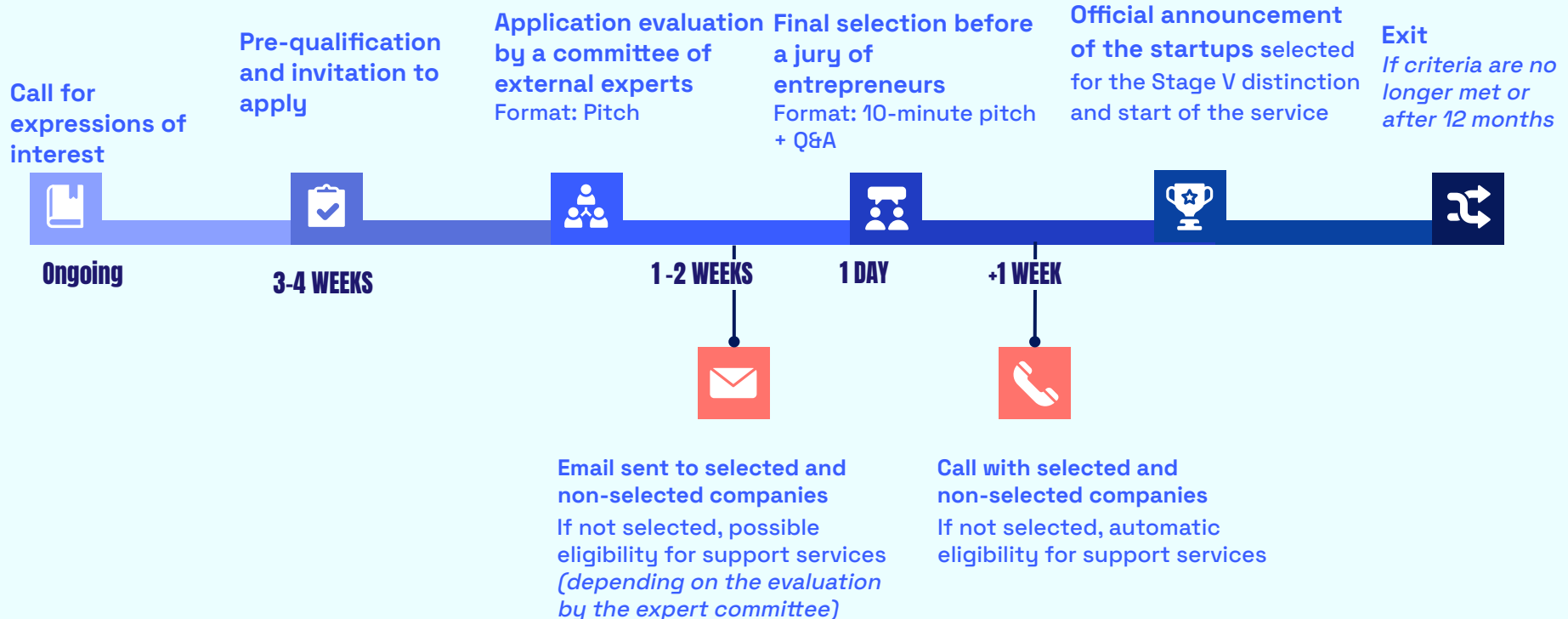


# PROJECT SELECTION



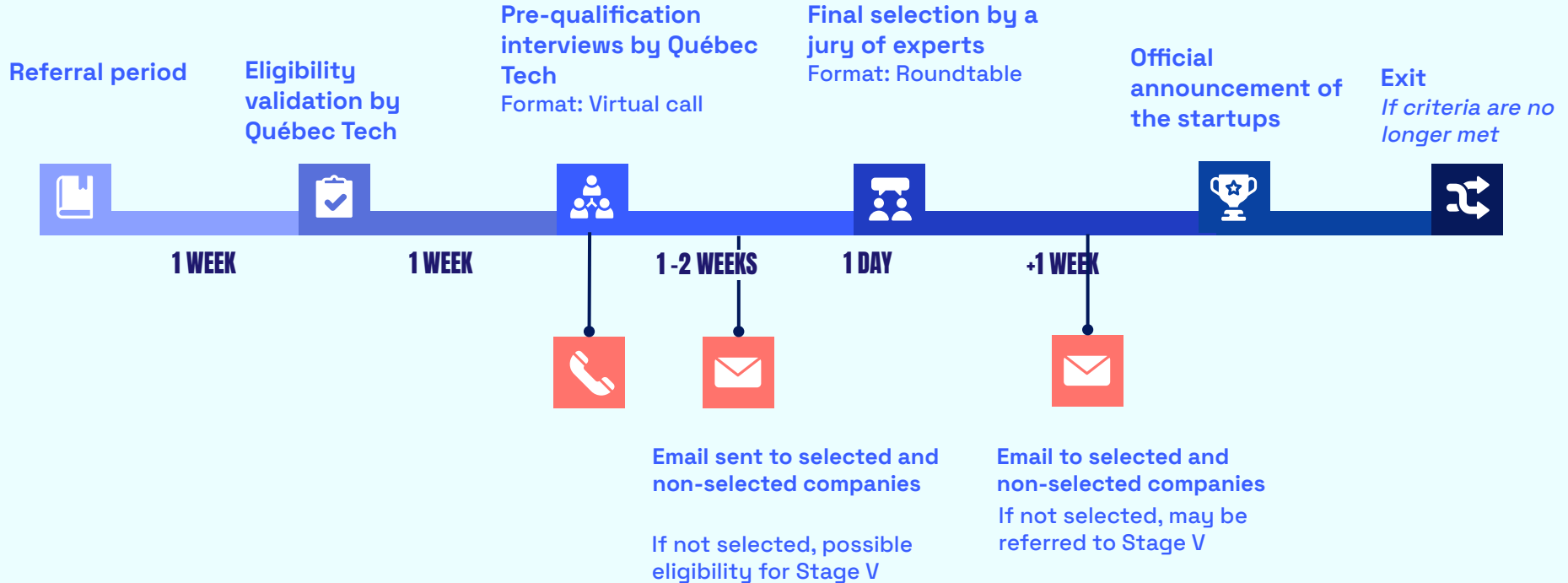


## WHAT ARE THE STEPS OF THE STAGE V SELECTION PROCESS AND THE TIMELINES?





## WHAT ARE THE STEPS OF THE STAGE VMAX SELECTION PROCESS AND THE TIMELINES?





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

No, all information provided and supporting documents requested are confidential and are not made public. They are strictly used by Québec Tech and the evaluation committee for the purposes of assessing and selecting the best applications. All stakeholders involved, both internal and external, are committed to preserving the confidentiality of the data provided.

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

The revenue considered is that of your most recent fiscal year.





## HOW IS QUÉBEC TECH'S STAGE V EVALUATION COMMITTEE COMPOSED?

Each evaluation committee is composed of 4 to 5 experts with significant experience relevant to the industry and business model of the selected startups. Their identity is not disclosed prior to the pitches.

## IF WE OBTAIN STAGE V, CAN WE ALSO OBTAIN VMAX?

Yes, if you have the Stage V distinction and meet the Vmax criteria, you will be eligible to access it.

## IF WE BENEFIT FROM THE PREPARATION SERVICE, CAN WE OBTAIN STAGE V?

The preparation service is not a prerequisite to obtain the Stage V distinction.

To obtain Stage V, you must go through the selection process and be selected by the selection committee and the jury.

A internationalization support service may be offered, under certain conditions, to companies that have not obtained the Stage V distinction.



# THANK YOU

For any other questions, feel free to contact us at the following address: [international@quebectech.com](mailto:international@quebectech.com)

