

FREQUENTLY ASKED QUESTIONS

STAGE V



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Services





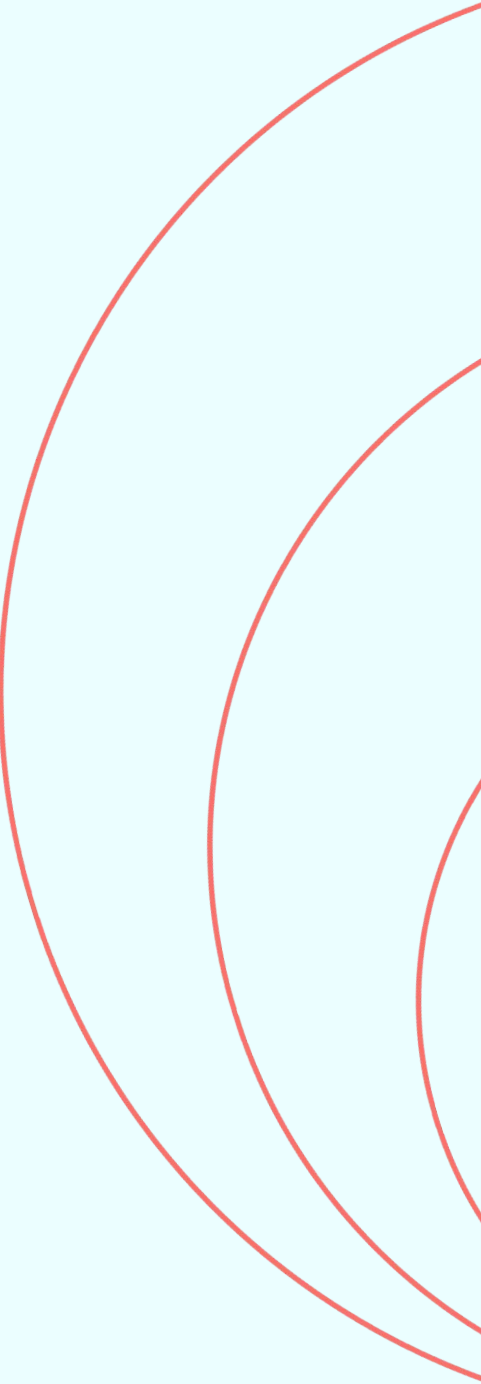
WHAT DOES THE SERVICE INVOLVE?

Depending on the needs of each startup, we mobilize all the resources required for their acceleration, acting in 3 areas:

- Market readiness
- Market credibility and recognition
- Market acquisition

WHAT IS INCLUDED IN THE STAGE V SERVICE?

A personalized action plan, a dedicated international marketing manager, the creation of a committee of experts (SWAT), privileged express access to institutional partners, access to high-caliber experts, access to experienced entrepreneurs, customized missions according to objectives, a budget envelope.



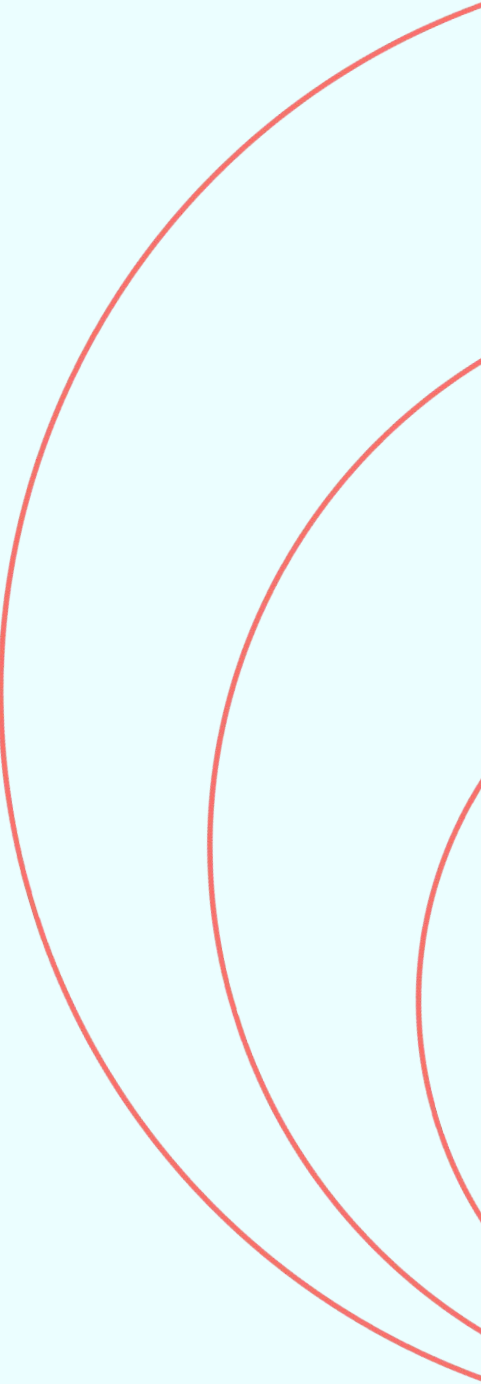


HOW LONG DOES ACCESS TO THE SERVICES LAST?

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.

IS THERE A FEE TO ACCESS THE SERVICES?

Each startup selected for Québec Tech services will have a budget envelope to call upon the punctual services of a team of local and international professionals. Québec Tech will cover up to 65% of the experts' costs, while the startups will pay the remaining 35%. All expenses must be approved by Québec Tech to ensure alignment with the established action plan.



Eligibility and application





HOW CAN I APPLY?

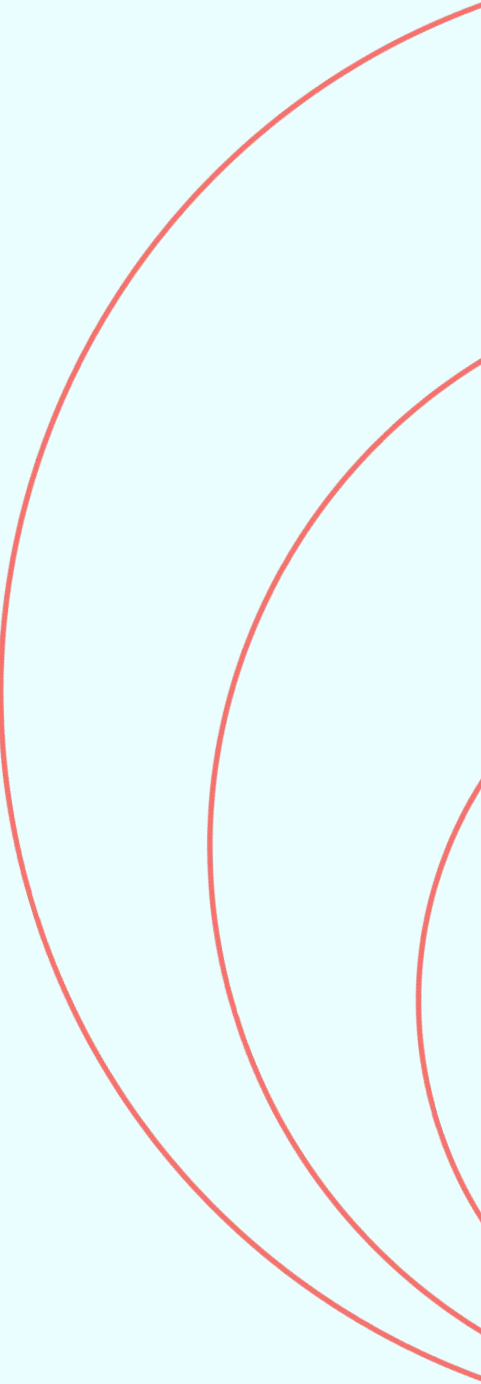
For your application to be considered, make sure you meet the eligibility criteria and that you are recommended by an organization recognized by Québec Tech ([see list](#)).

HOW MANY RECRUITMENT ROUNDS ARE ORGANIZED EACH YEAR?

Three (3) recruitment rounds per year. To be informed of the next round of recruitment, subscribe to our newsletter or follow us on social networks.

HOW MANY COMPANIES WILL BENEFIT FROM YOUR STAGE V SERVICE EACH YEAR?

A total of 15 startups will be selected to benefit from the Stage V service. At each call for applications, we retain 5 startups.





I'M NO LONGER SUPPORTED BY A BUSINESS ACCELERATOR/INCUBATOR. CAN I ACCESS QUÉBEC TECH'S SERVICES?

If you meet the criteria for Stage V, simply request a referral from one of the following organizations.

WHAT ARE THE ELIGIBILITY CRITERIA?

- Administrative criteria:
 - **Technology** startup; based in **Québec; intellectual property** and majority of **shares** ownership is Québec-based.
 - **Startup recommended** by one of the organizations recognized by Québec Tech ([see list](#)).
- Selection criteria:
 - Minimum annual **sales** of \$500,000, with exceptions for deeptechs and life sciences in particular
 - Innovative **solution** with the ability to be rapidly adjusted to the most important 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**



WHAT ARE THE EXCLUSION CRITERIA?

- Projects of a sexual, religious, political or drug-related nature
- Non-tech service or product
- Poor business practices
- For pilot, projects in life sciences and those targeting B2C

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%)





I WOULD LIKE TO KNOW WHAT LEVEL OF COMMITMENT IS REQUIRED TO SUBMIT MY APPLICATION TO STADE V?

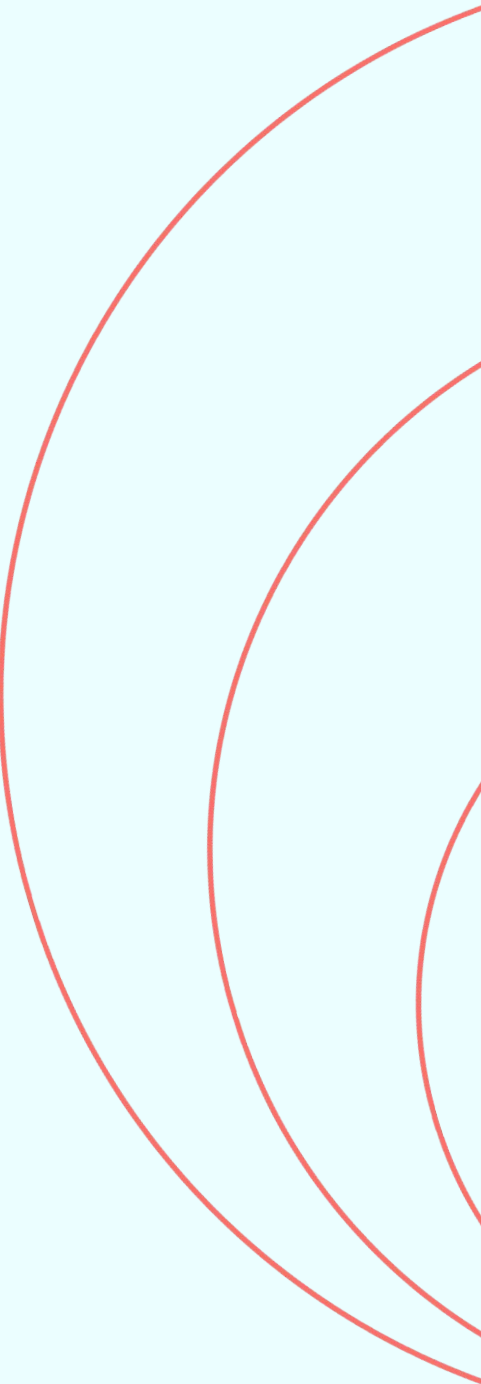
Once your eligibility has been confirmed, you can submit your application online. You can complete and submit your application online at any time before the February 16 deadline.

The application includes a form and documents to be included (financial statements for the last 2 years, financial forecasts for the next 2 years, short video demo of your technology solution). Depending on your pace, this process can take between 2-8 hours of your time.

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?

Yes, you can start your application online and complete it at your own pace, as long as it is received by the February 16 deadline.



Project selection





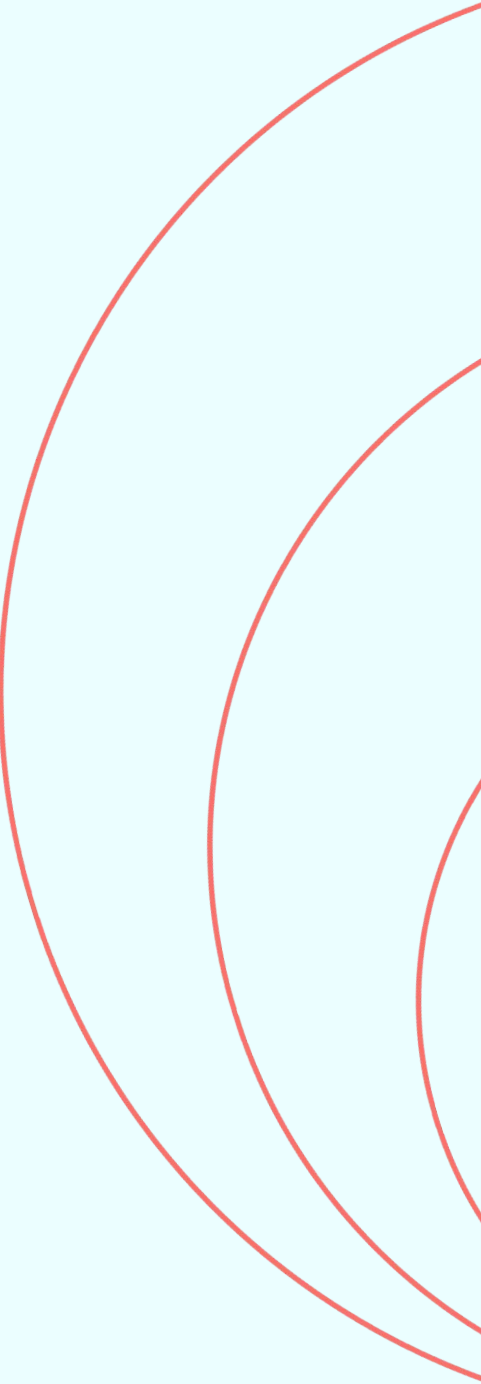
WHAT IS THE SELECTION PROCESS?

Once the call for applications is closed, eligible project leaders are invited to meet with an external evaluation committee made up of experts from various sectors. Finalists are invited to a sales pitch, followed by a question and answer session with a panel of judges. The jury makes the final selection of the startups that will have access to Québec Tech's services. In all, the selection process takes approximately six weeks from the application deadline.

HOW LONG DOES IT TAKE TO GET A RESPONSE AFTER THE APPLICATION DEADLINE?

Projects not selected for the pitching stage will be informed by e-mail a few weeks after submission.

Successful projects will be invited to join the selection process, which will culminate in a presentation of their project to the final jury. The final decision will be announced the week following this session.





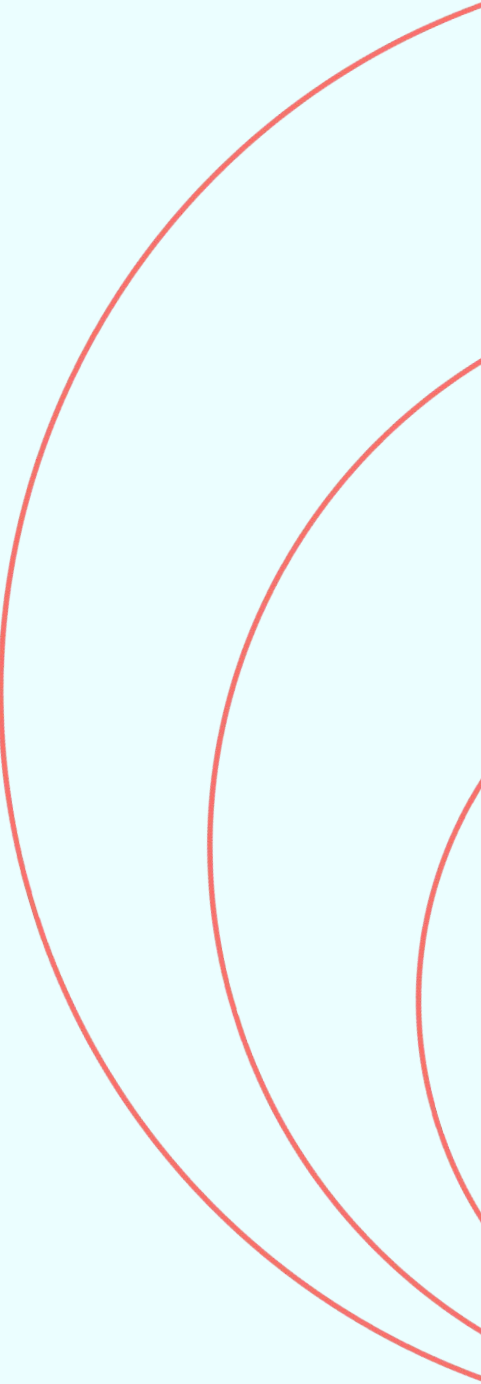
HOW ARE COMPANIES SELECTED TO ACCESS QUÉBEC TECH'S STADE V SERVICE?

The companies selected will be those that best meet the following evaluation criteria:

- 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 IS THE COMPOSITION OF THE QUÉBEC TECH STAGE V EVALUATION COMMITTEE?

Each evaluation committee is made up of 4-5 experts with significant experience in the industry and business model of the selected startups. Their identities are not disclosed before the pitches.



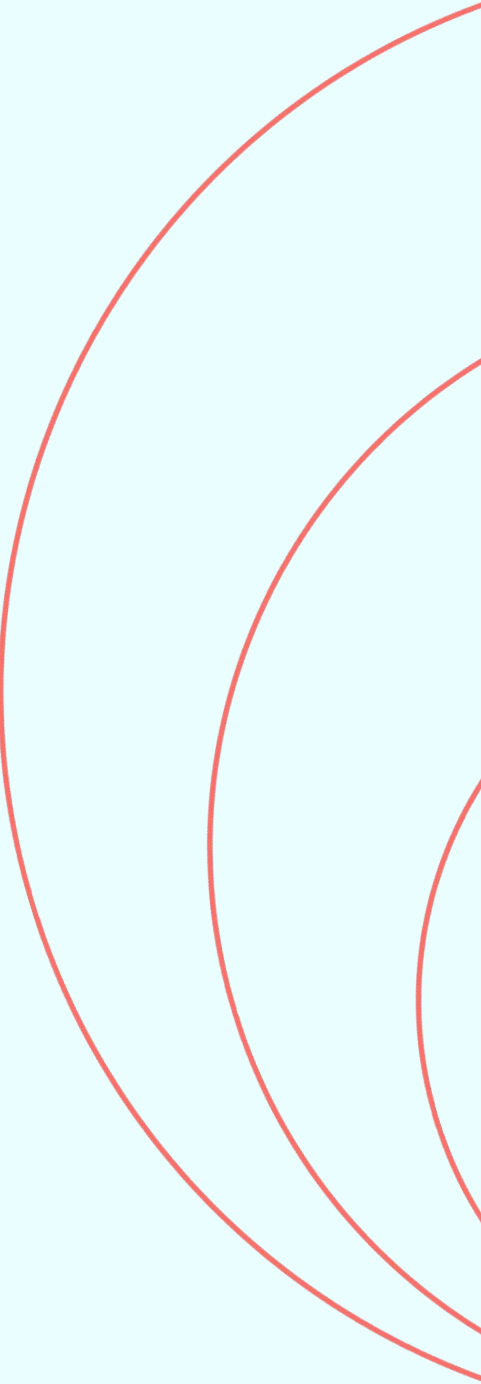


WILL THE INFORMATION GATHERED IN THE APPLICATION FORM BE MADE PUBLIC?

No, all information provided and supporting documents requested are confidential and will not be published. It is strictly used by Québec Tech and the evaluation committee to evaluate and select the best applications. All parties involved, both internal and external, are committed to preserving the confidentiality of the data provided.

WHAT IS THE REFERENCE YEAR FOR SALES USED IN THE SELECTION PROCESS?

The sales figure used is that corresponding to your last accounting year.



Thanks

For any other questions, please feel free to contact Josée Desjardins, Head of International Commercial Success.

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