

FREQUENTLY ASKED QUESTIONS (FAQ) STAGE VO / STAGE V



01 SERVICES

[What does the service include?](#)

[What is included in the Stage V and Stage V0 service?](#)

[How long is the service available?](#)

[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 can benefit from the Stade V and Stage V0 service each year?](#)

[What are the eligibility criteria?](#)

[What are the exclusion criteria?](#)

[If I am already supported by a business accelerator or incubator, can I still access Québec Tech's services?](#)

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

[What level of commitment is required to submit my application to Stade V?](#)

03 PROJECTS SELECTION

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

[How are the companies selected to access Québec Tech's Stade V service?](#)

[How is the Stade V evaluation committee of Québec Tech composed?](#)

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

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

[If we do stage V, will we be able to do V Max ?](#)

[If we do stage V0, can we do Stage V?](#)



SERVICES



What does the service include?



The Stade V and Stade VO programs are personalized, no-cost initiatives that help startups prepare for and expand into international markets through expert guidance, data-driven insights, and access to key networks.

Stage V focuses on three key areas:

International Market Readiness

- 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
- Connection to key professional services for international expansion (compliance, legal and tax structuring)

Readiness

Market Credibility and Recognition

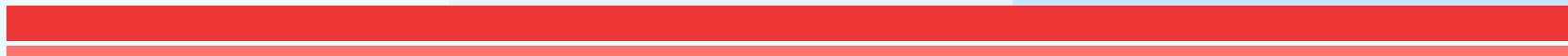
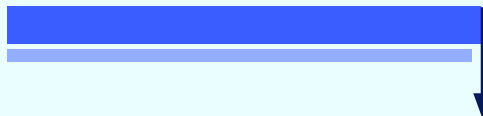
- Access to early adopters and first clients in Canada (Startup Tour and Ignite Sweden)
- Networking with CEOs of large corporations
- Access to a network of top-tier connectors for qualified leads
- Product and service promotion support
- Public relations and visibility assistance

Credibility

Market Acquisition

- Connections with sector experts to activate qualified leads
- Export missions customized by industry
- Sales cycle monitoring and market consolidation support

Acquisition



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

IS THERE A FEE TO ACCESS THE SERVICES?

The Stage V and Stage V0 service are free.

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 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 V0.

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 WILL BENEFIT FROM YOUR STAGE V SERVICE EACH YEAR?

In total, a maximum of 30 startups per year will be selected to benefit from the Stage V0 Service and a maximum of 15 startups per year for Stage V.





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**

ARE STAGE VO COMPANIES AT A LESS ADVANCED STAGE?

No, the companies at the VO stage are at a similar level of development as those at the V stage, but they are still in the market discovery phase. They are not yet ready to move on to large-scale execution.

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





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

I NO LONGER RECEIVE SUPPORT FROM AN ACCELERATOR/INCUBATOR, CAN I STILL HAVE ACCESS TO QUÉBEC TECH SERVICES?

If you meet Stage V criteria, simply request a referral 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%)





I WOULD LIKE TO KNOW 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.

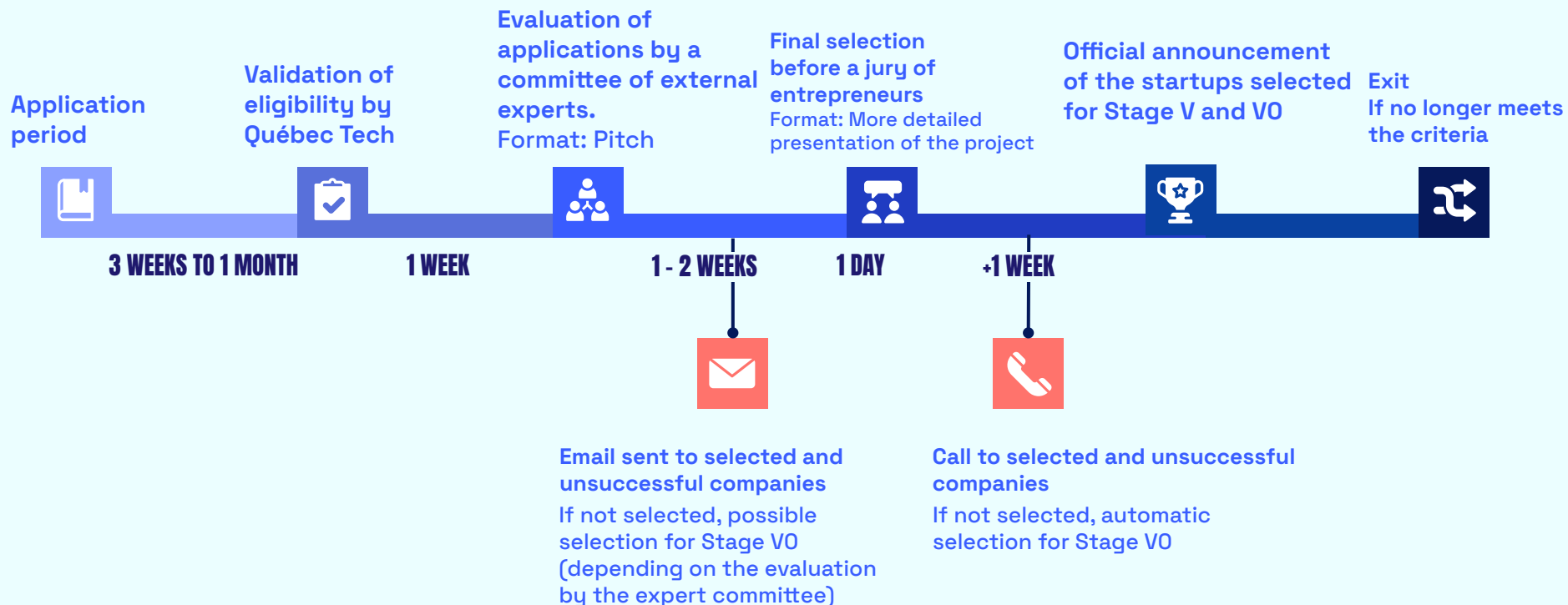


Selection Process



What are the steps of the selection process and the deadlines?

Summary ↗





HOW ARE COMPANIES SELECTED TO ACCESS QUÉBEC TECH'S STAGE Vo 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%)

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

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.





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 V0, CAN WE DO STAGE V?

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

To advance to Stage V0 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:

Anastasia Vintras, International Commercial Success Manager for **Stage V0**
anastasia@quebectech.com

and/or

Maxime Bélanger-Quesnel, International Commercial Success Manager for **Stage V**
maxime@quebectech.com

