

Virtual Offices for Montreal AI Startups: NEQ & IRAP Guide

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Executive Summary

Montreal's booming [AI and tech sector](#)—and its proximity to the world-class **MILA** AI research institute—has created a surge of “MILA-adjacent” startups founded by researchers, engineers, and entrepreneurs seeking to commercialize cutting-edge technology. These young ventures often operate with very lean overhead, relying on remote or hybrid work arrangements even as they pursue federal and provincial support. A *virtual office* (a professional mailing address and related services without a physical desk) is therefore a vital tool for such startups. In Quebec, the **Registraire des entreprises du Québec (REQ)** permits use of a virtual office as the company's [registered address](#) (Source: [incorp-quebec.org](#)) (Source: [2727coworking.com](#)). This allows founders to satisfy legal requirements (such as obtaining the [Quebec Enterprise Number, NEQ](#)) without renting expensive office space.

Financially, virtual offices are very cost-effective – typical Montreal packages cost on the order of **\$50–150 per month** for mail handling and a prestigious address (Source: [2727coworking.com](#)). They offer added benefits of credibility and privacy (keeping founders' home addresses off public records) (Source: [adressevirtuelle.ca](#)) (Source: [incorp-quebec.org](#)). Critically, virtual office fees are fully tax-deductible business expenses in Quebec (Source: [2727coworking.com](#)). This makes them affordable for bootstrapping AI/tech startups and better integrates with funding models like NRC IRAP, which reimburses R&D expenses (mostly salaries and contract work) but *does not* cover overhead costs (Source: [www.ayming.ca](#)) (Source: [www.ayming.ca](#)). In practice, founders use virtual offices to secure an official presence in Montreal (and by extension Canada) to comply with IRAP's eligibility rules (must be a Canadian-incorporated, Canada-based SME (Source: [cnrc.canada.ca](#)) (Source: [betakit.com](#)) while minimizing fixed costs.

Our analysis examines **(1)** how virtual office services work and are used in Montreal's AI/tech ecosystem; **(2)** the requirements for business registration in Quebec (NEQ) and how virtual addresses fit into them; **(3)** the Industrial Research Assistance Program (IRAP) requirements and funding structure to show how virtual offices affect compliance; and **(4)** current data, case studies, and future trends. We find that virtual office solutions are firmly embedded in Montreal's innovation landscape: surveys suggest roughly **30–40% of new Montréal businesses now list a virtual or coworking address** for their legal HQ (Source: [2727coworking.com](#)). With Montreal's strong startup activity—over 1,000 tech firms and 12

"unicorns" reported as of 2025 (Source: dealroom.co) (Source: dealroom.co)—and major AI investments underway (e.g. a new \$250M Mila-led AI compute campus (Source: mila.quebec), virtual offices will continue to play a crucial role. They enable young AI ventures to access public supports like IRAP and corporate incentives (e.g. SR&ED tax credits) by ensuring legal compliance, without sacrificing the flexibility of remote work.

Introduction and Background

The Montréal AI/Tech Ecosystem

Montreal has emerged as one of Canada's—and the world's—leading high-tech clusters. A driving force is the **Montreal Institute for Learning Algorithms (MILA)**, founded by Yoshua Bengio and now home to hundreds of AI researchers. MILA is "one of the world's largest academic research centres for machine learning," with on the order of 80 professors and 600 graduate students as of 2021 (Source: www.nature.com). Canada's 2017 Pan-Canadian AI Strategy (financed by \$125 million federal funds over 5 years) explicitly established MILA as a national AI research hub (Source: www.nature.com), and an additional \$443.8 million was committed in 2021 to further strengthen AI in Canada. MILA and its network have spawned a vibrant startup pipeline: its venture arm, **Mila Ventures**, "is designed to unlock the country's greatest innovation asset: our Venture Scientists" (Source: mila.quebec) by virtually incubating [AI startups](#) around MILA research. In practice, Mila-adjacent founders include establishing AI researchers and graduate students at local universities, transferred to commercialization via Mila Ventures, as well as outsiders seeking to tap Montreal's AI ecosystem. For example, *Korbit Technologies*, an AI education spin-out co-founded in 2017 by MILA affiliates, raised a US\$11.3 million Series A in 2021 (Source: www.graphitevc.com).

Montreal's innovation ecosystem extends beyond AI. The city hosts headquarters or major operations of many tech firms, from established companies (e.g. CGI, OpenText, Dapper Labs) to scale-ups and startups. According to Dealroom.co's 2025 ecosystem profile, the Montreal/Quebec metro area encompasses over **1,000 tracked tech startups**, with roughly \$550 million in venture capital invested in the prior year** (Source: dealroom.co). Twelve unicorn companies (valued ≥\$1B) are active or based in Montréal, with a combined startup valuation exceeding \$59 billion (Source: dealroom.co) (Source: dealroom.co). The sector's rapid growth is also recognized by local analyses: for instance, there are 234 fintech firms in Quebec (11% of Canada's fintechs), ~77% of which are in Montreal, and emerging AI/Data capabilities have become the *second-largest* segment of Quebec fintech in 2023 (Source: www.finance-montreal.com). All told, Montreal is widely regarded as "one of the world's most active startup hotbed cities" with a major bilingual tech talent base and accelerating growth (Source: dealroom.co) (Source: www.finance-montreal.com).

MILA-Adjacent Focus: Our focus is specifically on *tech and AI startups* "adjacent" to MILA's community. These founders often share a background in artificial intelligence research or engineering, and can leverage Mila's venture programs and network. They tend to be **startups in early stage deep-tech**, working on machine learning or data-driven products. Given their research origins, they often have very lean teams initially (sometimes just one or a few founders) and operate remotely or out of [shared/co-working spaces](#) to minimize overhead. They also target Canadian commercialization (to retain IP domestically, foster economic benefits here). Therefore, their use of virtual offices intersects naturally with both provincial registration rules (NEQ filing) and federal innovation programs (NRC IRAP funding). In the sections below, we examine how these elements connect in detail.

Virtual Offices: Concept and Relevance

A [virtual office](#) provides companies with the trappings of a physical office (business address, receptionist, phone, meeting rooms) without dedicated desk space (Source: 2727coworking.com). Typically for a monthly fee, a virtual office package in Montreal can include: a prestigious business address (for company letterhead and legal forms), mail-handling (receipt, forwarding, and/or scanning of correspondence), a local or toll-free phone number with call answering, and occasional use of meeting rooms or co-working desks. The idea is that an entrepreneur can work from *anywhere* (home, remote workspace, clients' sites) while projecting a stable professional presence. This decouples the external facets of a business's image (address, receptionist) from its actual location (Source: 2727coworking.com).

2727 Coworking publishes four fixed monthly plans: **Mailbox at \$35**, **Mailbox + Scanning at \$85**, **Virtual Address at \$135**, and **Virtual Office at \$165** (Source: 2727coworking.com). By comparison, the table below (compiled from market surveys (Source: 2727coworking.com) shows that **Montreal's virtual office fees are substantially lower** than Toronto or Vancouver:

CITY	BASIC ADDRESS ONLY	FULL VIRTUAL OFFICE	MEETING ROOM (HOURLY)
Montréal (downtown)	\$50 – \$100 /mo	\$150 – \$300 /mo	\$20 – \$60 /hr
Toronto (Financial DT)	\$75 – \$150 /mo	\$200 – \$400 /mo	\$40 – \$100 /hr
Vancouver (Downtown)	\$75 – \$125 /mo	\$175 – \$350 /mo	\$35 – \$80 /hr
Ottawa	\$50 – \$100 /mo	\$125 – \$250 /mo	\$25 – \$60 /hr
Calgary	\$50 – \$90 /mo	\$125 – \$225 /mo	\$25 – \$50 /hr

Source: 2727 Coworking market analysis (Source: 2727coworking.com).

This price advantage reflects Montreal's overall lower real-estate costs. At 2727 Coworking, the published entry plan is Mailbox at \$35 per month, with three additional fixed plans at \$85, \$135, and \$165 (Source: 2727coworking.com).

In addition to cost, virtual offices offer strategic benefits for early-stage AI/tech companies. A Montreal address (e.g. a trendy Mile End or downtown suite) lends credibility to background checks, proposals, or pitches – clients and investors often regard a professional address as more legitimate than a home address (Source: adressevirtuelle.ca) (Source: 2727coworking.com). It also protects privacy; founders need not display or publicize their home addresses on regulatory filings or marketing. Mail and package management is especially convenient for remote teams: digital entrepreneurs can have documents or hardware deliveries routed to the virtual office, scanned, and emailed or forwarded, without needing permanent staff on site (Source: adressevirtuelle.ca) (Source: adressevirtuelle.ca).

Notably, Quebec law fully accommodates virtual offices in business registration. A provincial incorporation *must* list a street address in Quebec where legal notices can be served (Source: incorp-quebec.org). Crucially, the rules explicitly allow that address to be a *virtual office* (so long as it is a real street location) (Source: incorp-quebec.org) (Source: 2727coworking.com). A virtual office provider in Montreal may generally be used as your company's official address in the **Registre des entreprises du Québec**, as long as it can receive mail (i.e. not just a P.O. Box) (Source: incorp-quebec.org) (Source: 2727coworking.com). This means entrepreneurs can comply with legal address requirements without ever renting desks. In fact, one Quebec business guide notes that up to **30–40% of new Montreal startups** already register under a coworking or virtual address rather than a home address (Source: 2727coworking.com), reflecting the normalization of flexible workspaces in the local economy. (ANC: It also points out that virtual office fees are fully deductible as business expenses (Source: 2727coworking.com), further incentivizing their use.)

Remote and Hybrid Work Trends

Underlying this rise of virtual offices is a broader shift toward remote and hybrid work. Montreal's tech sector has embraced flexibility: surveys in 2024–25 show strong preferences for remote or hybrid arrangements. For instance, a July 2025 Angus Reid poll found **59% of Canadians** would prefer full-time work-from-home, and **76% of those who have ever worked remotely** want to continue doing so (Source: 2727coworking.com). In Quebec specifically, an October 2024 survey reported **85% support for hybrid models** and 79% saying hybrid greatly improves work–life balance (Source: 2727coworking.com). Employers have largely followed suit: by mid-2025, nearly 40% of new job postings in Montreal offered hybrid schedules, while only ~4% were fully remote (Source: 2727coworking.com). Major firms headquartered in the region (e.g. TELUS, CGI) now allow widespread virtual work, and Shopify famously declared itself "Digital by Design" nationwide (Source: 2727coworking.com). These data indicate that even tech roles in Montréal typically do not require five days in an office.

For a startup founder, this trend reduces the barrier to not having a physical HQ. Teams can meet with collaborators online, use co-working spaces as needed, and still engage in IRAP-funded R&D. However, **legal and administrative obligations remain**. Every Quebec company must have at least one official mailing address. Thus, virtual office services become an essential complement: they give startups both **operational flexibility** and **legal grounding**. In what follows, we first analyze how Québec's business registration (NEQ filing) works with virtual offices, and then how IRAP requirements interact with these arrangements.

Québec Business Registration and NEQ Filing

NEQ: Québec Enterprise Number

In Quebec, the identification and registration of businesses is governed by the **Registraire des entreprises du Québec (REQ)** under provincial law (Source: 2727coworking.com). When a company is formed or registers to do business, it receives a unique **Numéro d'entreprise du Québec (NEQ)** – a ten-digit identifier (Source: 2727coworking.com). The NEQ serves as a company's "business birth certificate" in Quebec: it appears on all official documents, tax forms, contracts, government notices, etc. and allows public lookup of the corporate profile (encouraging commercial transparency) (Source: 2727coworking.com). As of late 2023, nearly **957,000 active businesses** in Quebec held NEQ numbers (Source: 2727coworking.com).

Nearly all commercial enterprises in Québec must obtain an NEQ through registration. Specifically, *every* corporation (société par actions), cooperative, partnership, or sole proprietor operating under a trade name that carries on business in Québec is required to register (Source: 2727coworking.com) (Source: 2727coworking.com). The only exceptions are individuals doing business under their own legally complete name with no additional trade name (though even many of those opt to register voluntarily (Source: 2727coworking.com). Registration is done by filing a declaration with the REQ, which includes the company name, owners, principal activity, and **the address of the company's head office** (Source: 2727coworking.com) (Source: 2727coworking.com). Once approved, the company is "immatriculée" and receives its NEQ automatically (Source: 2727coworking.com) (Source: 2727coworking.com).

Head Office Address Requirements

A key part of the NEQ filing is specifying an address of the company's *head office* (siège social). Quebec law mandates that this address: (1) **must be located in Québec**; and (2) **must be capable of receiving physical mail and notices at all times** (Source: incorp-quebec.org) (Source: 2727coworking.com). In practical terms, this address is where all government and legal correspondence will be sent (from REQ, Revenu Québec, Service Canada, etc.), and it is publicly listed in the NEQ registry. The regulations explicitly state that this address can be a private residence, an apartment, a commercial office, or a *virtual office* (Source: incorp-quebec.org). In particular, the official guidance clarifies:

"L'adresse de l'entreprise [au REQ] doit... Être apte à recevoir du courrier physique en tout temps... Il peut s'agir de votre domicile, appartement, bureau commercial ou bureau virtuel" (Source: incorp-quebec.org).

In English: **"The company address must... be able to receive physical mail at all times (government notices, tax documents, etc.). It may be your home, apartment, commercial office, or virtual office."** (Source: incorp-quebec.org). (One caveat is that a mere P.O. Box is *not* acceptable; the address must have a civic street number.)

This formal permission is crucial: it means a startup founder **does not need a physical office lease** to properly register the company. Instead, they can use a virtual office provider's Montreal street address to satisfy the requirement. In fact, business resources note that if a founder wishes to keep their home address private, **"l'utilisation d'un bureau virtuel ou d'une adresse commerciale"** is recommended (Source: incorp-quebec.org). Quebec's online REQ search tool likewise shows that any company – whether incorporated in Québec or federally – lists a street address in the public record, and many of these addresses are handled by virtual office firms or coworking spaces in Montreal. For example, a search of NEQ records reveals numerous companies registered at addresses like "2727 Rue Saint-Patrick" or "1000 Rue de la Gauchetière" – locations known to house virtual office providers.

Practically, this means a founder can incorporate (e.g. under "Loi sur les sociétés par actions du Québec"), assign the virtual office as the company's head office, and receive an NEQ *senza avoir mise pied dans un bureau physique* (Source: incorp-quebec.org). All legal notices will then go to the virtual office. As [13] notes, "once you file, the address is published and anyone can look up your company," but the entrepreneur's personal address can remain confidential by using the virtual location (Source: incorp-quebec.org). Business filings, invoices, and websites simply use the pro address.

Tax and Administrative Implications

Beyond legality, virtual office expenses are treated as ordinary business costs in Québec. The coworking industry guide explicitly states that virtual office fees are **100% deductible** for tax purposes (Source: 2727coworking.com). This aligns with Canadian tax practice: a rented mailing address or co-working membership is considered a legitimate business expense. (In contrast, renting or leasing a full office space would also be deductible, but carries far higher costs.) Similarly, having a Québec NEQ and an official address in Montréal enables startups to register for provincial accounts (Revenu Québec, CNESST, etc.) and federal programs seamlessly. It also means they obtain a Québec Enterprise Number which is often required for government grants, BPO contracts, and corporate financing in Canada.

In summary, the Quebec business registry **fully supports** virtual addresses. An AI startup founded by a Mila-affiliated researcher can incorporate in Québec, set its head office to a coworking/virtual address in Montréal, and thereby legally operate, obtain its NEQ, and avoid any conflict with registration rules (Source: incorp-quebec.org) (Source: 2727coworking.com). The challenge is then simply ensuring that correspondence sent to that address is handled properly. Modern virtual office services often include mail scanning and forwarding, so the startup effectively never misses an official letter even without staff in a fixed location (Source: adressevirtuelle.ca). Combined with digital communication (email, Slack, Zoom), this arrangement satisfies all formal requirements while keeping overhead minimal.

Virtual Office Services in Montréal

Service Categories and Providers

Montreal's virtual office market includes both global players and local coworking brands. 2727 Coworking publishes four fixed plans:

PLAN	MONTHLY PRICE
Mailbox	\$35
Mailbox + Scanning	\$85
Virtual Address	\$135
Virtual Office	\$165

See the current inclusions on the [2727 Coworking virtual mailbox page](#).

- **Coworking/Shared Office:** Many providers offer not just an address but also optional flexible workspace. For example, a startup could pay per-use for a hot desk or private meeting room. Some virtual office plans allow hourly use of on-site meeting rooms at rates like \$20–\$60/hr (Source: 2727coworking.com).

The table below illustrates sample pricing from various Montreal providers (data from 2023 (Source: 2727coworking.com)):

PROVIDER	LOCATION	BASIC ADDRESS PLAN	FULL-SERVICE PLAN
2727 Coworking	Griffintown/St-Henri	Mailbox: \$35 /mo	Four fixed plans: \$35 / \$85 / \$135 / \$165 (Source: 2727coworking.com)
Regus (IWG)	Downtown (multiple)	\$89–\$150 /mo	\$200–\$350 /mo
CAVM (Ville-Marie)	Old Montréal	\$60–\$100 /mo	~\$150 /mo
iPostal1	Various Canada-wide	\$50–\$80 /mo	\$100–\$150 /mo (mail only)
Davinci Virtual	Nationwide locations	\$50–\$100 /mo	\$150–\$250 /mo

Source: Company websites, including [2727 Coworking](http://2727coworking.com). Prices in CAD; meeting rooms are extra when not included.

As the table shows, even boutique Montreal co-working brands (2727, CAVM) can undercut large global chains by offering low introductory rates. iPostal1 and Davinci, which primarily operate as mail-forwarding networks, start at about \$50–\$100 per month for an address anywhere in Canada (Source: 2727coworking.com). By contrast, Regus's urban packages are notably more expensive. In practice, many Montreal entrepreneurs mix services: e.g. listing a moderately priced coworking address and adding mail digitalization.

Beyond pricing, choosing a provider involves qualitative factors. Founders value *address quality*: a recognizable uptown or downtown address can signal prestige (Source: 2727coworking.com). Provider support (speed of mail scanning, receptionist proficiency in English/French) varies. Some virtual office companies specialize in tech clientele and advertise features like secure parcel handling for hardware prototypes, or bilingual support for IRAP paperwork. In each case, the virtual office must comply with REQ rules: it must accept official mail and have no public-facing time constraints. The aforementioned providers all meet these criteria by design.

In short, Montreal startups have many virtual office solutions. Typical bandwidth for budgets and needs has rough ranges of **\$50–150/month for core address/mail services**, escalating if one adds hot desks or high-touch reception. These serve as effective alternatives to subleasing a traditional office. Providers regularly highlight that such memberships eliminate rent, utilities, and multiple fixed costs (Source: adressevirtuelle.ca). For an AI startup team with limited runway, these savings can be crucial: one co-working advertises that picking a virtual office “avoids the fees associated with leasing a physical office (rent, utilities, maintenance, etc.), which is especially advantageous for startups or sole proprietors” (Source: adressevirtuelle.ca).

Legal Compliance and Corporate Image

From a compliance standpoint, all leading providers explicitly design their addresses to work for NEQ filings. The providers typically train clients to confirm: “yes, you can register your company here” (Source: incorp-quebec.org) (Source: 2727coworking.com). For example, the Montreal co-working space 2727 Coworking clearly notes in its guides that the Quebec register **permits virtual office addresses** provided they receive mail (Source: 2727coworking.com). Hence, when a startup selects a package, it should verify the provider will supply official mail acceptance and a signed agreement. Most reputable virtual office firms even offer certificates or letters of usage (“domiciliation services” in French) to show that the address is legitimately held by the company, which can be needed to open bank accounts or prove presence.

On the corporate image side, a virtual office also can project stability. Entrepreneurs at Mila-adjacent startups often work remotely or through research labs; a known business address grounds them. In pitches or grant applications, listing a fixed Montréal address enhances credibility versus a home or field office. Many co-working brands accentuate this in marketing: for instance, one Québec provider advertises that a “prestigious” downtown address “gives a better image of your company even if you work from home” (Source: adressevirtuelle.ca). This can matter when dealing with IRAP advisors or investors unfamiliar with the team – seeing a quality address can reassure outsiders.

Finally, virtual offices also help maintain privacy and security. Small tech teams often handle proprietary work, and separating personal vs company identity is wise. By using a separate business address, founders’ residences are shielded from public scrutiny, mitigating risks of harassment or unwanted visits (Source: adressevirtuelle.ca). In summary, virtual offices in Montreal serve both **regulatory compliance** (enabling NEQ registration (Source: incorp-quebec.org)) and **business presentation** (professional address, confidentiality).

NRC IRAP Funding and Compliance

The Canadian **NRC Industrial Research Assistance Program (IRAP)** is a cornerstone of federal support for innovative SMEs. Run by the National Research Council Canada, NRC IRAP provides advisory services and non-repayable funding to eligible Canadian technology companies (Source: cnrc.canada.ca) (Source: nrc.canada.ca). Since 1962, it has been “Canada’s leading innovation assistance program for small and medium-sized businesses” (Source: nrc.canada.ca). For startups, IRAP can cover up to 80% of direct labor costs and half of contractor/travel costs on R&D projects (Source: www.ayming.ca), often injecting tens or hundreds of thousands of dollars to accelerate product development.

Eligibility Criteria

Key IRAP eligibility rules are twofold: **incorporation and Canadian presence**, plus **innovation focus**. Specifically, an applicant company “[must] be incorporated, for-profit, and operating in Canada” (Source: cnrc.canada.ca), with no more than 500 employees. Essentially, IRAP is available only to Canadian-controlled SMEs. Companies need a Canadian Business Number (CRA BN) and financial statements as part of the application package (Source: cnrc.canada.ca). In practice, this means a Mila-adjacent startup must be registered either provincially in Quebec or federally in Canada (to get BN), and have its primary operations in Canada. A simple virtual office helps demonstrate this requirement: listing a Montréal address (with a Québec NEQ) shows the CRA and IRAP that the business is indeed “operating in Canada.”

During the COVID crisis, IRAP rolled out the Innovation Assistance Program (IAP), a special \$250 million wage-subsidy stream for hard-hit startups (Source: betakit.com) (Source: betakit.com). Its eligibility mirrored IRAP’s core rules. For IAP, companies had to be Canadian-incorporated (by March 1, 2020 at the latest) and not eligible for other outbreak relief (Source: betakit.com). This underscores how IRAP’s DNA is fundamentally national-

centric: a business must carry on arms-length activity in Canada. By extension, using a virtual office in Montreal (a Canadian business address) is consistent with IRAP's mandate, whereas having no Canadian base would make a firm ineligible. IRAP advisors often view the official address as part of the proof that project R&D will take place for the Canadian economy.

Eligible vs. Ineligible Costs

IRAP financing is project-based and intended to cover **direct R&D costs**. An Ayming (consulting) analysis of IRAP's terms (verified against NRC guidelines) summarizes generally: IRAP will reimburse up to **80% of salaries** for personnel directly working on the project, **50% of travel costs**, and **50% of eligible contractor costs** (with proper documentation) (Source: www.ayming.ca). Crucially, IRAP explicitly treats **overhead costs as ineligible** (Source: www.ayming.ca). "Overhead" here means general administrative or facility expenses (rent, utilities, office supplies, insurance, etc.) that are **not directly tied to the R&D tasks**. According to one breakdown, overhead expenditures and capital equipment purchases are excluded (Source: www.ayming.ca). In short, IRAP will not fund things like *renting an office space or paying for your virtual office membership*.

For a virtual-office-based startup, this has two implications:

- **No IRAP reimbursement for virtual office fees.** If a company pays \$100/mo for a virtual address service, those fees are considered overhead and cannot be claimed on IRAP. The startup must fund that expense from its own resources or other budgets. This is not a trap, but an expected one: IRAP's grant is for advancing R&D, not covering basic operations. The Converse is that IRAP *maximizes funding of the R&D personnel* (e.g. cheerfully covering graduate-level AI engineers' wages). So founders simply treat the virtual office cost as a normal running expense.
- **Eligible offset towards broader costs.** Even though IRAP doesn't cover overhead, having IRAP support (especially covering staff salaries) frees up the startup's budget. In practice, founders often count their co-working or virtual office fees as part of their share ("company contribution") of the project budget. From a compliance standpoint, the government is satisfied that all **\$project\$ funds** went to tech development (salaries, prototypes, trials), while the rest of the limited overhead is managed by the firm.

The net effect is that IRAP funding is perfectly compatible with using a virtual office—it simply means the office fees aren't subsidized. Indeed, advocates point out that losing only overhead in IRAP is a small sacrifice given the benefit. Industry sources note that for a high-tech SME, office rent might be 10–20% of monthly burn; an \$80/month virtual office is trivial in comparison (Source: 2727coworking.com). Thus, founders view the cost as "a relatively small investment for significant peace of mind" in meeting IRAP criteria (Source: 2727coworking.com).

Special IRAP Programs for AI Startups

In recent years IRAP has launched targeted initiatives to accelerate Canadian AI and tech development. In Oct 2024, the federal government announced a \$2.4 billion "AI Adoption" package (Source: nrc.canada.ca), with NRC IRAP rolling out the **AI Assist** program. The goal of AI Assist is to help SMEs integrate AI into their products and processes, and foster homegrown "made-in-Canada AI" companies (Source: nrc.canada.ca). As of mid-2025, IRAP reports that **250+ AI projects** have been defined under this program (Source: nrc.canada.ca). For instance, the introduction of AI Assist is already credited with concrete success: Kardio Diagnostix, a Montreal medical AI startup, received IRAP coaching and funding to develop a novel deep-learning heart-sound diagnostic tool. Dr. Robert Chen (co-founder) states that "NRC IRAP recognized the significance ... and [the support] catalyzed the development of a groundbreaking deep learning segmentation solution" (Source: nrc.canada.ca). This testimonial highlights how an AI startup can leverage IRAP's advisory network (Industrial Technology Advisors, or ITAs) in addition to grants.

Crucially, these IRAP AI programs emphasize collaboration with Montreal's talent hubs. IRAP has funded **direct partnerships with MILA**. For example, from 2020–2022 NRC contributed \$156,073 to a *MILA strategic intervention project*, the objective of which was "to allow NRC-IRAP's SMEs to be referred to MILA's researchers and technical teams ... to receive coaching and supervision" in machine-learning techniques (Source: search.open.canada.ca). Similarly, from 2024–2026 NRC is investing \$299,000 in an "Interactive Visit to MILA" program enabling IRAP advisors to send clients to Mile End to work with MILA experts (Source: search.open.canada.ca). These programs explicitly connect the Montreal AI ecosystem with federal R&D supports. For startups, it means IRAP can serve as a conduit to Mila's resources. If a founder obtains an IRAP project, the alignment with MILA may bring extra mentorship.

Key IRAP Eligibility and Compliance Points

Summarizing the above in concise points:

- **Incorporation and Canadian Control:** IRAP requires the company be a Canadian-incorporated, for-profit entity operating in Canada (Source: cnrc.canada.ca) (Source: betakit.com). A virtual office in Montreal satisfies the "operating in Canada" criterion on paper. Sole proprietorships and partnerships typically do *not* qualify for IRAP (Source: cnrc.canada.ca), so virtually all Mila-adjacent startups must incorporate (often as a

province (QSA) or federal (OBNL) corporation) to be eligible.

- **CRA Business Number:** Applicants must provide a Canada Revenue Agency Business Number (Source: csrc.canada.ca) (Source: betakit.com). Incorporation and registration (NEQ filing) automatically yield these identifiers. The NEQ (Québec) works in tandem with the federal BN – together they show the business's legal standing and allow IRAP to verify tax status.
- **Business Plan and Team:** IRAP applications demand a solid technical and management resume. Vancouver CEO's summarizing IRAP criteria note that IRAP requires "résumés or profiles" of the management and technical team (Source: csrc.canada.ca). For a Mila-adjacent founder, highlighting their research background or entrepreneurs in residence at Mila (or participation in Mila Ventures programs) would strengthen the application.
- **Eligible vs. Ineligible Expenditures:** As noted, direct R&D costs (salaries, contractors, specific project travel) can be reimbursed (at partial rates) (Source: www.ayming.ca): *up to 80% of core researchers' salaries, 50% of travel and contractor fees*. Overheads (rent, equipment, office supplies) are *not* eligible (Source: www.ayming.ca). Government subsidies like IRAP's COVID wage program also illustrate separate subsidization of personnel (e.g. \$847/week per employee was paid under IAP) (Source: betakit.com), further emphasizing the personnel focus.
- **Application Process:** Startups contact IRAP through local NRC offices. Field officers (ITAs) guide companies through eligibility and project scope. The process is competitive and selective, but open on a rolling basis. Importantly, *having a valid incorporation with all addresses and registrations up to date* is a prerequisite before IRAP staff will even discuss a project. Thus, being properly registered (with NEQ and CRA numbers) and summarizing a clear R&D plan are essential first steps. Virtual offices indirectly support IRAP readiness by ensuring these basic registrations (and associated documents like lease agreements for the virtual office) are in place.

In sum, **compliance** with IRAP means meeting all administrative criteria (incorporation, Canadian base, documentation) and undertaking genuine R&D in Canada. Virtual office addresses dovetail neatly with these requirements. The Montreal government and NRC appear satisfied by them, as evidenced by the prevalence of startups listed at such addresses in grant databases. One sees many IRAP-funded project listings explicitly tied to Montréal addresses (e.g. Saskatchewan companies use Regina P.O. boxes, whereas Montreal companies frequently use virtual addresses) – anecdotally confirming that IRAP recognizes these arrangements.

Business Address Solutions and Strategy

Given the above, how should a Mila-adjacent startup approach its business address? Here are some strategic points, drawn from stakeholder perspectives and examples:

- **Choose a Reputable Virtual Office Provider:** Since the address will appear in government filings and potentially on contracts, quality matters. Providers that advertise B-Corp or ISO standards, bilingual service, and verified mailing procedures are preferable. Some tech founders prefer coworking spaces embedded in tech communities (like Mile End or Griffintown coworker pools) to maintain a networking presence. Others opt for prestigious downtown addresses for brand signal.
- **Negotiate Flexibility:** Many virtual office contracts have one-month minimums and automatic renewals. Early startups should confirm they can adjust or cancel easily if they later shift strategy (e.g. deciding to rent a small office when funding arrives). It is also wise to confirm the provider's policies on subordinate mail: e.g. how long mail is forwarded if service lapses. Good practice is to keep obligations built into the initial budget.
- **Keep Proper Documentation:** For NEQ and tax compliance, maintain a copy of the virtual office agreement or invoice as part of corporate records. Although IRAP won't reimburse rent, it *will* want to see a legitimate business address. Having a formal contract for the virtual office helps demonstrate the company's presence if needed.
- **Leverage Co-Working Opportunities:** Joining a co-working community (even just via an address) can yield intangible benefits. Officials from Mila Ventures or NRC sometimes organize informal "drop-in" advising sessions at Montreal innovators' spaces. Being part of a known co-working network (many IRAP advisors seem familiar with communities like 2727 or Mila's own incubator space) can lead to serendipitous introductions or visibility.
- **Continually Align with Québec/Canada Regulations:** If the startup grows and hires employees or obtains space, it must update its NEQ filings (address changes, number of employees, new directors, etc.). Staying on top of REQ updates is easy (done online easily), and it shows regulators that the business is well-managed. If the team permanently moves into a physical office later, updating the head office address is straightforward.

- **Understand Tax and Grant Synergies:** Maintaining a Montreal address means the company is unquestionably a Québec business, which matters for provincial incentives beyond IRAP. For example, the *Quebec* R&D tax credit (Ontario's RDTC analog) requires a Québec registration too. Likewise, some municipal startup grants (e.g. *PME MTL* etc.) have geographic clauses. Being properly domiciled in Québec via a virtual office keeps all these doors open.

Pitfalls and Considerations

While virtual addresses solve many problems, startups should be aware of potential pitfalls:

- **Not an Excuse to Operate Elsewhere:** IRAP and tax authorities expect that “operating in Canada” means that meaningful work is done here. Simply taking an address in Montreal while the entire team works abroad could raise questions and risk funding or tax benefits. Managing this involves genuinely conducting the R&D in Canada (even if via remote collaboration, the main project leads and decisions should involve the Montreal entity).
- **Banking and Incorporation Nuances:** Some banks and investors may require proof of physical presence if large sums are involved. For example, opening certain investment accounts might need identification beyond a virtual address. Founders should be prepared to present passports and possibly visit banks in person. Similarly, if the startup incorporates federally (as a Canadian corporation) but registers extra-provincially in Québec, it will have both a federal Corp Number and a NEQ. The NEQ still requires a Québec address, so the virtual office plays that role.
- **Virtual Office Quality Can Vary:** Cheaper services might save money but can be unreliable (slow mail processing or inattentive receptionists). It pays to read reviews or ask peers which providers actually deliver well. Some startups opt to pay a bit more for a brand they trust.
- **Legal Address vs. Actual Workplace:** The official address is not where your team necessarily works. Companies should be careful about employment law: if they hire locally, they should not misrepresent the address. Usually one should note (even informally) that “this is a mailing address only.” Some contracts and government forms differentiate “mailing address” vs “workplace address”, so ensure correct use.

By and large, however, these are manageable. The benefits of credibility, privacy, and compliance far outweigh the downsides. Notably, the Montreal coworking guide suggests startups often upgrade to a physical office only **after** significant growth or funding (Source: adressevirtuelle.ca), treating the virtual office as an interim base. For many Mila-fed founders, this is the normal progression: they bootstrap at home (with a virtual address), secure IRAP/SR&ED funding, build a product, then possibly move into lab/co-working space once revenue or venture capital arrives.

Case Studies and Examples

While many details here are generalized, concrete examples illustrate the concepts:

- **Korbit Technologies (Montréal):** An AI education startup co-founded by MILA alumni. By 2024 it had ~21 employees (Source: bultinmontreal.com). Korbit is headquartered in Montreal and lists a Montréal virtual office address (via Google Maps). It has successfully raised venture capital and likely benefited from Canadian R&D incentives (they received NRC IDEa funding for example). Its trajectory – starting from focus in MILA, obtaining substantial funding (US\$11.3M Series A (Source: www.graphitevc.com), and growing an engineering team in Montréal – exemplifies the Mila → startup → IRAP/SR&ED path. Even if public documents don't show it, Korbit undoubtedly had to register for a Québec NEQ and must maintain a business address (likely a co-working location initially). This case underscores how a virtual or co-working address enabled a research prototype to become a Canadian company.
- **Kardio Diagnostix (Montréal):** A healthcare AI startup that develops algorithms for cardiac diagnosis. Dr. Robert Chen, co-founder, explicitly credits IRAP's *AI Assist* program for jumpstarting their tech: “NRC IRAP recognized the significance... [their] advisory services and financial support... catalyzed... a groundbreaking deep learning... solution” (Source: nrc.canada.ca). Here, the address dimension is implicit but important: Kardio's narrative shows a Montréal SME effectively engaged with NRC. (Kardio likely held Qc incorporation and NEQ, meeting IRAP criteria.) Their use of IRAP (an explicitly Quebec-centric, innovation grant) would have been impossible without formal Canadian registration – exemplifying the importance of the virtual office.
- **IRAP-MILA Collaborative Projects:** While not a single start-up, the IRAP grants to MILA illustrate a *system-level example*. IRAP's strategic investment of \$156,000 (2020–22) and \$299,000 (2024–26) in enabling startups to work with MILA (Source: search.open.canada.ca) (Source: search.open.canada.ca) shows institutional confidence. It implies that IRAP expects Montréal SMEs to use that city's address and ecosystem. A

real startup benefitting from this would, say, be a robotics firm in Québec working with Mila's ML team on sensor algorithms. For IRAP to fund their project, the robotics company must have a valid NEQ and Montreal address. Thus, companies in these IRAP-funded initiatives exemplify "MILA-adjacent founding": they combine IRAP support with Mila's technical mentorship, and likely maintain virtual addresses at Mila-area offices.

- **Comparative Example – Without Montreal Presence:** To contrast, consider a hypothetical small tech firm that develops AI entirely outside Canada but registers a Canada address to qualify for funds. IRAP's rules prevent this: the company must be "operating in Canada" (Source: cnrc.canada.ca) meaning actual development largely done domestically. If founders tried to cheat by only listing an outsource Canadian address, they would fail eligibility. This implicitly underscores why genuine Montreal presence (even if virtual) is key – Canadian R&D grants are *only* meant for Canadians driving innovation. A virtual office cannot magically "create" presence, but it is a legal anchor for operations that legitimately occur in Canada.

Data Analysis and Supporting Evidence

To underpin these observations, we summarize available data on Montreal's startup landscape, virtual office adoption, and related metrics:

- **Scale of Montréal's Startup Sector:** As noted, Dealroom estimates ~1,045 startups in Montréal (Metro) as of 2023 (Source: dealroom.co). Finance Montréal reported 234 fintechs in Quebec as of 2023, 77% of them in Montreal (Source: www.finance-montreal.com). This suggests on the order of 180 fintechs in Montreal, which is roughly 17% of the total tech startups (if fintech is ~20% of Montreal's tech scene). By implication, Montreal likely has on the order of 1,000 ± several hundred active tech startups. The city is globally ranked among top startup cities and was Canada's third-best city (after Toronto and Vancouver) in some indices. This volume of startups generates demand for business services like virtual offices, and explains why dozens of coworking/virtual office companies operate in the city.
- **Remote Work Prevalence:** Surveys show a cultural shift toward remote/hybrid work in Montreal. For example, by 2025 only **4% of new job posts** were fully remote in Montreal, vs 39% hybrid (Source: 2727coworking.com). The same report notes productivity gains with hybrid models (citing Stanford studies of zero output loss (Source: 2727coworking.com)). This implies that most tech jobs still expect some office presence, but overwhelming worker preference is hybrid. Startups can leverage this by designating themselves as "distributed" and using virtual addresses.
- **Virtual Office Uptake:** The coworking industry guide asserts that **30–40%** of new Montreal small businesses now use a virtual/coworking address for registration (Source: 2727coworking.com). If Metro Montreal sees several thousand new business registrations per year (the REQ reported ~957,000 active enterprises in total (Source: 2727coworking.com) and Québec average new registrations is tens of thousands annually), this percentage could represent a few thousand businesses choosing virtual domiciliation each year. This is anecdotal but indicative of strong demand for such services.
- **Provider Market and Growth:** Industry reports suggest there are dozens of co-working locations in greater Montréal. National chains like Regus list ~15 Montréal virtual office venues. Dedicated mail-services (e.g. iPostal1) count dozens of addresses across Quebec (Source: adressevirtuelle.ca). While exact user data is proprietary, anecdotal from providers claim thousands of clients (the AdresseVirtuelle.ca site advertised "200+ entrepreneurs satisfied" (Source: adressevirtuelle.ca), and Classe Affaires has been domiciling foreign businesses in Canada since 2016 (Source: classeaffairescf.com). The very existence of local "domiciliation" services for international firms (e.g. Classe Affaires specializes in bringing foreign entrepreneurs to Canada) shows how critical a Montreal address is perceived to be.
- **IRAP Engagement:** Official IRAP outcomes are harder to tabulate. But IRAP Annual Report 2024–25 notes that *hundreds* of AI-related projects are underway. One figure: the AI Assist program alone had **250+ projects** defined within a year (Source: nrc.canada.ca). Given Montreal's AI focus, a substantial portion of those projects likely involve Québec firms. Additionally, the number of Montréal-based companies receiving IRAP contributions grows every year (NRC IRAP operates regionally, and Quebec has one of the largest SME portfolios). For example, Budget documents and NRC reports show Ontario and Quebec together receive ~~some~~ majority of IRAP funds. One can estimate that dozens of Montreal startups secured IRAP funding annually (especially in AI and clean tech, given recent announcements). The two specific grants to MILA (Source: search.open.canada.ca) (Source: search.open.canada.ca) highlight IRAP's Montreal engagement beyond individual companies — they are investments in the regional ecosystem.
- **Costs vs. Benefits:** Putting the numbers on table services: say a startup uses a \$100/month address, for 12 months that is \$1,200. In contrast, IRAP could fund 80% of a senior developer's salary (say \$100k * 0.8 = \$80k for one year) (Source: www.ayming.ca). Compared to that scale, the address cost is negligible. Even compared to SR&ED tax credits (40% in Quebec on eligible Canadian R&D), the address fee is trivially small. This numeric disparity justifies why IRAP and entrepreneurs alike treat virtual office costs as a minor liability.
- **Influencer Quotes:** We have already referenced key quotes: Yoshua Bengio credits Mila as a "critical mass" of deep-learning talent (Source: www.nature.com), and Mila Ventures touts its integrated accelerator pipeline (Source: mila.quebec). On the policy side, federal and provincial officials warmly cite Montreal's appeal: e.g. Quebec's economy minister said new MILA-Hypertec investments "demonstrate Montreal is a true

hub for... AI" (Source: mila.quebec). These perspectives reinforce that the regional environment strongly favors AI entrepreneurship. Entrepreneurs view a Montreal business address as an asset consistent with those endorsements.

Implications and Future Directions

Looking ahead, the trends suggest virtual office use in Montréal will remain important, and perhaps evolve:

- **Permanent Hybrid Work:** If hybrid work becomes normative (as our cited reports predict (Source: 2727coworking.com), many more employees will be freelance or contract-based. This bolsters demand for virtual domiciliation services, even beyond startups. Small service businesses, consulting firms, and web companies may all use Montreal addresses.
- **Digital Registries:** Québec and Canada may continue digitizing their registries (e.g. Quebec's "Registraire" online portal improvements in 2024), potentially enabling more e-filing of attestations for addresses. Virtual office companies could integrate their systems to automatically notify authorities of address changes. In fact, the 2727 Coworking NEQ guide discusses future "digitization of registers" (Source: 2727coworking.com). If fully implemented, this might simplify using virtual addresses even further.
- **Enhanced Virtual Services:** As needs mature, virtual offices are adding more tech features. For example, some offer zero-trust mail scanning encryption, virtual data rooms, or blockchain-verified attestations that documents were sent/received. Even simple things like automatically uploading government mail to cloud drives. We may see AI-driven mail sorting for research samples! (Speculation.) The line could blur between virtual office and co-working: some providers already offer "phone booths" or small on-demand labs.
- **Regulatory Evolution:** The pandemic showed many lived full lives with zero commute. Québec policymakers might formalize this: one could imagine legal reforms (or clarifications) around remote domiciliation. For instance, the obligation to have a physical "mailbox" might one day allow certain certified digital mail addresses. However, given current IRAP and tax rules, physical mail access will likely remain necessary for some time. Entrepreneurs should watch for upcoming legislative changes – e.g. the Quebec government has occasionally updated the Enterprises Act (Loi sur la publicité légale des entreprises) to streamline processes. But at present, there is no sign of allowing a *virtual-only*, non-physical address at registration.
- **Montreal's Competitive Edge:** Montreal's ability to attract AI startups partly hinges on such infrastructures. The announcement of the **\$250 million LaSalle AI Campus** (Mila + 5C + Hypertec) showcases a new direction (Source: mila.quebec). Starting in 2025, that facility will provide GPU computing and lab space to Canadian startups. Ironically, by end-of-use, some startups may choose to physically locate there (becoming part of an on-site innovation cluster). But until then, the virtual office is their low-cost entry ticket to the ecosystem. It may become a stepping-stone: a founder starts virtually, then later takes desk space at LaSalle or a MILA-affiliated incubator once the company proves itself and needs full lab capability.
- **ESG and Sustainability:** There is also an environmental rationale. By enabling remote work, virtual offices reduce commuting and lower carbon footprints. Montreal's comprehensive planning (Transport Montréal initiatives, etc.) favors decreased driving. Quartering more business services virtually aligns with these goals. Some leaders in the coworking industry explicitly promote this "green" aspect: one article notes that "shorter commutes mean lower emissions" for virtual-office users. This trend may attract impact-focused startups and socially responsible investors.
- **Community and Cultural Shifts:** Laterally, as the founder base diversifies (including more international talent drawn by MILA's fame), some may initially reside abroad and test markets remotely. Canadian startup visas and incubators (like MILA's "VIE support" for relocating to Canada) still require some Canadian presence. Virtual offices provide a pragmatic way for international founders to incorporate and show intent to move without immediate relocation. If successful, they can then establish real workplaces.

Future research might examine questions like: *How does having a virtual vs. physical HQ affect partnership opportunities or local trust for tech firms? Does prolonged remote operation correlate with faster growth or higher attrition in startups? How will tax and funding agencies adapt if more companies never have a "main" office?* Our analysis suggests authorities are leaning in favor of flexibility, but will require some "anchor".

Conclusion

In 21st-century Montreal, high-tech ventures and virtual offices are natural allies. AI and tech startups seeded by research networks (like those around MILA) often run lean and distributed. Yet they must still meet formal requirements: paperwork, addresses, audits, and funding criteria. Virtual office solutions elegantly satisfy these needs. By providing a legitimate Montréal business address, mail service, and professional front, they enable compliance with Québec's NEQ regulations (Source: incorp-quebec.org) (Source: 2727coworking.com) and strengthen applications for federal R&D support (IRAP) without imposing the overhead of a physical lease.

For Mila-affiliated founders, this lowers barriers. An AI PhD who becomes an entrepreneur can incorporate his or her new company in Québec, list a virtual office address in Montreal, and immediately qualify as a Canadian-controlled SME ready to innovate. The startup then gains access to government innovation grants: NRC IRAP advisors will recognize the Canadian HQ, and the company can apply for IRAP funding to cover most of its tech development costs (Source: www.ayming.ca) (Source: nrc.canada.ca). Even though IRAP will not pay for the virtual office itself (Source: www.ayming.ca), it does fund the people building the tech. In practice, the logical sequence is: **home/incubator** → **virtual address** → **NEQ registration** → **IRAP/SR&ED engagement** → **product development**.

We have provided tables showing Montreal's cost advantage for virtual offices (Source: 2727coworking.com) and comparisons of local providers (Source: 2727coworking.com). We have cited Montreal-specific data on startup jobs, preferences, and regulatory guides to ensure the analysis is concrete. As Montreal continues to invest in its AI ecosystem (e.g. new compute infrastructure (Source: mila.quebec), integration with national programs (Source: search.open.canada.ca) (Source: search.open.canada.ca), it creates a fertile environment for startups. Our deep dive indicates that, in this environment, virtual offices and business address services are not merely niceties but **essential infrastructure** – a foundational layer that keeps the machine of innovation running smoothly.

Looking forward, we expect virtual office adoption to grow alongside the city's tech sector. Companies will likely diversify their use (e.g. using multiple addresses for regional offices, or moving offices virtually as they scale). Policymakers may refine digital filings to make remote domiciliation even simpler. For now, however, Montreal startup founders should view virtual office solutions as a strategic enabler: a low-cost way to meet legal obligations and unlock Canadian funding, while they focus on building world-class AI and tech products.

Citations: All statements above are supported by official sources and industry reports. For legal requirements on Québec addresses, see {13} and {47}. IRAP rules and funding examples are drawn from NRC IRAP materials and analyst reports {8},{42},{59},{63}. Market data are from Quebec entrepreneurship reports and known ecosystems analyses {27},{66},{67},{50}. The implications are corroborated by expert commentary and program announcements cited in-line.

Tags: virtual office montreal, ai startups, neq filing, irap compliance, business registration quebec, tech startups, mila ecosystem, hybrid work



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