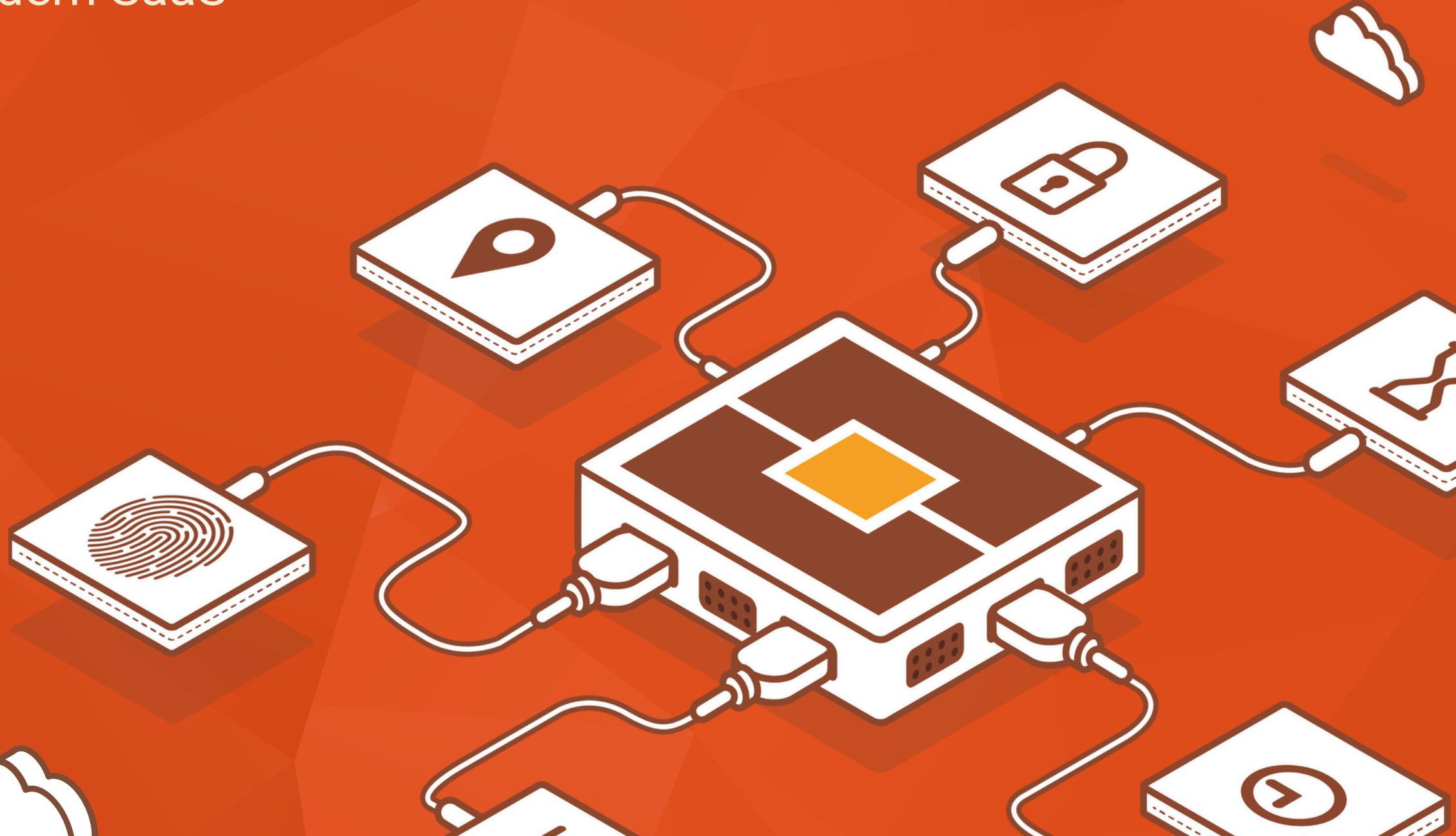




Labs64.IO Ecosystem

Modular open-source backbone for modern SaaS



| Pitch Deck

The Problem



Customer Experience Layer

- › The customer layer defines product value, yet building it from the ground up is time- and resource-intensive.
-

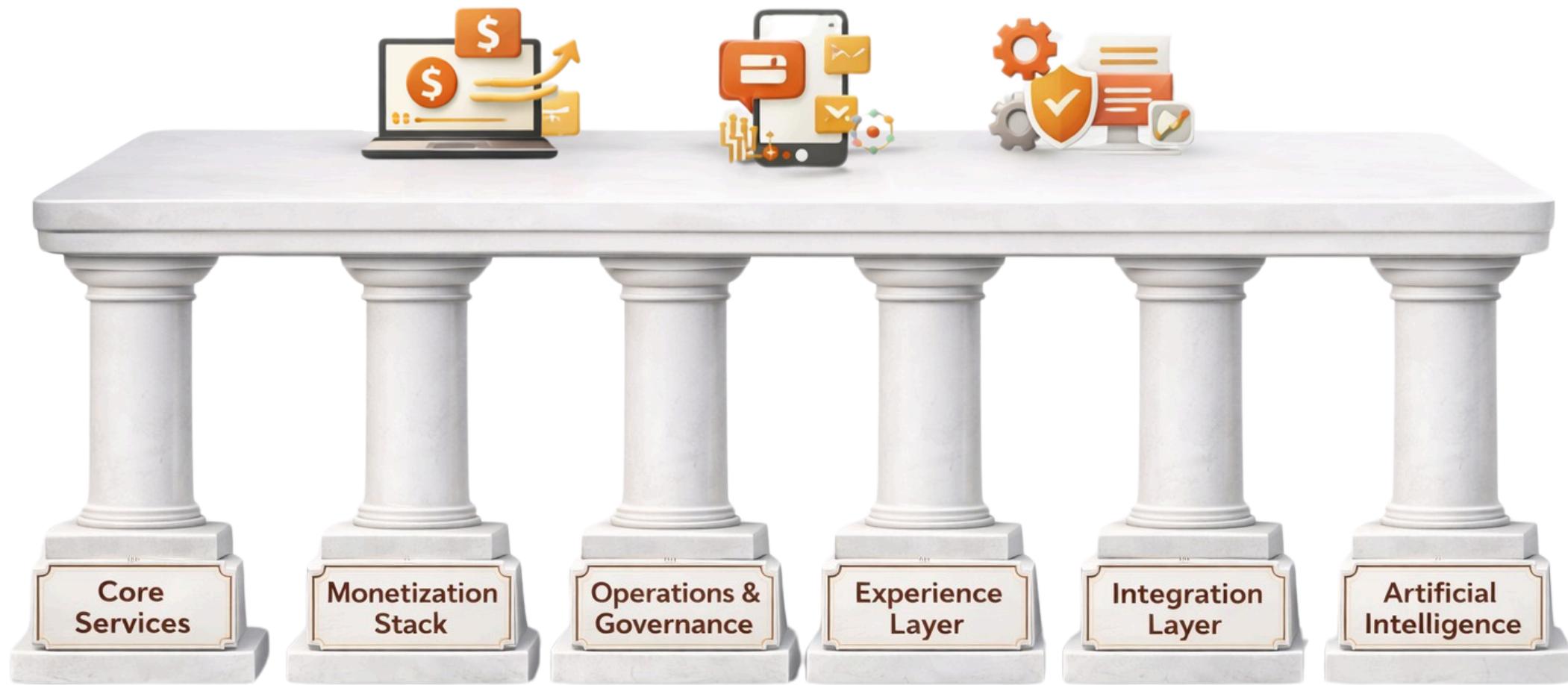
Hidden Challenges

- › **Complex Architecture:** Building scalable, multi-tenant systems from scratch
- › **Vendor Fragmentation:** Integrating 5+ disparate platforms (payment, identity, analytics, support, etc.)
- › **Time-to-Market:** Average SaaS teams spend 6-9 months building infrastructure before shipping features
- › **Compliance & Security:** Managing GDPR, SOC 2, encryption, authentication, audit logs

Our Solution

SaaS Backbone

- Modular open-source building blocks that solve these challenges through a unified, consistent architecture.
- Reduced vendor lock-in by abstracting third-party services behind stable, unified interfaces.
- Ability to support multiple markets, tenants, or products from a single ecosystem foundation.
- Consistent developer and operator experience across all services, environments, and teams.
- Teams adopt only the modules they need, with the option to self-host, integrate, or extend.
- Independent module scalability ensures resilient operation and maintenance without downtime.



Business Model

Dual Licensing Model

Tier 1

Self-Hosted & OSS

- Open source – community-available code
- Self-deployed – full control on your infrastructure
- Core features – essential functionality
- Community support – docs and forums
- **Ideal for:** startups, SMBs, POCs



Tier 2

Managed SaaS Offering

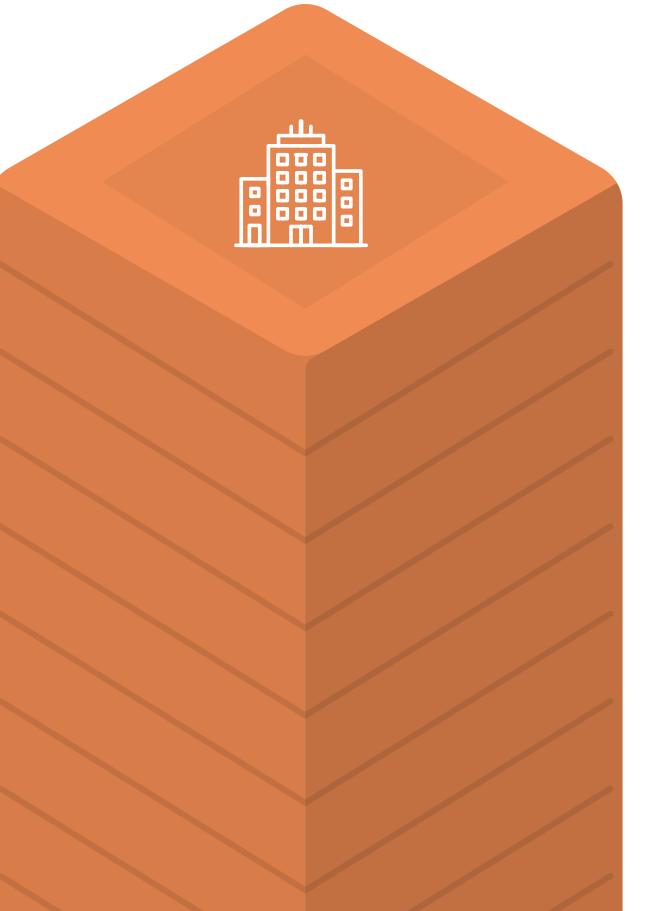
- Fully hosted & managed
- Features & support – advanced modules, SLA, priority help
- Onboarding – one-click provisioning
- **Ideal for:** mid-market SaaS



Tier 3

Assisted Edition

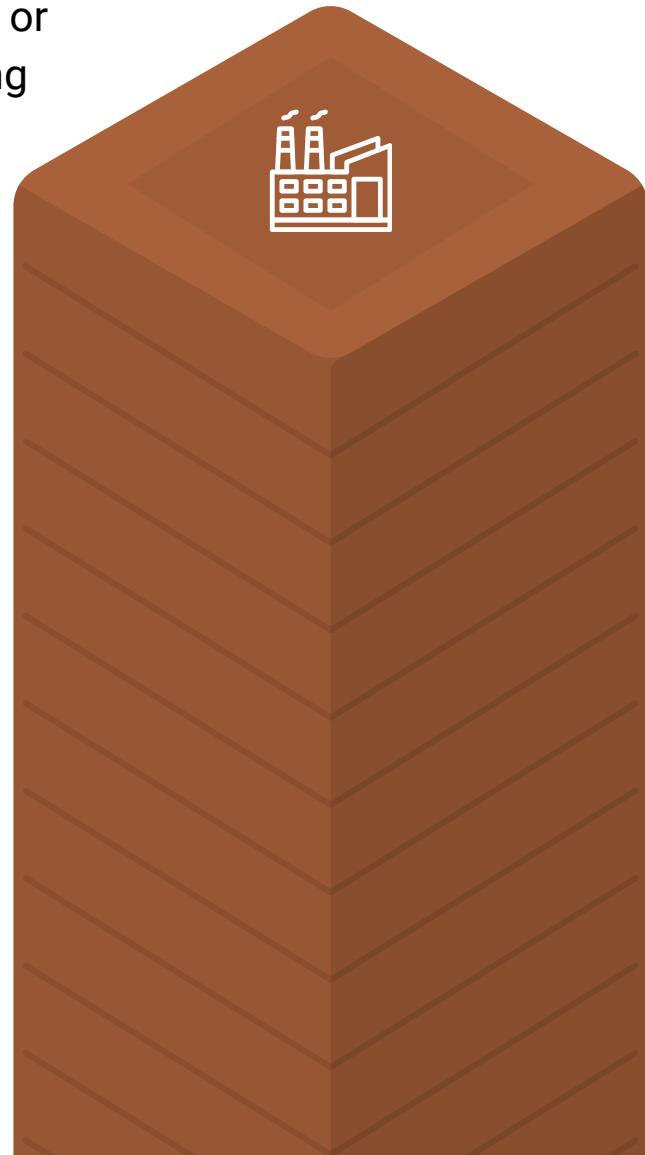
- Self-hosted with enterprise support – SLA-backed assistance
- Expert guidance – architecture reviews & tuning
- Custom onboarding & migration
- **Ideal for:** regulated industries or teams needing internal hosting



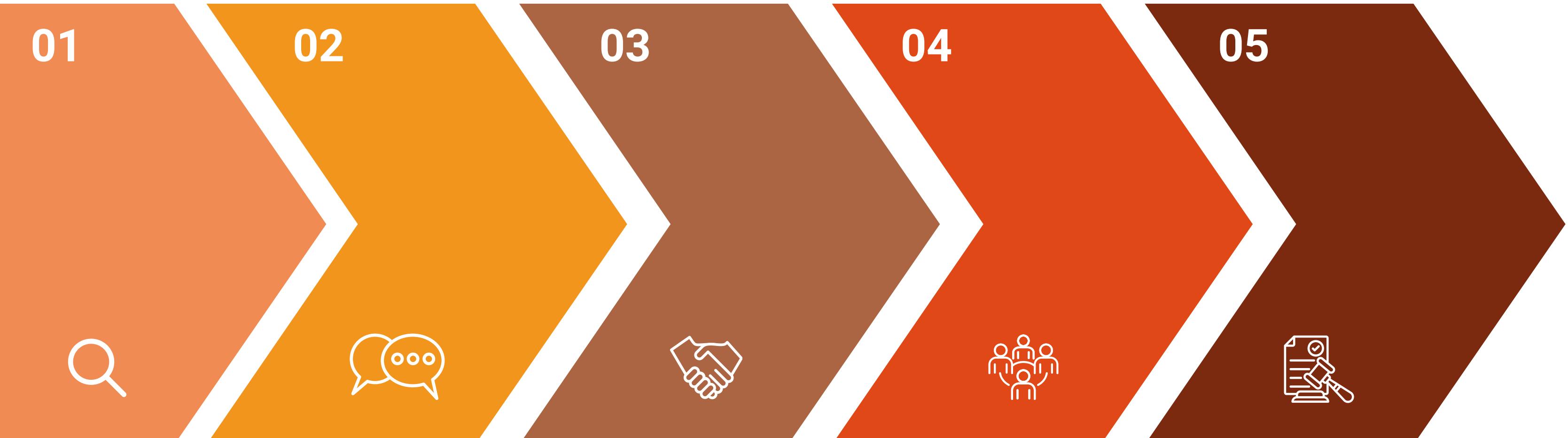
Tier 4

Enterprise Capabilities

- Bespoke enterprise pricing
- Advanced features – security, analytics, automation, connectors
- Enterprise controls – multi-tenant, auditing, compliance
- Dedicated support – account manager & strategy
- **Ideal for:** enterprise customers



Go-to-Market Strategy



Market Research &

Targeting

Analyze industry trends, customer needs, and competitive landscape to identify high-value segments

Developer Relations

Leverage GitHub, docs, tutorials, and community forums to engage developers

Partnerships

Collaborate with Stripe, AWS, cloud providers, and hosting partners for reach and credibility

Community & Events

Participate in conferences, meetups, and share technical content to build awareness

Commercial Model

Offer OSS core, managed hosting, premium support, and compliance packages for monetization

Market Opportunity

Total Available Market (TAM)

\$33B

Cloud-Native Software & Platforms⁽¹⁾

Serviceable Available Market (SAM)

\$12B

Companies using Kubernetes and microservices⁽²⁾

Serviceable Obtainable Market (SOM)

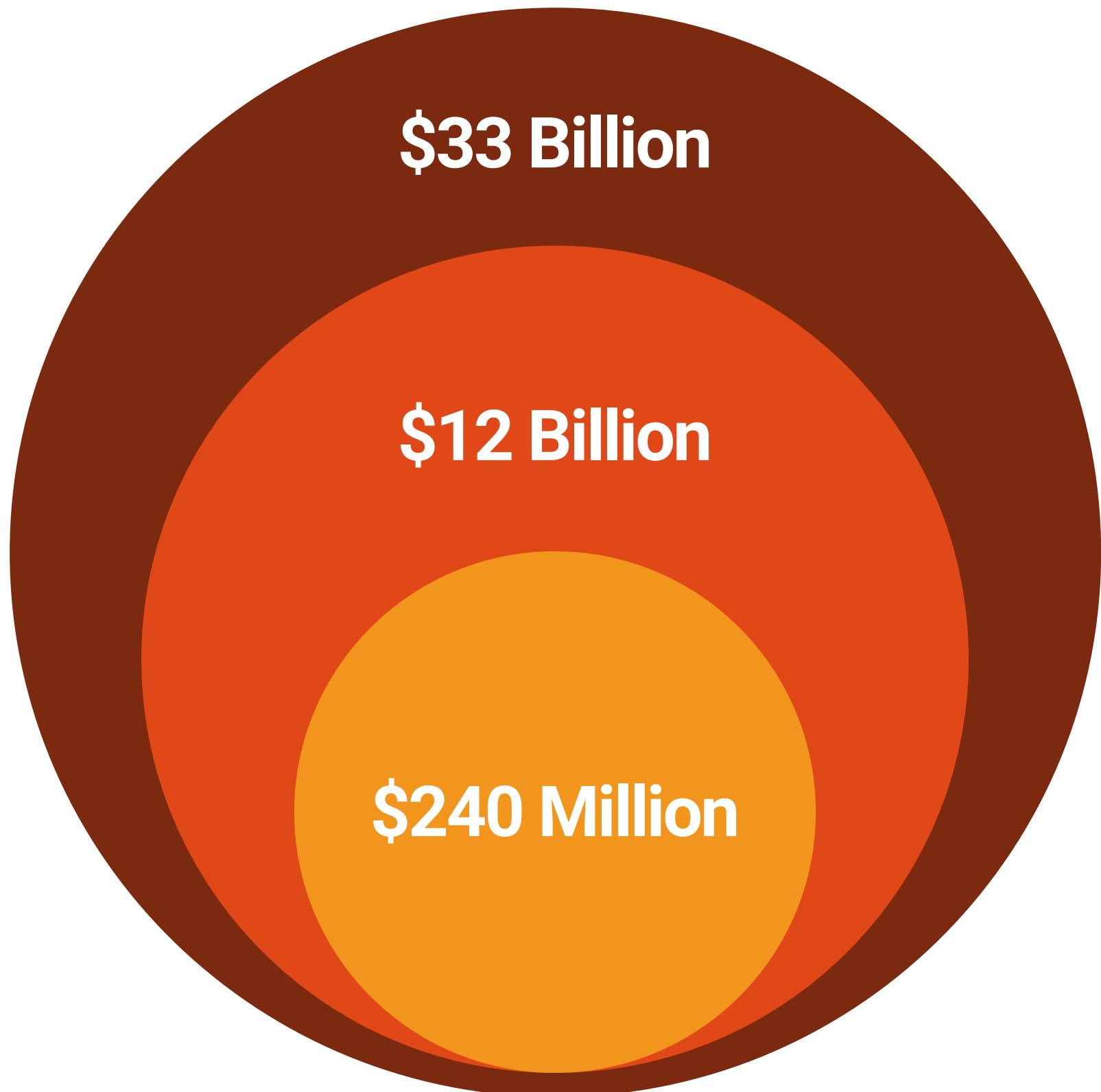
\$240M

Assume capturing ~2% of the SAM via enterprise customers, ISVs, platform partners, and cloud-native adopters

- **Cloud-Native Software & Platforms:** the global cloud-native market (including microservices, Kubernetes tooling, orchestration, platform tools) projected to grow from ~USD 6.1 B in 2024 to ~USD 33 B by 2030 ~CAGR 32.5%⁽¹⁾
- **Kubernetes and cloud-native** adoption growing rapidly worldwide, expanding demand for structured deployment tooling and observability stacks
- **Open-Source Preference:** 70%+ enterprises favor OSS for vendor flexibility
- **Target Audience:** B2B SaaS builders, ISVs, fintech platforms (mid-market to enterprise)

(1) "Cloud Native Software Market Report 2025" by TechSci Research

(2) "Global Managed Kubernetes Service Market Size, Share & Trends Analysis" by Market Research Intellect



Roadmap & Milestones

Core Platform Launch

IAM, Billing, Notifications, Customer Portal

Security & Integration

Tokenization, Fraud Prevention, Integration Templates

Mobile & AI Enhancements

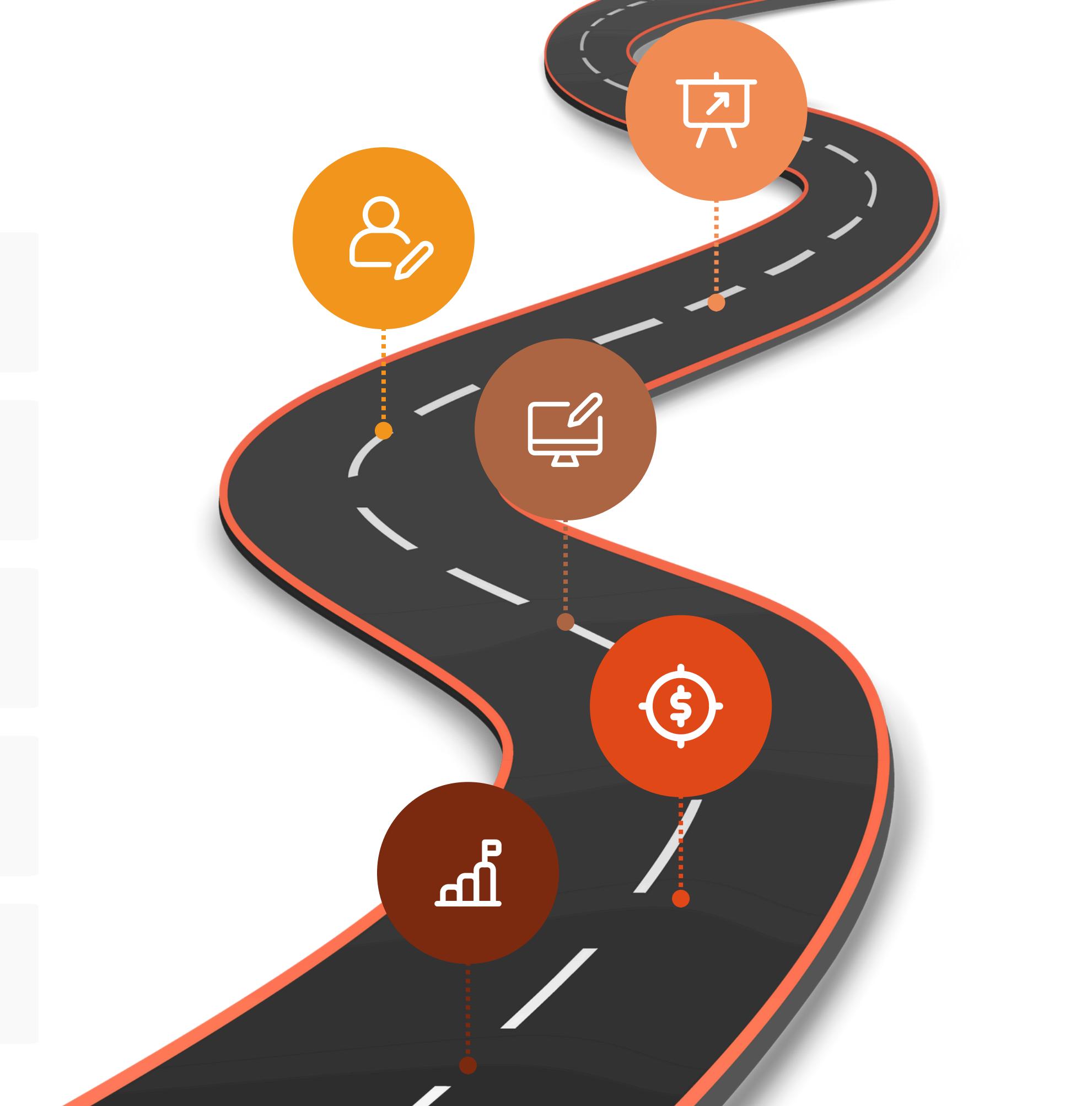
Mobile Apps, AI Assistance, Data Lake Connectors

Ecosystem Enablement

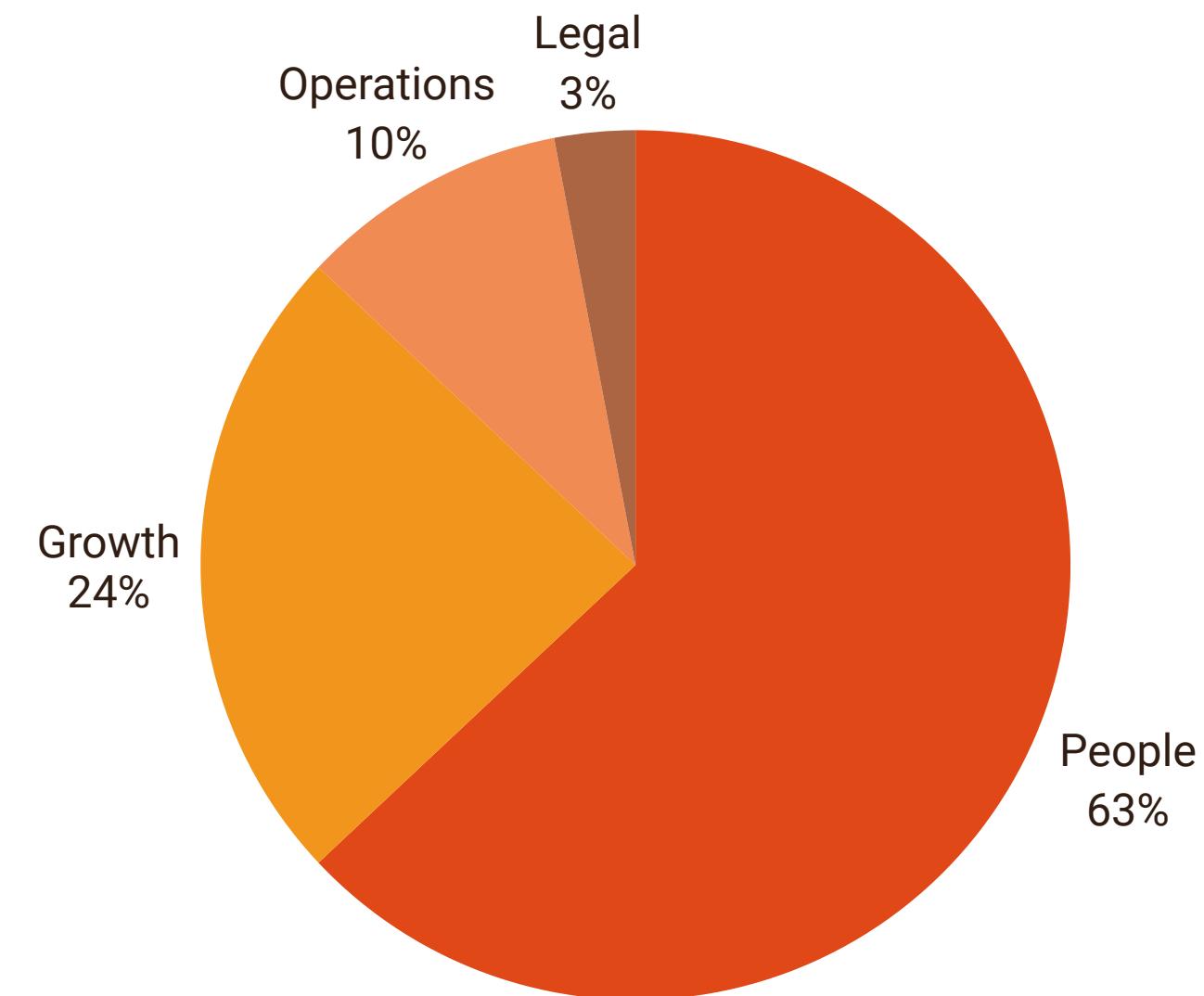
Partner Ecosystem, Marketplace Toolkit

Multi-Cloud & Expansion

Multi-Cloud Blueprints, scaling and global readiness



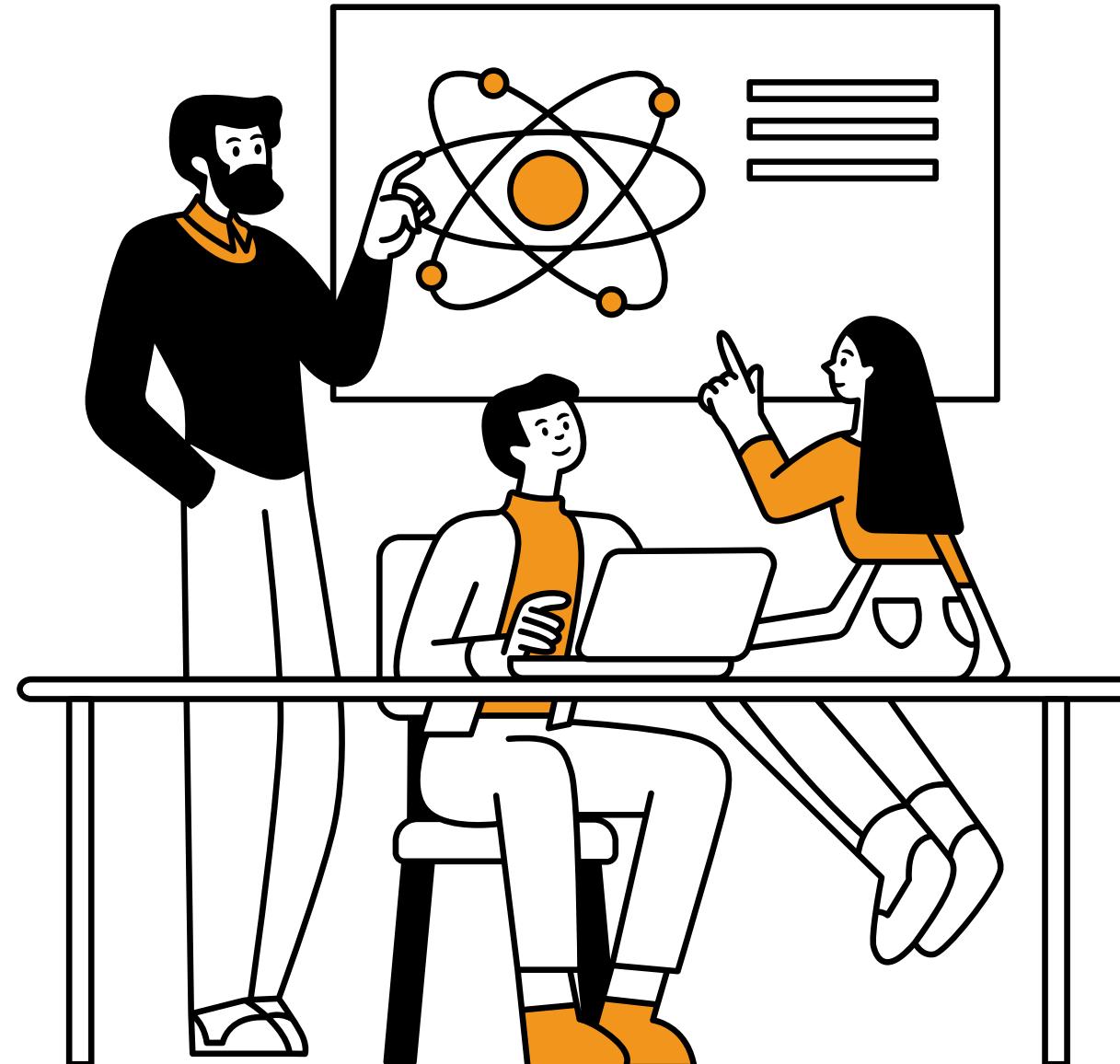
Our Path to Scale



The Ask : \$2,000,000

- ✓ **63% People:** 2–3 Engineers, 2 Growth Analyst, PM/Design
- ✓ **24% Growth:** Targeted campaigns and partnerships
- ✓ **10% Operations:** Team expansion and sustainability certifications
- ✓ **3% Trust & Legal:** DPA, SSO/RBAC/audit, SOC2 T1 prep

Why Labs64



Traction

- 25+ years of proven SaaS expertise across identity, licensing, and modular enterprise systems
- Validated in production through NetLicensing, GuideChimp, open-source, and enterprise deployments
- Cloud-native and open-source excellence across AWS, Kubernetes, and modern platform architectures
- Strong product vision centered on developer experience and real SaaS builder requirements
- Community-first ecosystem with GitHub-driven development, open standards, and a transparent roadmap
- Independently funded with no outside capital involved
- Entirely in-house product development with zero third-party dependency

Our Team



**Konstantin
Korotkov**

Business Strategy
R&D



**Alexey
Averikhin**

Business Development
Marketing and Partners



**Viacheslav
Rudkovskyi**

Technical Lead



Contact



labs64.io



+49 (89) 741185-130 / -131

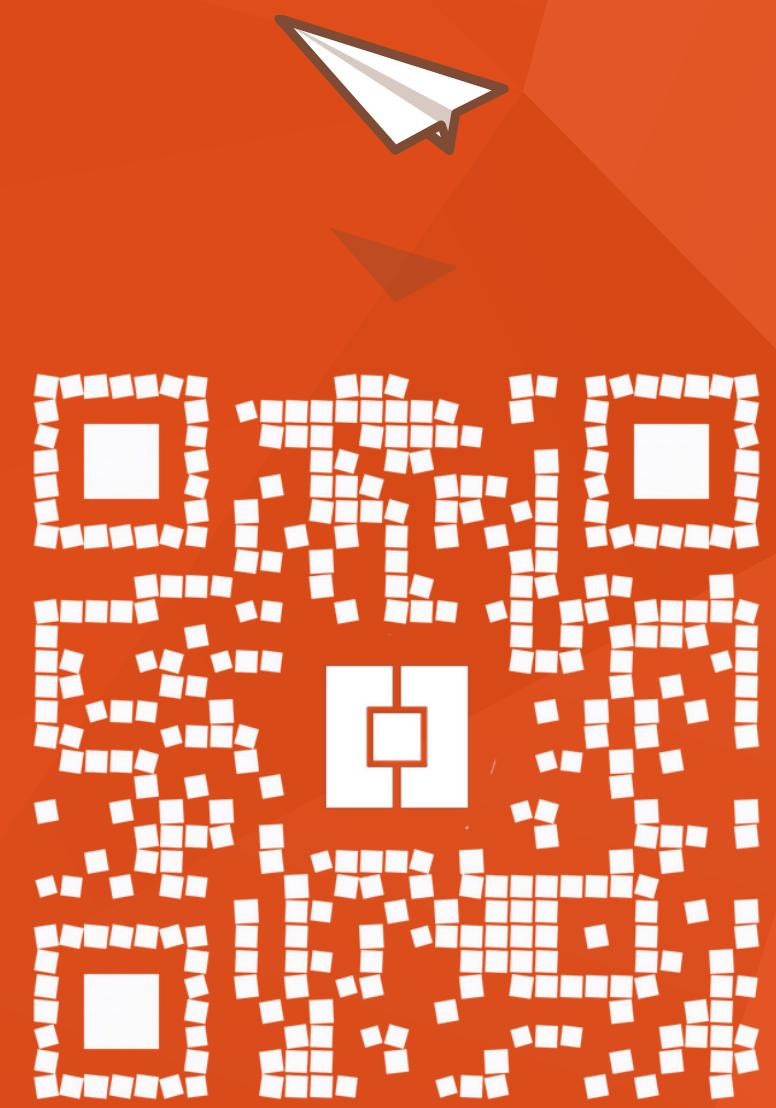


info@labs64.io



Radlkoferstr. 2, 81373 Munich, Germany





Build the future of scalable SaaS with us.