SaaS

How would you build this from nothing to something step by step?

1. Idea
2. Speak to someone in the industry that it will help and ask how it can best solve the problem you have found.
3. Find a developer or engineer to price out the project/idea.
4. Present the idea/project to other potential clients
5. Begin taking presale funds to build out the project/idea.
6. Once built, go to presold clients to walk them through the software.
7. Hire an account manager
8. Prioritize getting a homeless shelter in every state on the software.
9. Build software from queueing app, to full Social Service Application that can be used to schedule service, and to make services more accessible.
10. Sell the company for a billigoat
11. What is your core feature?
12. What are your assumptions?
13. Why do you think you’re right?
14. How could you be wrong?
15. How much does it cost to build?
16. Prioritize Assumptions (Riskiest assumptions)
17. Validation (reach out to an expert/ Experiment, and see if the market wants it)

Video for reference

<https://www.youtube.com/watch?v=DpIsIYwpKWU>

Phases of completion

1. Groundwork
2. Implementation
3. Expansion

**What is done in each phase.**

**Groundwork**

1. Speak to potential clients about problems I have noticed and potential solutions to help alleviate some inefficiencies. Make sure the product is needed
2. Research and tap in with some freelance/full time developers (linkdin, fiver, substack, etc.) and see how much it would cost to build or modify an existing queueing app. (may come before approaching a potential client so can have numbers just in case.) Finding an average expected rate for a project of this size and taking into account the ongoing IT consulting.
3. create a pricing model that allows you to presell the software in order to build it out. Price out software for client, and potential clients.
4. Approach your client with a structured deal that allows them to purchase the software in advance for X amount of a discount. Pitch the presell.
5. Select between the developers you’ve sampled. Build out software.
6. Keep in touch with dev weekly. Maintain management over progress.
7. Update clients on progress, in weekly email.
8. Deliver product to presell client, Walk client through software.