



# DEVXP

Empowering developers to create enterprise-quality  
cloud infrastructure in minutes

- Solves pains of 1.5million startups per year
- Automates confusing configuration tools
- Guarantees enterprise-quality infrastructure
- Free for developers





# Live Product Demonstration



# User Feedback Recruitment

- Potential users were recruited from various online communities related to cloud infrastructure:
  - Reddit (r/DevOps)
  - Slack (YYJ Tech Slack)
  - Discord (Learning Terraform)
- Additionally, interviews were conducted with several industry experts and technical founders of successful startups



# User Feedback Participants

Participant	Occupation
1	Full Stack Software Developer
2	Technical Founder
3	Computer Science Professor
4	Technical Founder
5	Technical Founder
6	Cloud Solutions Architect
7	Product Engineer
8	Cloud Security Engineer



# Participant 3 Quotes

- *“[Users] have to be able to look at your tool and say ‘This can do 99% of what I need it to do, and it will allow me to do the remaining 1% myself’”*



# Participant 5 Quotes

- *“I can see a hacker news headline that says: `DevXP: create terraform files really #@\*%-ing fast`”*
- *“I don’t want to look at [documentation]...I don’t want to write [configuration files]” - this is where DevXP fits in*



# Participant 7 Quotes

- *“If you can get my app running in 5 minutes, I would buy your product... I would go from a person who was too intimidated to run anything on [the cloud] to you [doing] it for me in 5 minutes”*





# What We Got From User Feedback

- Positive encouragement
- Industry connections
  - P6: DevXP to be featured on their podcast
  - P7: *"keep me posted on your progress"*
- Guided last minute features
  - Customize vs. Quickstart



# Next Steps

- Finish out the course strong
- Maintain **DEVXP** as a public project
- Monetize...



# Monetization Plan

- Build a user base and make it sticky
- Businesses fund R&D for the features they want expedited



# Monetization Plan

*“I think you guys are on to something, this is something that should exist. I think one of the big cloud providers would want to buy you, not even just Terraform.”*



# Q&A

