next8n

HOSTING DECISION TREE

Workflow Automation Delivery Framework

ENTERPRISE EDITION

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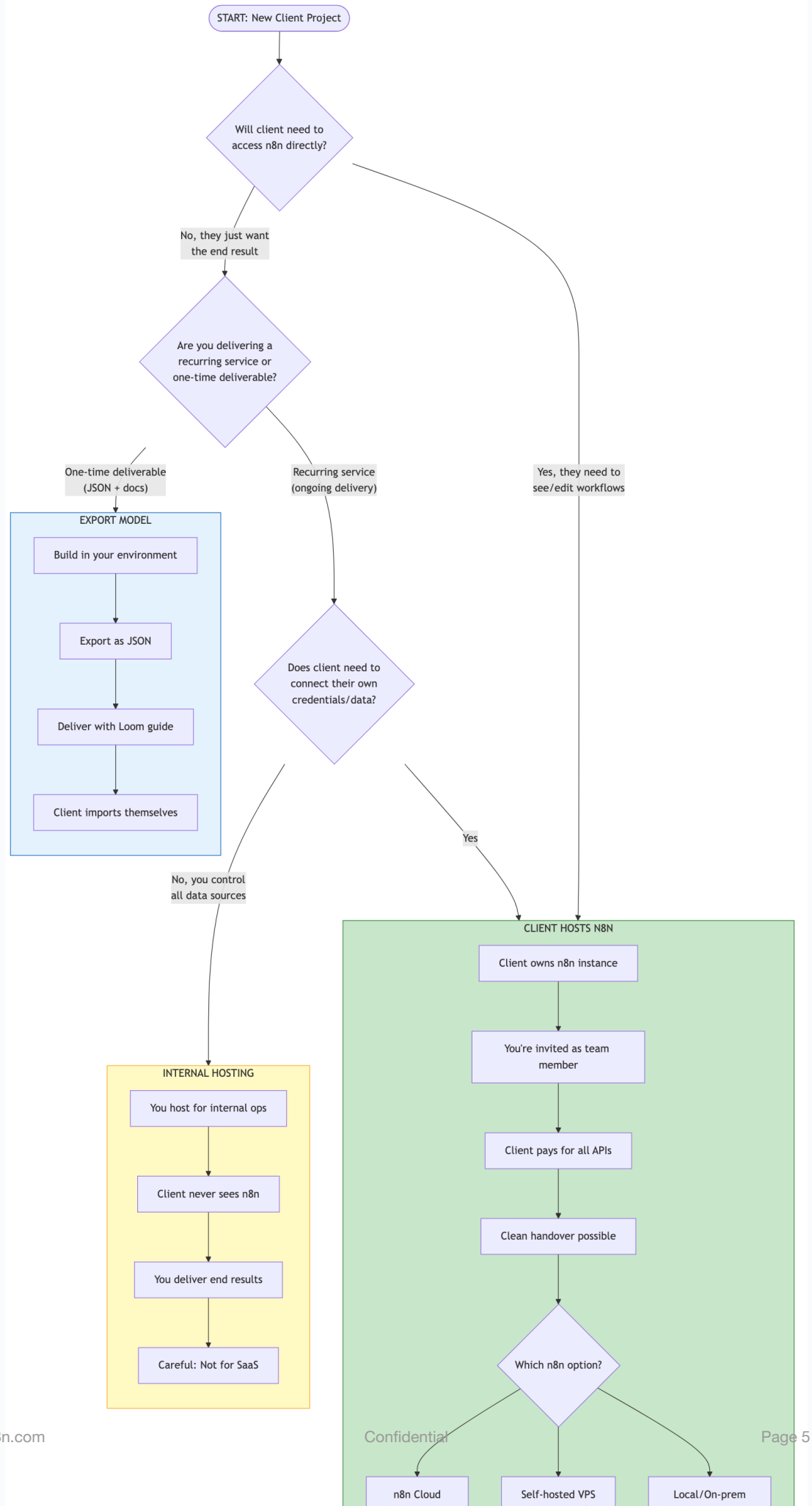
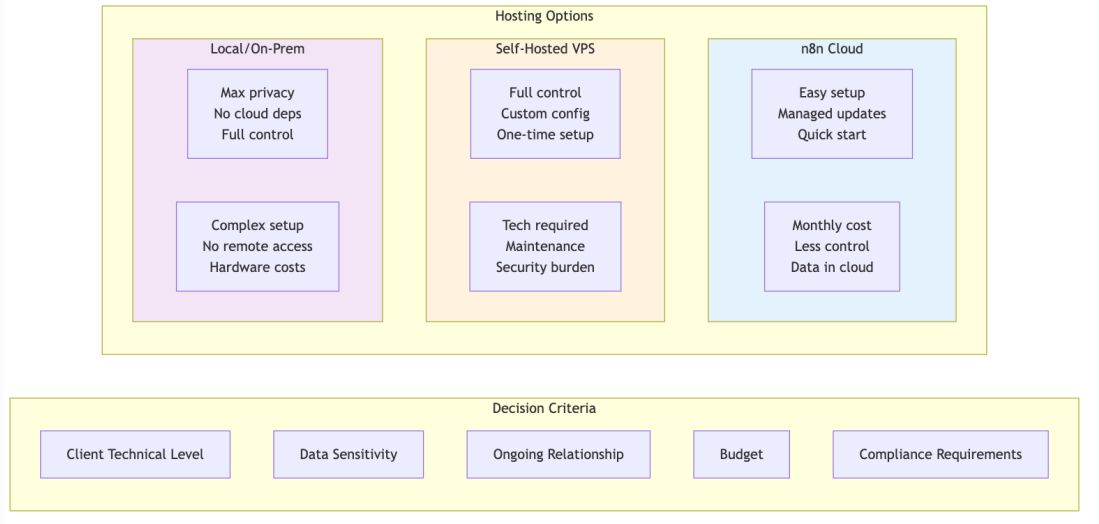
Hosting Decision Tree

Choose the Right Hosting Model for Every Client

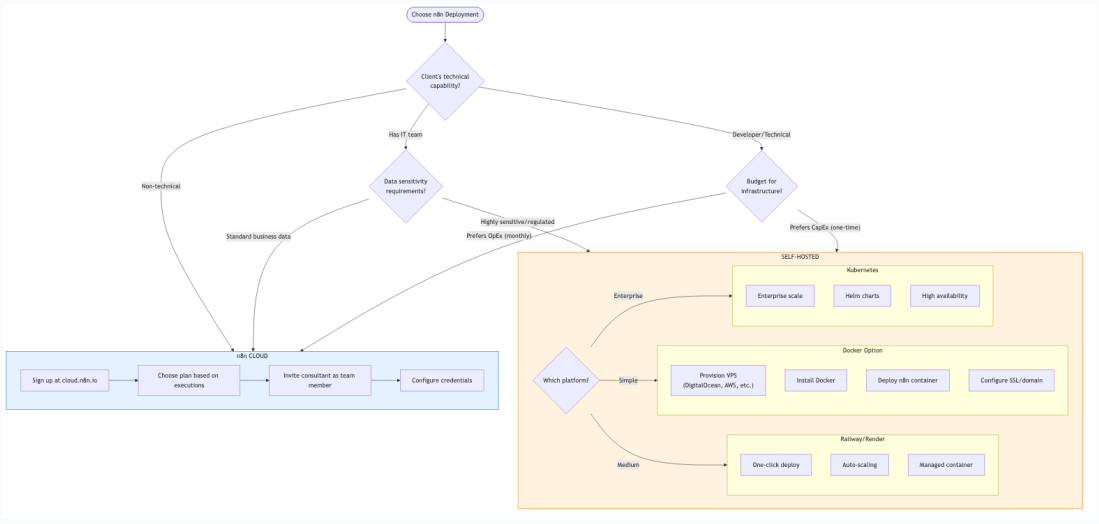
Primary Decision Flowchart


START: New Client Project
Will client need to access n8n directly?
No, they just want the end result
Are you delivering a recurring service or one-time deliverable?
One-time deliverable (JSON + docs)
Recurring service (ongoing delivery)
Yes, they need to see/edit workflows
EXPORT MODEL
Build in your environment
Export as JSON
Deliver with Loom guide
Client imports themselves
Does client need to connect their own credentials/data?
No, you control all data sources
Yes
INTERNAL HOSTING
You host for internal ops
Client never sees n8n
You deliver end results
Careful: Not for SaaS
CLIENT HOSTS N8N
Client owns n8n instance
You're invited as team member
Client pays for all APIs
Clean handover possible
Which n8n option?
n8n Cloud
Self-hosted VPS
Local/On-prem

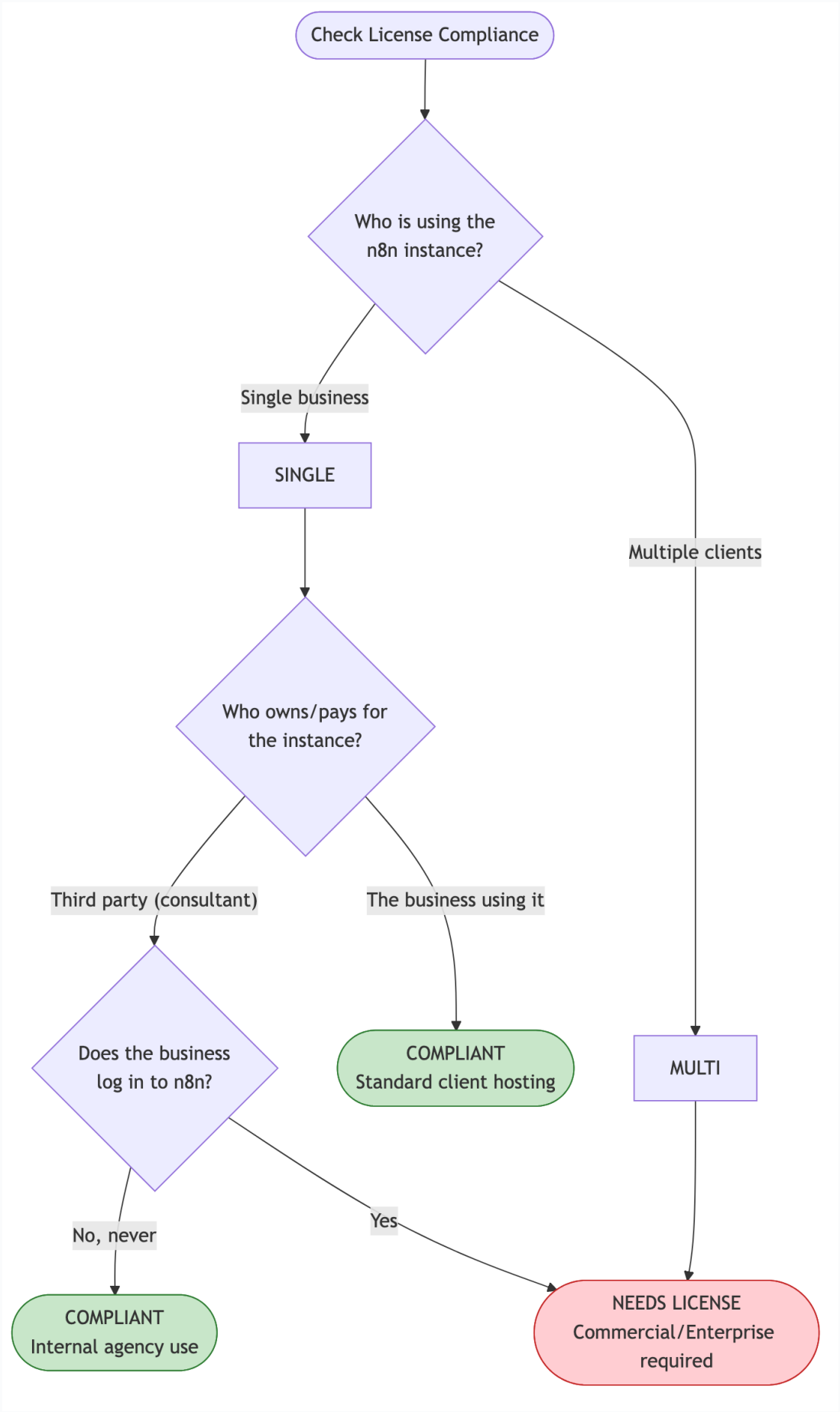
Detailed Decision Matrix



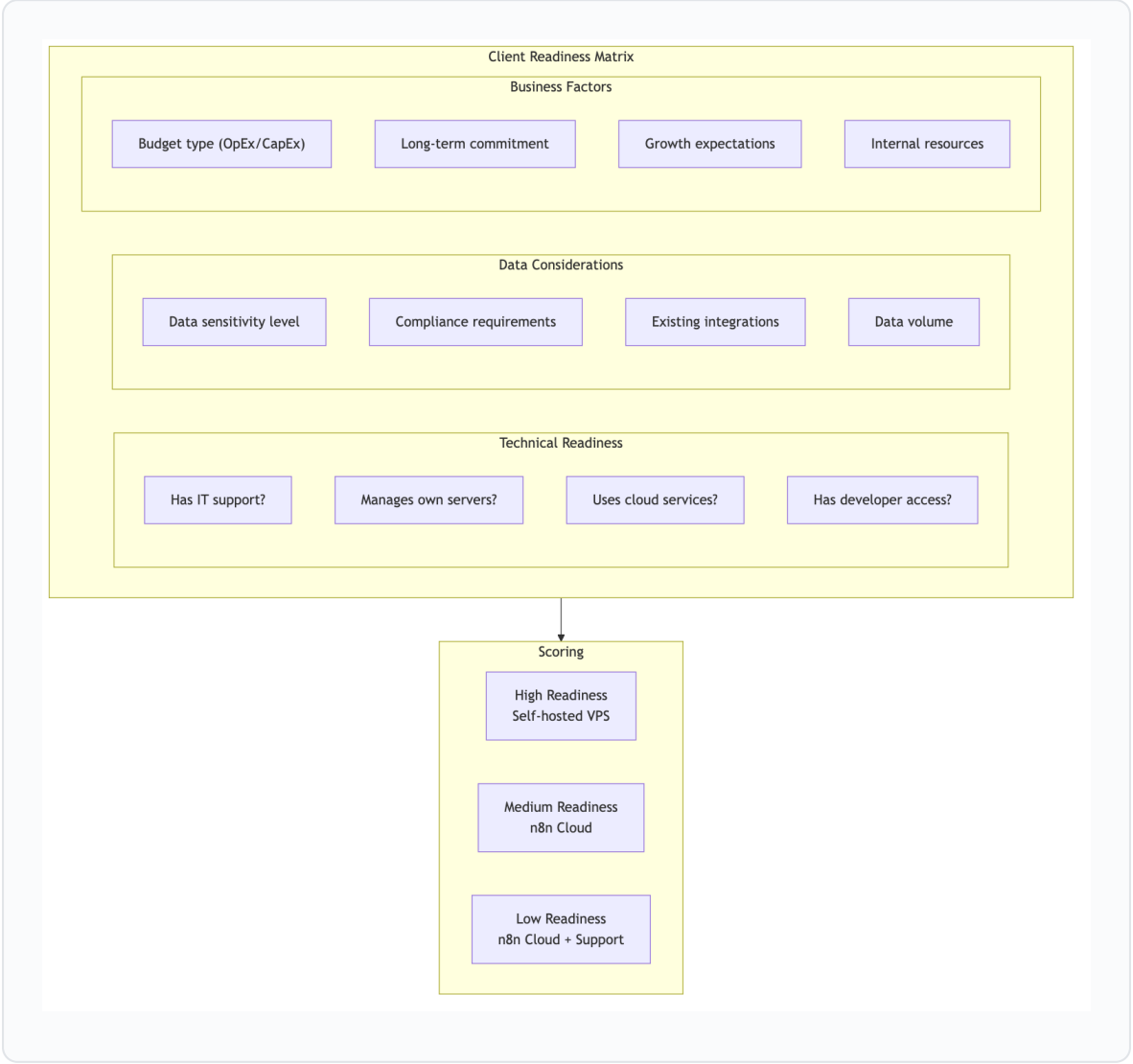
n8n Cloud vs Self-Hosted Decision



License Compliance Checker

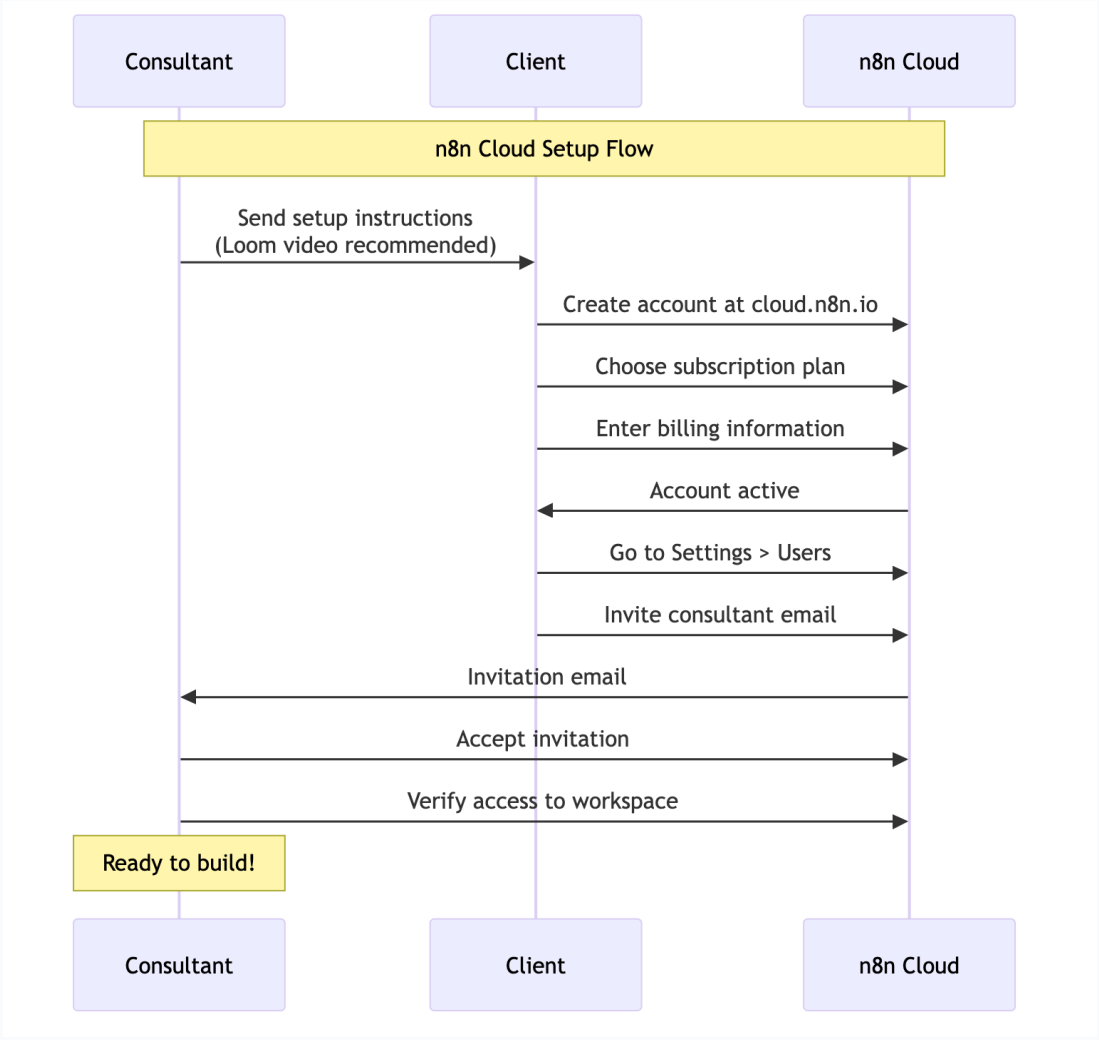

Check License Compliance
Who is using the n8n instance?
Single business
SINGLE
Multiple clients
Who owns/pays for the instance?
Third party (consultant)
The business using it
Does the business log in to n8n?
COMPLIANT
Standard client hosting
MULTI
No, never
Yes
COMPLIANT
Internal agency use
NEEDS LICENSE
Commercial/Enterprise required

Client Readiness Assessment

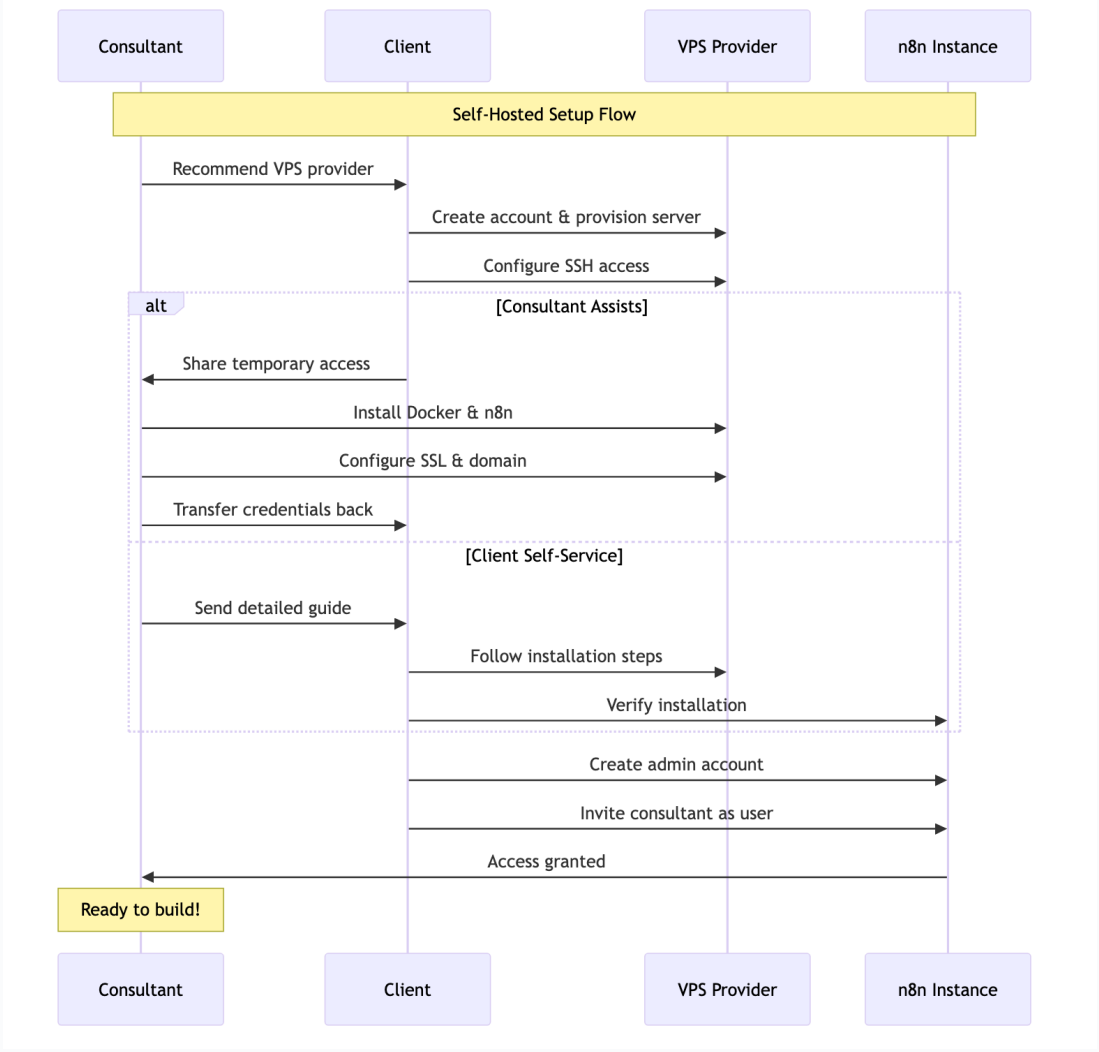


Hosting Setup Workflows

For n8n Cloud Setup



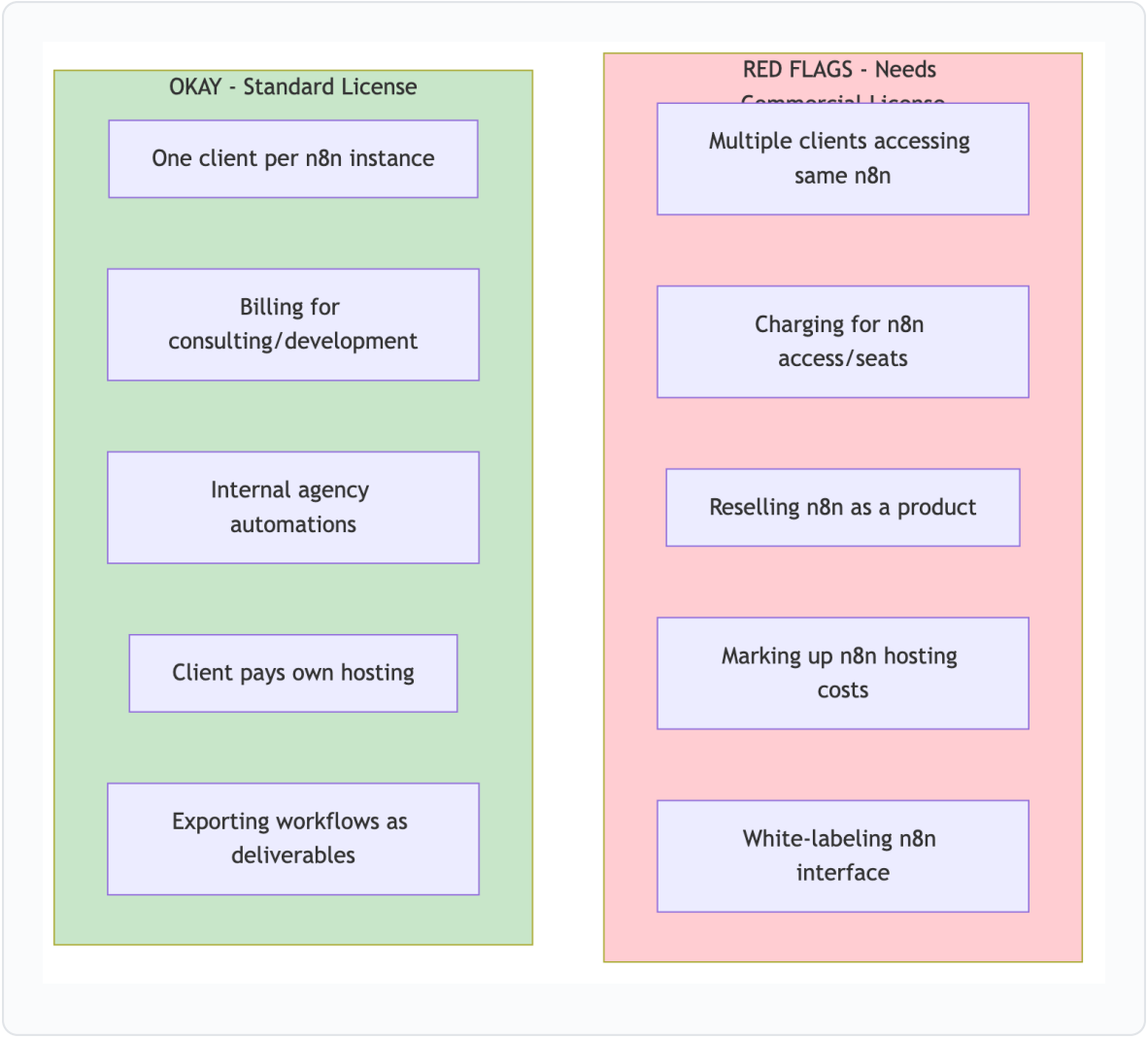
For Self-Hosted Setup



Quick Reference Table

SCENARIO	RECOMMENDED HOSTING	LICENSING	NOTES
Client wants to see/ manage workflows	Client hosts (Cloud or VPS)	Standard	Most common
Client just wants results delivered	Your internal n8n	Standard	Don’t expose n8n
Selling workflow as JSON export	Either	Standard	One-time delivery
Building SaaS/platform	Your hosting	**Commercial**	Contact n8n sales
Enterprise with compliance needs	Client self-hosted	Standard	On-prem option
Quick prototype/POC	Your internal	Standard	For testing only

Red Flags to Watch For



Next: See `03-project-lifecycle.md` for the complete project delivery flow.

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