

# Hoppscotch

Journey of a project made in India

March 26, 2021 — Liyas Thomas

## Inspiration. Journey. Present.

- Aug 21, 2019 Initial commit
- Aug 22, 2019 100 users
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- Today 180,000+ users

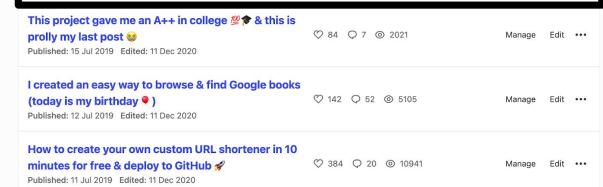
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# Scaling open source projects

- Progress takes time
- Start with one problem & one user
- Be consistent
- Engage & promote
- Get help & feedbacks

## Monetizing open source projects

- 1. Sponsorships and donations
- 2. Self-hosted instances
- 3. Educating users
- 4. Paid features
- 5. Investors

#### Open source developer tools

- Open source under the hood
- Solve an individual problem
- Build an enterprise solution
- Monetize
- Scale



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