

**MAKE YOUR IDEA
FROM 0 TO 1
WITH OPEN
SOURCE – WITH A
KUTTY STORY**

**Trying to digest code
and carbs
simultaneously**



ABOUT ME!

1. A 20 YEARS OLD HYBRID FELLA (**TAMIL** + **MALLU**)
2. WORKING AS DEVELOPER ARCHITECT IN **STITCHFLOW** WITH 35% OF COLLEGE ATTENDANCE
3. AI & OPEN SOURCE FANATIC
4. PODCASTER & MOTORHEAD
5. BUILDING COOL **MICRO-SAAS** IN WEEKENDS



WHAT IS AN IDEA?

IDEA ≠ PRODUCT

IDEA TO PRODUCT VALIDATION CHECKLIST



IDEA TO PRODUCT VALIDATION CHECKLIST

1. Problem-Market Fit

IDEA TO PRODUCT VALIDATION CHECKLIST



- 1. Problem-Market Fit**
- 2. Validation from Real People**

IDEA TO PRODUCT VALIDATION CHECKLIST

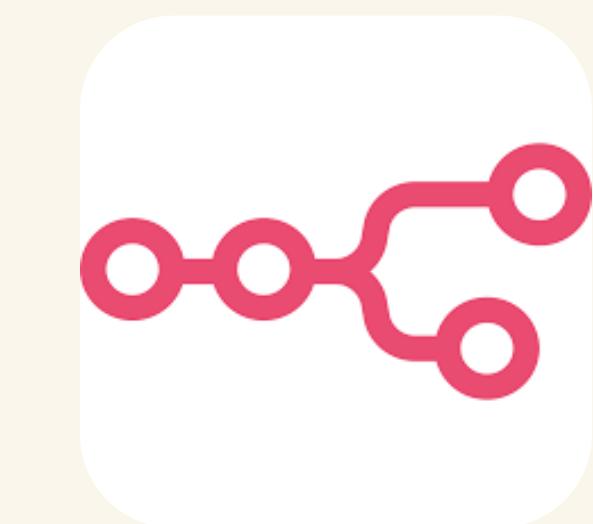
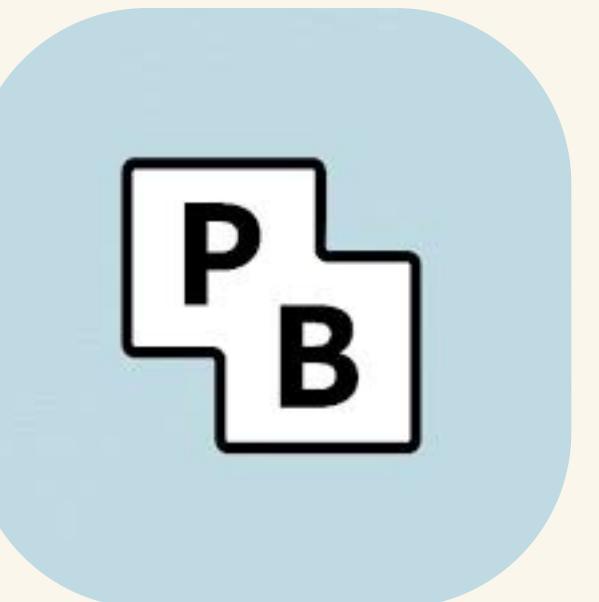


- 1. Problem-Market Fit**
- 2. Validation from Real Users**
- 3. Simple MVP**

LET'S BUILD & SHIP WITH OPEN SOURCE..

**BUNCH OF FOSS ALTERNATIVES
WITH BUNCH OF FEATURES**

**WE'RE
HERE**



WHY OPEN SOURCE?

LET'S HAVE A VIEW

1. FULL CONTROL & CUSTOMIZATION

2. LOWER COST & FASTER PROTOTYPING

3. COMMUNITY-DRIVEN INNOVATION & MAKE YOUR PRODUCT AS OSS

OSS ISN'T JUST FREE CODE – IT'S A STRATEGY

- Use OSS to cut dev time → Use OSS to cut burn rate
- Fork, contribute, get visibility
- Self-host OSS + monetize support
- GitHub = distribution channel

COST BREAKDOWN – OSS STACK VS TYPICAL SAAS STACK

	Supabase / Auth.js	Save \$99/mo
Backend	Node.js, Fastify	No license fees
DB	PostgreSQL / Mongo	Self-host = no vendor lock
Hosting	Railway, Fly.io, Cloudflare	Pay only for compute
CI/CD	GitHub Actions	2000 mins free/month

Visibility ≠ Ads — FOSS is a Growth Channel

FOSS = SEO + community + credibility

BUILDING IN PUBLIC = DISTRIBUTION ENGINE

You don't need a marketing team. Just a changelog and courage.

MONETIZING OSS: OPEN COLLECTIVE + SPONSORS

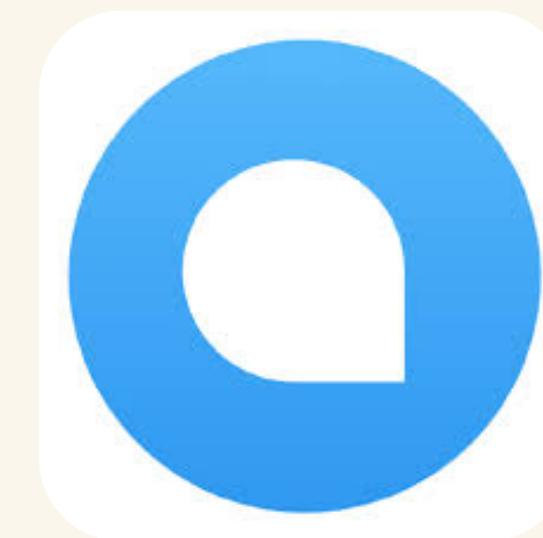
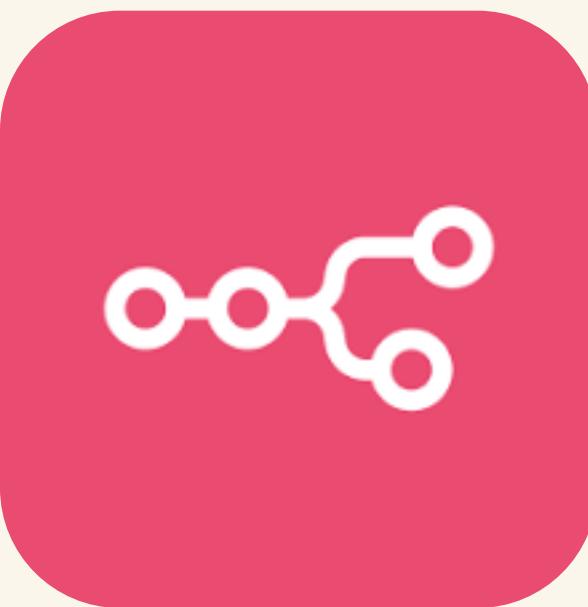
MONETIZING OSS: **OPEN COLLECTIVE + SPONSORS**

- **Open Collective: crowdfund infra, pay contributors.**
- **GitHub Sponsors: recurring income**
- **BuyMeACoffee / Ko-fi: casual support**
- **Paid Support Plans: offer premium help for self-hosters**

MY ACTUAL FLOW (0 TO 1, REPEATED)

1. Build MVP with OSS base
2. Self-host it > reduce SaaS bills
3. Open source features → visibility
4. Build in public → get early users
5. Accept contributors → scale roadmap
6. Setup Open Collective → get recurring support
7. Grow usage, not infra cost

REAL OSS PRODUCTS DOING THIS



COMPANIES USING OSS TO SAVE THEIR MONEY



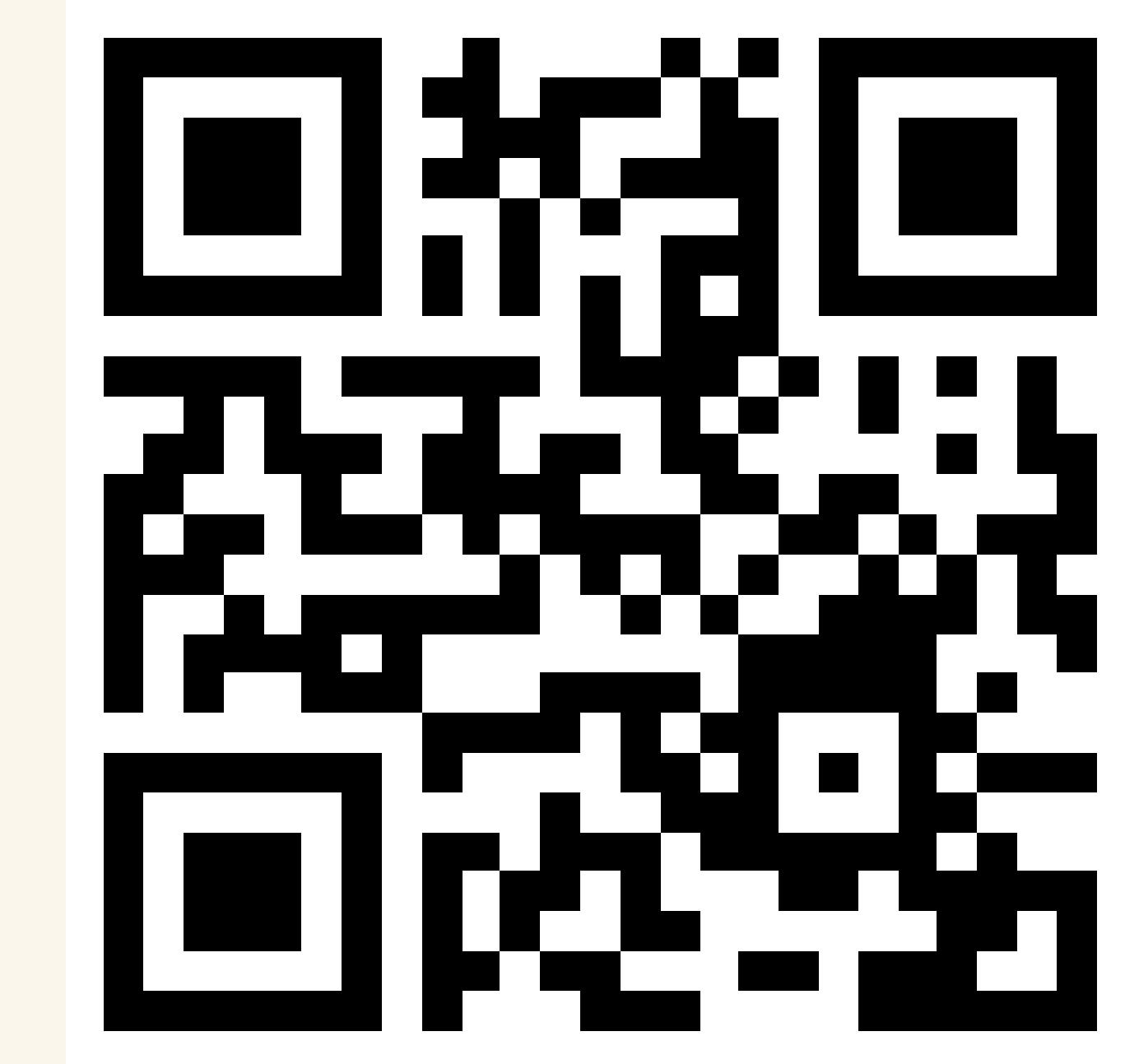
PRESENTATION FINISHED!



GOT ANY QUESTIONS?



Let's Connect! And Say Hi!!



<https://dhanu.letretro.com>

THANK YOU!!