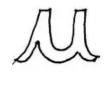
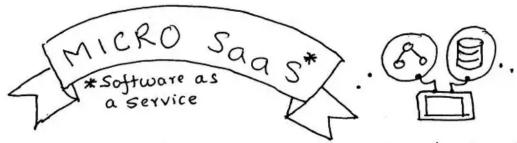


Micro SaaS*

*Software as a Service

SaaS industry is going leaps-and-bounds with the overall industry growing almost 500% over past seven years. SaaS is nothing but an application that is served from cloud, and users pay per use. Salesforce, Zendesk are some major examples. Micro SaaS is a smaller and a niche application serving a very specific need and clientele. Sketchnote below gives an overview of the landscape.





Focuses on a very specific need, niche marketig, developed and marketed by, typically a single person or a small team

tocus: small of big category

Usage: daily need, painpoint

Goal: Value proposition



niche should be expanding, forever Evergreen



Users need to have money, willingness to pay, (clear Rol)

Target

B2B (Business to Business) Needs sales team

B2C (Business to Consumer) Needs scalability

(Do you like potential users?

Sample Starter Stack

Design: Figma, canva

Front-End : React is Q DE

Back- End : Node : js D Da

Hosting: Heroku, cloud functions

Follow / References: Indie Hackers

Rick Blytn, Microcont, Simon Hoibing

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steps to build

- 1. Find niche (no/less competition)
- 2 . Identify specific problem
- 3. Validate by MVP (mostivousle product)
- 4. Pre-launch Hype : OD
- 5 . Launch find first Min 100
- 6. Keep handles for scaling
- 7. Scale as you go Im
- 8. upgrade/sell-move-on 59

Good to have

- 1. No setup needed W
- 2. on demand scaling = =
- 3. Flexible payment plans \$10
- 5. Smooth uprades 12
- 6. Security, data privacy &
- 7. Decent MRR (monthly recurring revenue) [1k-10K]

current Trends

- 1. Artificial Intelligence (AI)
- 2. User Experience (Ux)
- 3. 3rd porty integrations
- 4. Cloud based Solutions
- 5. Low/No code solutions

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