FOSDEM 2025 BOF

Offering paid services (contract work, SaaS) - from first steps

whoami

- Linux software developer since 2007

- FOSS contributor since 2011

- Working as self-employed in UK since 2021

Salaryperson? U have no idea

Content: necessities of professional work outside of employment

Just a conversation starter, not to fill entire slot.

Landing payments

- Self-employed status is enough for a lot, never lost any business due to no LTD

- Bank account (Monzo works well for me; rumors of EU expansion)

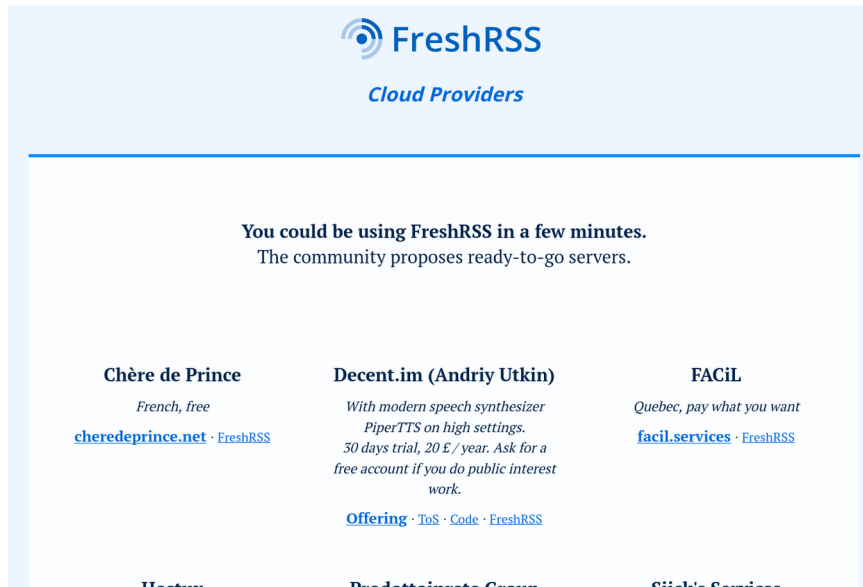- Stripe account (no "Stripe But European", sorry)

Contracting: invoicing

- Calendar apps to reflect time spent working.

- Dump to SQL to add up and filter.

- Stripe can render an OK invoice for you for +$

- I only use Stripe payment link and
  render invoice myself.

Online service case

- I wanted to share my FreshRSS instance

- Upstream supports public deployers by providing a providers webpage

Online service case

- I wanted to share my FreshRSS instance
- Upstream supports public deployers by providing a providers webpage
- Low value, niche habit, so AWS is not coming
- Stripe manages subscriptions as a thing, no code necessary

Service signup: no code, no clue

- You create one shared **recurring** payment link for the service you offer. Suppose, with trial.

- A person gets interested in your offering,

  submits their payment credentials through your form

- Nothing happens

Service signup: no code, some clue

- There's no email notification upon creation of subscription in Stripe if free trial option is used. It's not shown in the dashboard by default as well. (Use "status: all" selector.)

Stupid signup monitoring

Stripe documents using webhooks, but running stripe-cli tool repeatedly locally is also a way.

My script.

My open questions

- I saw some "ethical ad placement" company aimed at techies. Can't find it now, what was it?

- What are some forums where it's encouraged to discuss businesses FOSS developers would like to run?

- Selling hardware in EU from e.g. UK, legal reqs

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Thank you for coming!