

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

Salary person? 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)

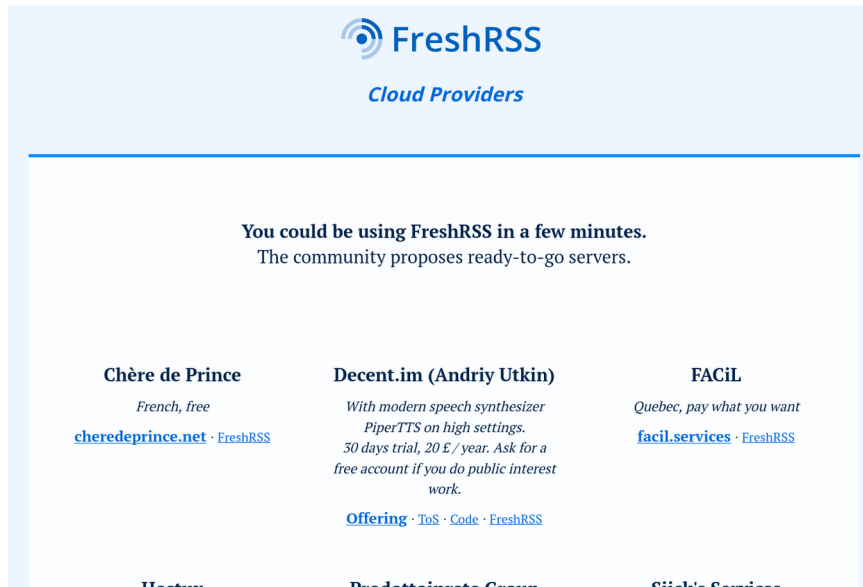
Contracting: invoicing

- 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](#)



The screenshot shows the 'FreshRSS Cloud Providers' webpage. At the top, the FreshRSS logo and the title 'Cloud Providers' are displayed. Below this, a central message states: 'You could be using FreshRSS in a few minutes. The community proposes ready-to-go servers.' Underneath, three provider cards are visible, each with a title, a brief description, and a link to their FreshRSS instance.

FreshRSS
Cloud Providers

You could be using FreshRSS in a few minutes.
The community proposes ready-to-go servers.

Chère de Prince <i>French, free</i> cheredeprince.net · FreshRSS	Decent.im (Andriy Utkin) <i>With modern speech synthesizer PiperTTS on high settings. 30 days trial, 20 £ / year. Ask for a free account if you do public interest work.</i> Offering · ToS · Code · FreshRSS	FACiL <i>Quebec, pay what you want</i> facil.services · FreshRSS
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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.)

The screenshot shows the Stripe Subscriptions dashboard. The 'All' status selector is circled in red. The table below shows trial periods for three subscriptions, also circled in red.

Customer	Status	Customer name	Customer description	Billing	Tax calculation	Product	C
	Trial ends Mar 1			Auto	None	Newsreader service (FreshRSS) account	J ...
	Trial ends Feb 21			Auto	None	Newsreader service (FreshRSS) account	J ...
	Trial ends Feb 1			Auto	None	Newsreader service (FreshRSS) account	J ...
	Canceled			Auto	None	Newsreader service (FreshRSS) account	C ...

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!

