



SAAS READINESS CHECKLIST

Is Your SaaS Idea Ready to Build?

Before you spend months (and tens of thousands) building your SaaS product, use this checklist to see if your idea is ready for execution. Skip the guesswork, avoid feature bloat, and make sure you're building what the market wants.

- Have you clearly defined the core problem your SaaS solves?
- Do you know exactly who your target user is (not just "everyone")?
- Have you spoken to at least 5–10 real users to validate this problem?
- Have you tested demand via a waitlist, landing page, pre-sales or a survey?
- Can your product be launched as a lean MVP with 1–2 core features?
- Do you know what outcome would make your MVP a success (specific metric or behaviour)?
- Have you prioritised features based on user pain, not personal preference?
- Are you clear on what not to build in v1?
- Do you have time and budget allocated to getting the MVP to market (not just the idea)?
- Are you open to refining the idea further based on market feedback?