From MVP to Profit — Case Studies by Edilson Gudo

Real SaaS Products. Real Clients. Real Results.

PROUDLY BY:

Edilson Gudo

👋 About me

I'm Edilson Gudo. I've been building SaaS tools for over 5 years, always focused on speed, profit, and scale.

I've worked with clients across the US, UK, Canada, Europe and Brazil.

I'm also Top Rated on Upwork, with a 100% Job Success Score and dozens of 5-star reviews.

Beyond building apps, I've also provided consulting to Python/Django developers on architecture, scaling, and code quality.

Main tech stack:

Python, Django, FastAPI, Flask, JavaScript, React, Next.js, Vue, Tailwind, PostgreSQL, REST APIs, Stripe, Paddle, PayPal, AI features, automations, AWS (S3), and Linux systems

🚀 SuperSparks.io
From a simple MVP to partnering with Memberstack

Over 2.5 years ago, Ian Ruta, a no-code maker reached out to me to help bring a new SaaS to life for Webflow users. From day one until today, I've been his sole developer.

Ian built the backend using Bubble.io, a no-code platform, while I handled the entire frontend.

Together, we launched the first version of SuperSparks in weeks.

The app gained traction fast.
More users. More workload. More features.

💥 Then things got tricky
About 1.5 years in, the backend was still running on Bubble.io. As usage grew, Bubble announced a major pricing change that would've drastically increased Ian's monthly costs.

Ian was under pressure. The SaaS already had thousands of active users. He couldn't afford the new pricing model, which penalized apps with high workloads like his. I stepped in and proposed a full migration to a custom Django backend, fast, stable, and future-proof.

⚙️ A Django migration that saved the business
With my backend expertise, I personally rebuilt the entire backend in Django, from scratch, in under one month. I:
- Re-architected the whole system for speed and stability
- Migrated all staging and production data with zero user disruption
- Cut infrastructure costs significantly

✅ The results
- The app became faster and more stable
- Over $500/month saved in infrastructure costs
- No more full dependency on Bubble
- The app also became more attractive to investors

🤝 Then came Memberstack
Months after the migration, something big happened: Memberstack partnered with SuperSparks to launch a community/forum template for users.

For context, Memberstack is one of the leading platforms in the no-code world trusted by thousands of Webflow developers for handling user login, memberships, and gated content.

🧩 Long-term founder collaboration

I've been working with Ian for over 2.5 years. We've built trust, shipped multiple apps, and solved real problems together, always fully remote.
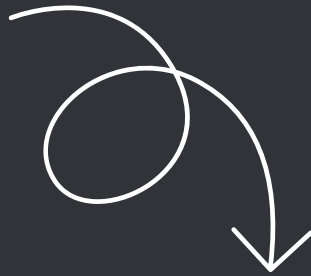
This project reflects how I like to work:
- Close collaboration with founders
- Clear communication under pressure
- Focus on outcomes that move the business forward

📈 Today

SuperSparks makes over $4.5K in monthly recurring revenue and 100% bootstrapped.
It's a well-known tool in the Webflow space, and one of the few that can say it partnered directly with Memberstack.

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🎧 Museed.co
How I built and scaled my own profitable SaaS

While working with clients around the world, I also built my own SaaS from scratch: Museed.co.

It started with a clear gap I noticed in the market.

Most audio widgets on the web were missing basic features users expect like fullscreen playback, resuming from where the listener left off, ability to host and easily detect id3 metadata.

Spotify embeds? They only play 30 seconds on mobile, and work exclusively with music on Spotify.

Other tools? Limited, inflexible, and often didn't offer hosting at all.
So I built Museed.

🔊 What Museed does
Museed helps users:
- Host and organize thousands of audio files and playlists
- Embed smart audio widgets into websites and online stores
- Let listeners resume playback from where they left off
- Get AI-powered music recommendations
- Track performance with streaming analytics by track, playlist, country, and more, and much more.

Today, [Museed](#) hosts over 50,000 audio tracks.

👥 Who uses Museed
Museed isn't just for indie creators.
 It's used by European radio stations and large clients like [OperaDepot.com](#), one of the biggest opera e-commerce platforms in the world.

These are real businesses using Museed daily in production.

💰 From product to revenue
Museed runs on a flexible pricing model:
- Some customers pay $149/month or $1,490/year
- Others request custom features, and I've delivered one-time add-ons priced up to $1,200 each

Beyond subscriptions, these custom builds have become a valuable extra revenue stream.
Museed has already attracted attention from potential buyers and partners
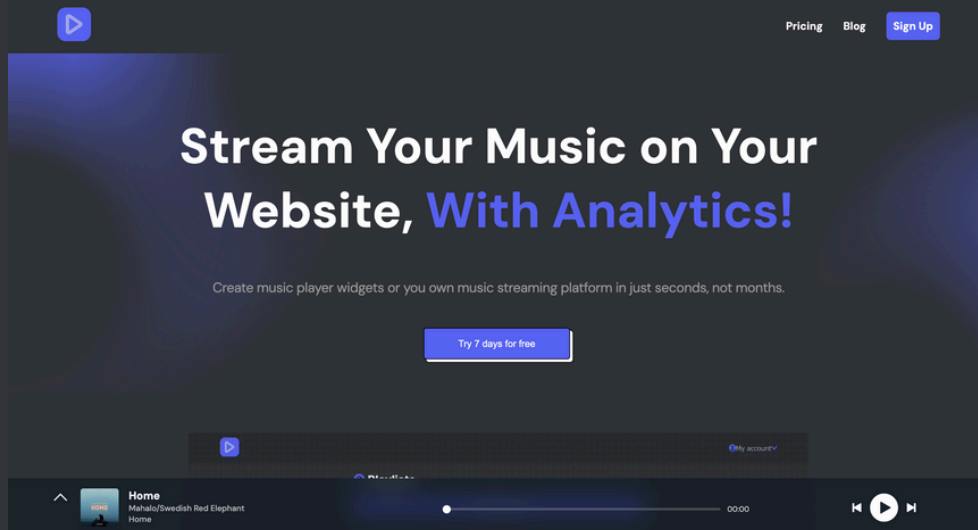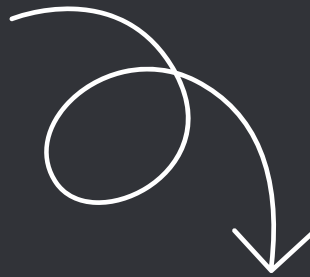
🧩 Built 100% by me

From backend to frontend, including AI features and analytics, I designed, coded, and launched everything myself. No templates. No outsourcing.

This product reflects:

- My ability to build real SaaS tools from the ground up
- How I attract and retain paying customers
- And how I turn code into a profitable, growing business through subscriptions and custom services

CLICK HERE

Stream Your Music on Your Website, With Analytics!

Create music player widgets or you own music streaming platform in just seconds, not months.

Try 7 days for free

📦 NYC Inventory System

A custom inventory, CRM, and e-commerce platform delivered in under 8 weeks

Alex, an entrepreneur based in New York City, reached out with a clear problem.

He was running his business across disconnected tools: Excel for inventory, a third-party CRM, and a separate e-commerce platform. None of them synced, and he was still selling through chat and phone calls instead of offering customers a proper online store.

What he needed was simple: one platform to manage everything, fully connected and easy to use.

🛠️ What I built

I developed a custom, all-in-one system from scratch, combining:

- Inventory management
- CRM (Customer Relationship Management)
- E-commerce frontend integration

All features work together with real-time data sync.

🔄 How it works

- Any change in inventory (add, edit, delete) instantly updates the e-commerce frontend
- The CRM tracks all customers, orders, and activity
- No more duplicates, sync issues, or patchwork tools

It also supports:

- Excel/CSV import and export
- Detailed analytics on:
  - Sales orders
  - Purchase orders
  - Profit margins, all filterable by date

⚡ Delivered in under 8 weeks

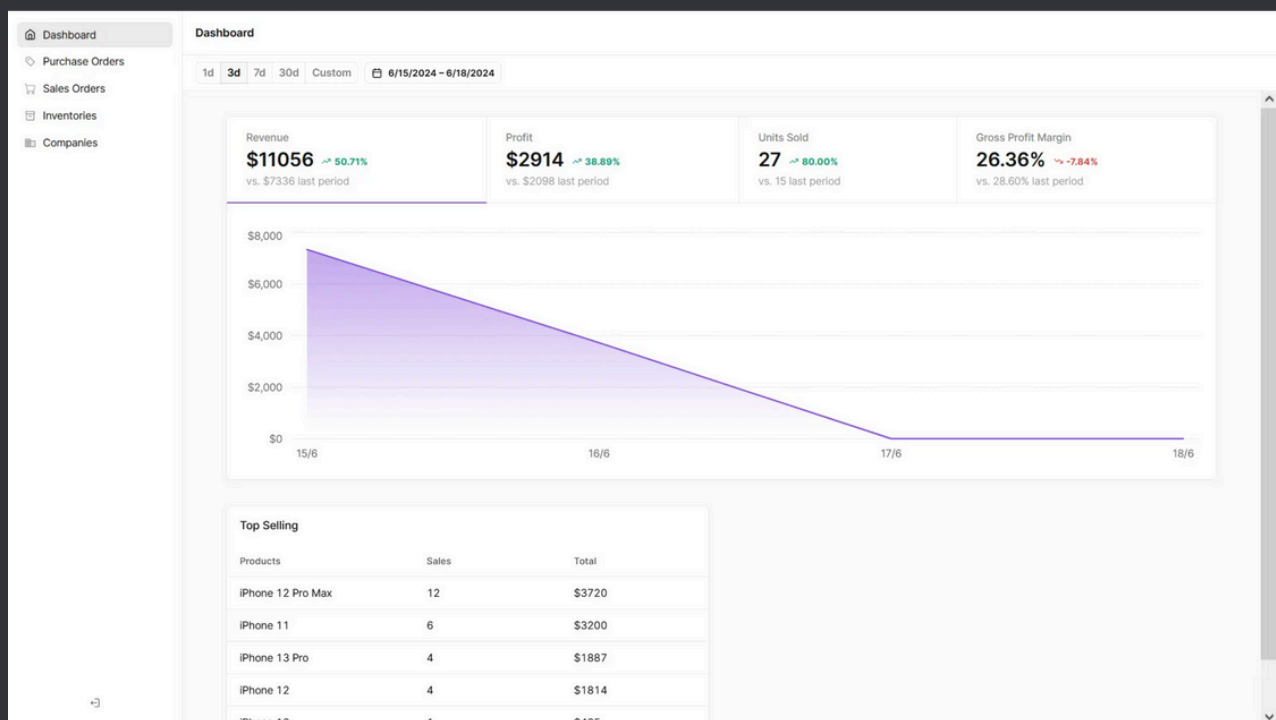The entire platform, from scope to launch, was completed in less than 2 months.
Everything was designed, built, tested, and delivered fully functional.

💼 Real business impact

Alex went from juggling spreadsheets, disconnected tools, and chat-based sales to managing everything through one custom platform built specifically for his business.

This project reflects how I work:

- I turn messy, manual workflows into clean, automated systems
- I build fast and focus on solutions clients actually use
- I handle the entire process, from idea to launch
- And I replace scattered tools with software that saves time and gives full control

💬 **Let's Build Your Product Next**

Whether you need a fast MVP, a full-stack SaaS, or a custom system tailored to your business, I can help.

✅ 100% Job Success
✅ Top Rated on Upwork
✅ Real results, not just code

Let's talk and get your product moving.