

AIRSTATE



Helping engineers ship real-time
experiences way faster.

airstate.dev

Even in 2025, building real-time features and experiences is still too cumbersome, too fragile and often too complex.

[Read The AirState Manifesto →](#)



Complexity Takes Time

DIY-ing real-time means thinking about sync, conflict resolution, offline readiness, presence, persistence, and cleanup.

- 69% of self-built realtime projects took >3 months.
- 93% needed 4–10 engineers just to ship a first version; ~ 12-40 person-months that could have gone to core product work ([source](#)).



Scaling Multiplies Pain

Two users on two servers seeing the same data is exponentially harder than both users on one server.

Half of companies that built their own realtime layer now spend \$100k–\$200 k per year just on upkeep. ([source](#))



Serverless = Incompatible

Tech that made websites blazingly fast[™], makes persistent connections either impossible or prohibitively expensive.

AWS itself warns that Lambda is “designed for short-lived, stateless executions,” making persistent WebSockets “unexpectedly tricky.” ([source](#))



POLLING

The process of checking the server every few seconds to see if there are updates.

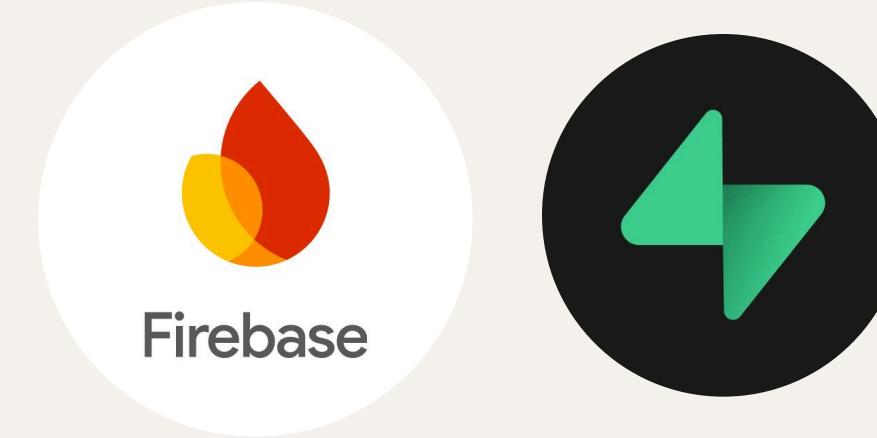
1. Really easy to do.
2. Floods the servers with 1000x more requests. (very inefficient)



DIY

Making it yourself using technologies like WS, PartyKit, PubNub.

1. Low risk and scales well with effort.
2. Lots of effort required to ensure all the features outlined in slide 3.



USING A BaaS

Backend-as-a-service platforms like Firestore, Supabase, or InstantDB

1. Provides somewhat simple abstractions.
2. Requires teams to reengineer their data-layer; causes a hard dependency.
3. Ambiguous stability at scale.

THE CURRENT STATUS QUO



AIRSTATE

A set of **opensource** SDKs that make building real-time experiences intuitive.

Intuitive

Intuitive but powerful primitives, ready for building any experience.

Scalable

Horizontally scalable by design. Ready to scale out of the box.

AI & Serverless Friendly

The persistent connection layer in a serverless / queue driven world.

SharedPresence DONE

Who is looking at the same thing, where's their cursor and where their changes are.

(Pitch.com, Notion, Multiplayer Games)



ServerState COMING SOON

Show users updates instantly when something on your server changes. (ChatGPT Message Streaming, Captions AI)

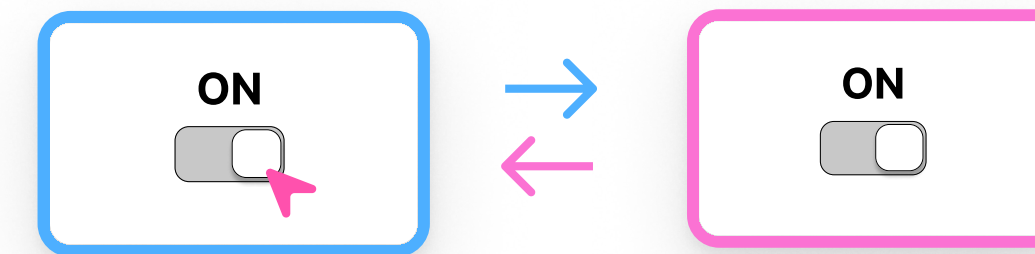
Step A: Done ✓

Step B: Running ...



SharedState DONE

Every user sees the same data synced in real time. (Google Docs, FigJam Boards)



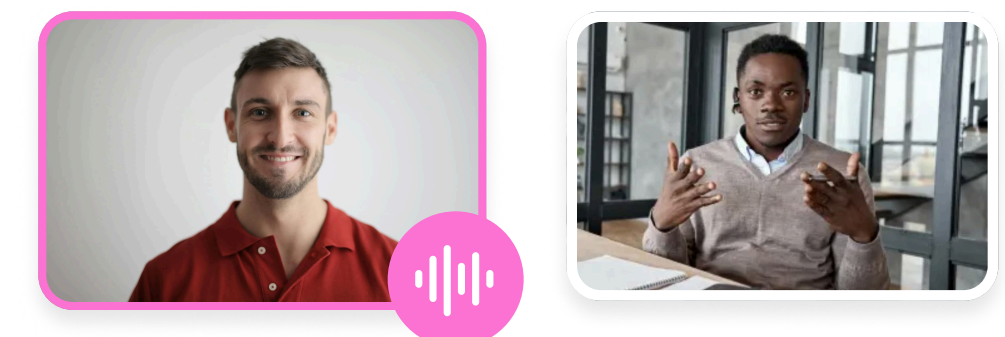
SharedThreads ON ROADMAP

For comments, notifications, and chat. (Slack, Notion Comments)



SharedStreams ON ROADMAP

Audio-Video chat in 2 lines of code. (Google Meet, Discord)



AI

ServerState is actually about AI apps.
Yes, This is the AI slide you were looking for.



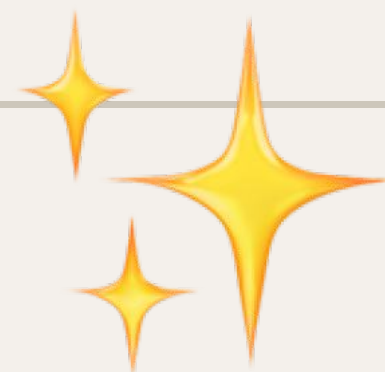
CHALLENGE #1

AI API CALLS TAKE A WHILE



ServerState **COMING SOON**

Shows the user the result when the call completes or notifies of intermediary steps in real-time.



CHALLENGE #2

THE MAGIC HAPPENS ELSE WHERE

Sometimes, the intermediary steps are happening on many different servers.



ServerState **COMING SOON**

Can deliver updates from any server in the world to the user's browser instantly irrespective of which server the user is connected to.

What About Vibe Coding?

Our SDKs are easy enough that an LLM could create world-class real-time experiences in minutes.

Fun Fact: All our demo projects are vibe-coded to ensure we are creating products that are accessible to the next generation of engineers.

MONETIZATION & BUSINESS MODEL

WHAT

Fully Managed Cloud

For teams that

1. don't want to self-host
2. don't have devops expertise



HOW

Usage-Based Subscription Model

\$24/Month

+ \$2/GB Stored

+ \$1/GB Transferred

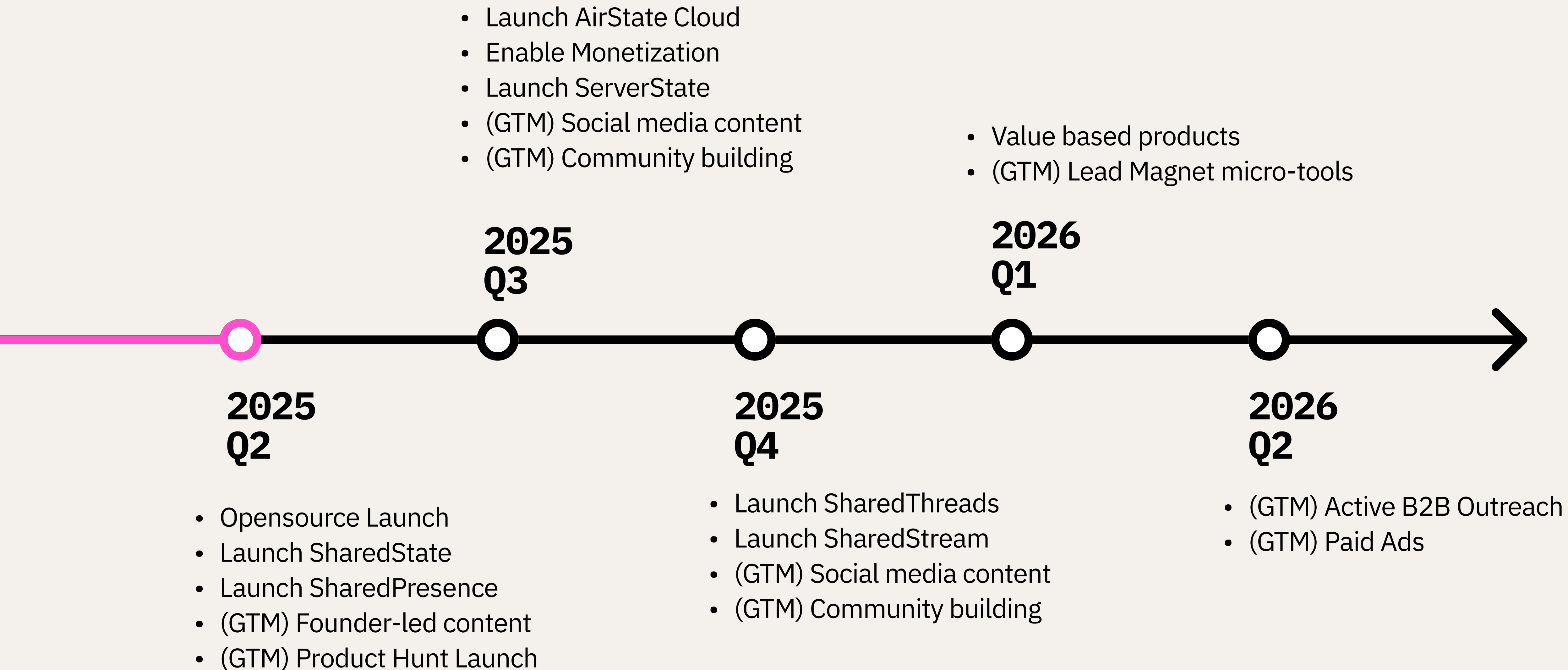


Opensource is Free*

For teams that ...

1. Are comfortable with self-hosting on their own infra.
2. Have a dedicated team to handle dev-ops.

* We knew people will be looking for a catch. There are no catches.



WHO IT'S FOR		IDEAL CUSTOMER
<div data-bbox="186 418 1569 1313"> <h1>Engineering teams who want to ship products that are sticky enough to go viral.</h1> </div> <div data-bbox="186 1502 1379 1684"> <p>In the modern world, colaboration features is the default expectation.</p> </div>	PERSON	<div data-bbox="1982 320 2918 1215"> <p>Age Range: 21 - 45 yo</p> <p>Role: Engineering or Product Lead</p> <ul style="list-style-type: none"> • Is curious but risk averse. • Wants to build the next Notion / Figma / ClickUp. • Believes UX drives retention and positive <u>NPS</u>. • Fears committing too much time to “over engineering” • Hates doing DevOps </div>
	ORG	<div data-bbox="1982 1358 2912 1746"> <p>Industry: SaaS</p> <p>Funding: Pre-seed, Seed, Series-A</p> <p>Expertise: Frontend Heavy</p> <p>Size: 4 - 50 Employees</p> <p>Location: USA, India, UAE</p> </div>

MARKET SIZE

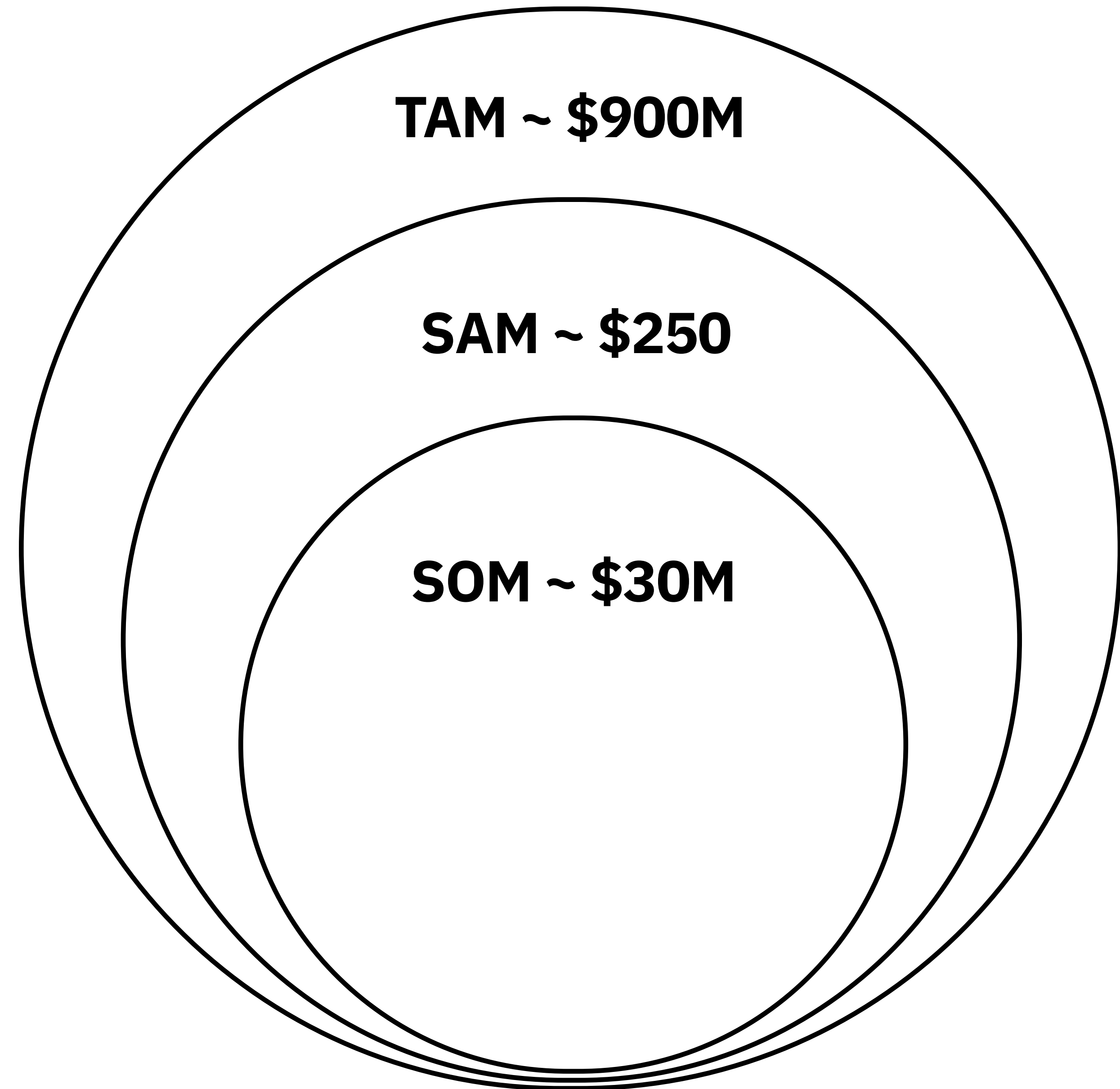
TAM Assumptions


1. 47.2 M developers on earth
2. 49% of them are product engineers
3. Average spend of \$200 - \$1,000 / dev / year on infra

SAM Assumptions

1. ~ 100K solo projects willing to spend on realtime features
2. ~ 50k early stage SaaS willing to spend on realtime features

[See Sources & Our Working →](#)



	Unaware	Problem Aware	Solution Aware	Product Aware
0-100 USERS	 Within Network <ul style="list-style-type: none"> • Founder led content • Social media posts • Humor 	 We Talk To Them <ul style="list-style-type: none"> • Active social media engagement with people attempting realtime 	 Letting Devs Fidget <ul style="list-style-type: none"> • Playground • Demos • Example Repos 	 Hand Holding + White Glove Service <ul style="list-style-type: none"> • Tutorials, guides and documentation. • Discord Community.
100-1k USERS	 Content <ul style="list-style-type: none"> • Blogs, Tutorials, SEO • dev.to, Medium 	 Nerding Out <ul style="list-style-type: none"> • Engineering Internals Content 	 Launching <ul style="list-style-type: none"> • Launch on HN • Launch on PH • Demos 	 Social Signals <ul style="list-style-type: none"> • Active Discord community. • Showcasing successfully integrated projects.
1k-10k USERS	 Thought Leadership <ul style="list-style-type: none"> • Podcast / Newsletter Sponsorship • Thought Leader Content 	 Contextual Ads <ul style="list-style-type: none"> • Search Ads • Thought Leader Content 	 Foot in the Door <ul style="list-style-type: none"> • Reddit / Twitter Ads • Dev Focused Micro-tools 	 Free Tier Trial Cloud

DIRECT COMPETITORS

They're doing good work. (we have feedback though)



Backed by YC

Seed

\$2.8 M total funding

velt.dev

- **Powerful ready-made features**
- Proprietary (*not-opensource*)
- Not customizable to every use-case
- Could have better tutorials



Seed

\$6.4 M total funding

liveblocks.io

- **Great abstractions**
- Proprietary (*not-opensource*)
- Expensive for devs to try, or smaller enterprise to deploy
- Could have better tutorials



Series B

\$82.3 M total funding

ably.com

- **Proven to scale well**
- Proprietary (*not-opensource*)
- Could have better tutorials

De-Risking Our Users' Stack \equiv Increased Adoption

Proprietary software increases *adoption anxiety* for engineering leads. Being **open source solves them**.

- 😬 **Anxiety 1:** If the company shuts down (like Fauna DB), it'll take my business with it.
- 😓 **Anxiety 2:** If the software stops meeting our needs at a certain scale, I need to rebuild my entire startup.

Our Paid Cloud is *More Affordable* Than Free ✨

🪨 SCALING IS STILL HARD

While scaling to *multiple availability regions* across the globe, self hosting is more expensive than using our shared cloud due to economies of scale.

🌍 BEST OF BOTH WORLDS

Free to tinker with and build with, while we help scale efficiently as they grow.





Tanvir Hossen

CTO

Senior SWE, building real-time observability platforms for large enterprise at [FringeCore](#)



Alfred Pithu

CMO

Self-taught dev building AI at [altercall.ai](#) — part engineer, part growth+marketing nerd.



Samiha Tahsin

CGO

Former Lead growth at [Biniyog](#), [Jomee Jomaa](#), current at [Airwork AI](#). Former CEO of [Bonton Connect](#)



Omran Jamal

CEO

Product Engineering Lead at [Pathao](#); Leading engineering teams for 7 years. Former CTO of [Bonton Connect](#)

TEAM

Q: You have two growth roles in the founding team?

A: Yes, distribution is the key. 💪

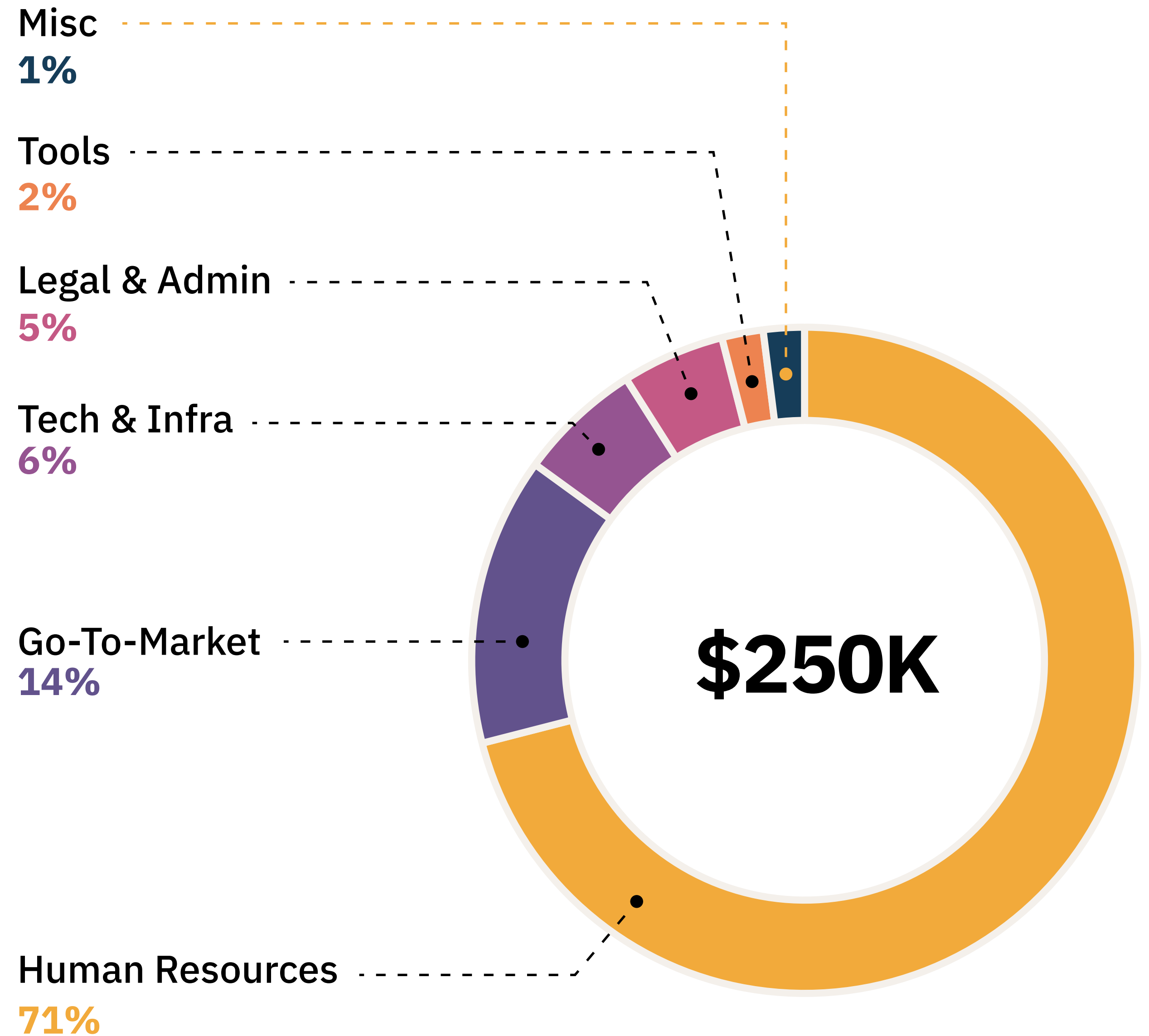
WE'RE RAISING \$250K ~18 months of runway

WE WILL

- Launch **3 more features** to complete our ecosystem.
- Activate our **GTM** strategy.
- Build a **team** to move faster.
- Work on AirState **full-time**.

TO ACHIEVE

- **250 paying** customers
- Monthly ARPU of **\$40-\$50**
- **10K** MRR



THANK YOU

Let's bring back the real-time magic
of the internet.

hello@airstate.dev