

## SRS Template

PROJECT NAME: [Your App Name]

VERSION: 1.0

DATE: [Today's Date]

### 1. PROJECT OVERVIEW

One paragraph describing what your app does and why it exists

**Example:** "BookFlow is a fitness class booking platform that helps yoga instructors manage schedules and collect payments without paying high commission fees to platforms like ClassPass."

### 2. BUSINESS OBJECTIVES

- What problem does this solve?
- What business model are you using? (free, paid, commission, freemium?)
- What's your target market size?

**Example:**

- Solve: Yoga instructors spending 5 hours weekly on schedule management
- Model: \$50-\$100/month SaaS subscription per instructor
- Market: 15,000+ independent yoga studios in the US

### 3. USER PERSONAS (2-3 maximum)

**For each user type, document:**

- Who are they? (title, industry, age, background)
- What problem do they have?
- What's their technical comfort level?
- What outcomes do they want?

**Example Persona 1:**

- Name: Sarah
- Role: Full-time yoga instructor, independent studio
- Problem: Manages 15 classes weekly, tracks bookings via email
- Tech comfort: Moderate (comfortable with apps, not technical)
- Goal: Spend <30 min/week on administration

**Example Persona 2:**

- Name: Michael
- Role: Studio owner with 5 instructors
- Problem: No unified system across multiple instructors' schedules
- Tech comfort: Low (prefers simple solutions)
- Goal: Single dashboard to see all classes and revenue

**4. CORE FEATURES (Top 5-7, no more)****List ONLY features critical for MVP**

For each feature, explain: What? Who uses it? Why do they need it?

**Example:****Feature 1: Class Management**

- What: Instructors create, edit, and publish classes
- Who: Instructors
- Why: Instructors need a way to list their available classes

**Feature 2: Student Booking**

- What: Students browse available classes and reserve spots
- Who: Students
- Why: Students need to see when classes are available and book

**Feature 3: Payment Processing**

- What: Accept payments, process transactions, pay out instructors
- Who: Students (pay), System (processes), Instructors (receive)
- Why: Revenue model—instructors keep 95%, platform takes 5%

**Feature 4: Booking Confirmations**

- What: Automated emails confirming bookings
- Who: Students receive, Instructors see in dashboard
- Why: Reduces no-shows and provides transaction records

**Feature 5: Attendance Tracking**

- What: Instructors mark who attended, export attendance records
- Who: Instructors
- Why: Instructors need records for business reporting

## 5. USER WORKFLOWS (Step-by-step flows for core actions)

### **WORKFLOW 1: How an Instructor Lists a Class**

1. Instructor logs in
2. Clicks "Create Class"
3. Enters: Class name, description, date, start time, end time, capacity, price
4. Selects: Difficulty level, class type (yoga, pilates, etc.)
5. Click "Publish"
6. Class appears in public booking interface
7. Instructor sees confirmation: "Class published successfully"

### **WORKFLOW 2: How a Student Books a Class**

1. Student discovers app (website, app store, friend referral)
2. Click "Browse Classes"
3. Sees all available classes (filtered by date, location, type)
4. Clicks on specific class
5. Sees: Class details, instructor bio, reviews, available spots, price
6. Click "Book Now"
7. Payment screen appears (Stripe)
8. Enters payment info
9. Payment processes
10. Student sees confirmation + email arrives with booking details
11. Calendar event added to student's calendar (optional)

### **WORKFLOW 3: How Instructor Manages Revenue**

1. Instructor logs into dashboard
2. Sees: Revenue this month, upcoming classes, recent bookings
3. Clicks "Payments"
4. Sees: Monthly revenue breakdown, commission taken by platform, payout amount
5. Clicks "Withdraw Funds"
6. Funds transfer to instructor's bank account (automatic weekly payouts)

## 6. DATA REQUIREMENTS

What information needs to be stored? How does it relate?

## **USERS TABLE**

- User ID (unique identifier)
- Email
- Password (encrypted)
- Name
- User Type (Instructor or Student)
- Phone number
- Address (optional)
- Created date

## **CLASSES TABLE**

- Class ID
- Instructor ID (who teaches this class)
- Class name
- Description
- Date
- Start time
- End time
- Capacity (max students)
- Current bookings (how many registered)
- Price
- Class type (yoga, pilates, etc.)
- Status (published, draft, cancelled)

## **BOOKINGS TABLE**

- Booking ID
- Student ID (who booked)
- Class ID (which class)
- Booking date
- Payment status (completed, pending, failed)
- Attendance (attended, no-show, cancelled)
- Amount paid

## **PAYMENTS TABLE**

- Payment ID
- Booking ID
- Amount

- Platform commission (5%)
- Instructor payout (95%)
- Payment date
- Payout date (when money reaches instructor account)
- Status (completed, pending, failed, refunded)

## 7. TECHNICAL INTEGRATIONS

What services does the app need to connect to?

- Payment Processing: Stripe (accept card payments)
- Email Service: SendGrid or Mailgun (send confirmations, reminders)
- Calendar: Google Calendar API (optional - sync classes to student calendars)
- Analytics: Amplitude or Mixpanel (track user behavior)
- Hosting: [Your chosen platform's hosting]
- Database: [Your chosen platform's database]

## 8. MUST-HAVE vs NICE-TO-HAVE

### **MUST-HAVE (Launch with these):**

- Instructor sign-up and login
- Instructor creates and publishes classes
- Student browse and book classes
- Payment processing (Stripe)
- Booking confirmation emails
- Basic dashboard (instructors see bookings)
- Attendance tracking

### **NICE-TO-HAVE (Add later):**

- Instructor reviews and ratings
- Class cancellation with automatic refunds
- Waiting lists for full classes
- Calendar sync (Google Calendar)
- SMS reminders
- Class pass/package pricing
- Student scheduling preferences
- Instructor scheduling templates

## 9. SUCCESS METRICS & GOALS (How will you measure success?)

### Month 1-3 Goals (Validation phase):

- 50-100 instructor sign-ups
- 500+ bookings
- 20%+ repeat booking rate
- \$1,000+ monthly revenue
- <2% payment failure rate

### Month 3-6 Goals (Growth phase):

- 500+ instructors
- 5,000+ monthly bookings
- 30%+ repeat rate
- \$10,000+ monthly revenue
- 90%+ payment success rate

### Ongoing Metrics:

- Active instructors (month-to-month)
- Bookings per instructor (growth indicator)
- Student retention rate (% who book multiple times)
- Revenue per instructor (LTV)
- System uptime (target: 99.5%)
- Customer satisfaction (NPS score)

## 10. CONSTRAINTS & ASSUMPTIONS

### Constraints:

- Budget: Under \$1,000 for MVP development
- Timeline: Launch within 6 weeks
- Team: Solo founder, non-technical background
- Initial platform: [Your chosen no-code platform name]

### Assumptions:

- Target instructors have email and basic smartphone
- Instructors willing to pay \$50-100/month
- Students willing to use app for booking
- Payment processing smooth with Stripe
- Can launch MVP with 5 core features

- Will have real users within 4 weeks

## **11. OUT OF SCOPE (What you're NOT building)**

### **For MVP, we are NOT building:**

- Mobile app (web-only for now, responsive design)
- Advanced scheduling algorithms
- AI-powered class recommendations
- Instructor certification system
- Community features (forums, messaging)
- Video classes/live streaming
- Equipment rental integration
- Integration with gym management systems

These may be added in future versions if market validates need.