

The SaaS Replacement Checklist

10 Tools You're Overpaying For (And Their Open-Source Alternatives)

A typical 25-person company spends \$50,000–\$150,000/year on SaaS subscriptions. Most of that spend can be replaced with open-source tools you own and control — no per-seat pricing, no vendor lock-in, no surprise price hikes.

01 Slack (\$8.75/user/mo) → Mattermost (Free (self-hosted))

Migration difficulty: **Easy**

Team messaging with channels, threads, and integrations. Self-hosted means your data stays yours.

02 Jira (\$8.15/user/mo) → Plane (Free (self-hosted))

Migration difficulty: **Medium**

Modern project management with issues, cycles, and modules. Clean UI that teams actually enjoy using.

03 Notion (\$10/user/mo) → Outline (Free (self-hosted))

Migration difficulty: **Easy**

Beautiful wiki and knowledge base. Markdown-native, fast search, and real-time collaboration.

04 Zoom (\$13.33/user/mo) → Jitsi Meet (Free (self-hosted))

Migration difficulty: **Easy**

Video conferencing with no account required for guests. End-to-end encryption available.

05 Mailchimp (\$13-350/mo) → Listmonk (Free (self-hosted))

Migration difficulty: **Medium**

High-performance email campaigns and newsletters. Handles millions of subscribers on modest hardware.

06 Google Analytics (\$0-150K/yr) → Plausible / Umami (Free (self-hosted))

Migration difficulty: **Easy**

Privacy-friendly analytics. No cookie banners needed. Lightweight script won't slow your site.

07 1Password (Biz) (\$7.99/user/mo) → Vaultwarden (Free (self-hosted))

Migration difficulty: **Easy**

Bitwarden-compatible password manager. Full-featured with organizations, sharing, and 2FA.

08 Salesforce (\$25-300/user/mo) → Twenty CRM (Free (self-hosted))

Migration difficulty: **Hard**

Modern CRM inspired by Notion. Open-source, API-first, with a clean graph-based data model.

09 Zendesk (\$19-115/agent/mo) → Chatwoot (Free (self-hosted))

Migration difficulty: **Medium**

Omnichannel customer support — live chat, email, social, WhatsApp — all in one dashboard.

10 Adobe Creative Cloud (\$55-85/mo) → GIMP + Inkscape + DaVinci (Free)

Migration difficulty: **Medium**

Full creative suite: photo editing, vector design, and professional video editing. Zero subscription.

Ready to cut your SaaS bill?

Book a free 30-minute SaaS audit. I'll map your entire stack, identify waste, and give you a prioritized migration roadmap — no obligation.

macneilmediagroup.com/contact | luke@macneilmediagroup.com | (774) 573-8963

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