

Enterprise SaaS AI Pricing

Current State Assessment Questionnaire

V2 - 3 March 2026

This questionnaire is designed to assess an enterprise SaaS company's readiness to adapt its pricing model in response to AI-driven cost pressures — particularly inference costs, the decline of seat-based pricing, and the uncertainty introduced by consumption-variable AI features. Complete responses will inform a tailored pricing strategy recommendation. It is also intended to provide a framework to generate useful internal discussion and debate between key stakeholders.

Section 1: Current Pricing Model

1. What metrics do you currently use to price your product (e.g., seats, usage, outcomes, tiers)?

2. Do you have AI-specific pricing today, including pass-through pricing for third-party model costs? If so, how is it structured?

3. What is your median contract length, and do your contracts permit pricing adjustments mid-term?

Section 2: AI Feature Architecture

4. Are AI features part of your core product, offered as add-ons, or both? How does that split look today versus your roadmap?

5. Do you have an even usage load or defined peak loads? Do you expect inference demand to scale with those peaks, and do existing SLAs apply to inference response times?

1. **What is the purpose of the study?**

2. **What are the research objectives?**

Methodology

3. **What is the research design?**

4. **What are the data sources?**

5. **What are the data collection methods?**

6. **What are the data analysis methods?**

Results and Discussion

7. **What are the findings?**

8. **What are the conclusions?**

9. **What are the implications?**

10. **What are the limitations?**

1. What is the main purpose of this document?

2. What are the key findings of the study?

3. What are the implications of these findings for practice?

4. What are the limitations of the study?