



SaaS, Cloud, and AI Contracts: Where Technology Leaders Lose Leverage

- SaaS Inflation Index 2026: 16.4% in June; 5X CPI – [Resubly](#)
- **SaaS** contracting via Zylo
 - Median spend \$20.6M/year; 240 apps¹
 - The average enterprise faces nearly 211 SaaS renewals every year²
 - 2026 SaaS Management Index reported that organizations left an average of 36% of their licenses unused³
 - Gartner projects that by 2027, 70% of leading SaaS vendors will offer consumption-based pricing across at least part of their portfolio.⁴
- **Cloud:** “The lock in that mattered was written into the agreement” – [Redress Compliance](#)
 - Egress costs = switching costs
 - Committed use discounts without unwind or reallocation rights
 - No defined data extraction or transition assistance
- **AI:** 20 contract clauses to demand – [Atonement](#)
 - IP ownership, data rights, model stability, SLA, commercial clauses, exit clauses
 - Insist on opt-in: no training on inputs, prompts, outputs, logs, or metadata without specific written consent for each use
 - Issue: Multi-year lock-in without termination for convenience
 - No committed change notice.



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