**Dynamic Saas Contract Framework**

**Here is the paraphrased version of a good B2B SaaS contract:**

1. ﻿﻿﻿[Customer] is a customer of [SaaS business] until [Customer] chooses to cancel this contract as per [cancellation terms].
2. ﻿﻿﻿This contract is governed by [general terms, definitions, legislation, etc.].
3. ﻿﻿﻿The [Customer]'s purchases at any time are given in [Appendix 1 - Overview of Selected Purchases], which will be replaced in full if purchases are updated.
4. ﻿﻿﻿Prices and payment terms are listed in [Appendix 2 - Catalog of Products and Services] and are subject to change.
5. ﻿﻿﻿For an overview of the current setup of our joint operational relationship, please refer to [Appendix 3 - Playbook], which is subject to change.

And if you really need to, you can add:

1. ﻿﻿﻿It is further agreed that [Appendix 2 or 3] will not change for [insert number of years].
2. ﻿﻿﻿It is further agreed that a discount is granted for [limited duration], [discount mechanism], and [amount] as pertaining to [specific product purchase].

Ulrik Lehrskov-Schmidt, *The Pricing Roadmap: How to Design B2B SaaS Pricing Models That Your Customers Will Love*, (2023), 252