

THE AI SURVIVAL CANVAS

A one-page stress test for AI SaaS founders. Find what breaks at 10x before investors do.

9 blocks · 3 levels · one Survival Verdict · 90-min protocol · v1.9

COMPANY STAGE DATE

ONE-LINER

FOUNDER

ANCHOR METRICS

ARR BURN RUNWAY AI LAYER GM CASH

QUICK PASS › Short on time? Fill Blocks 1, 4, 9 first (15 min). Come back for the rest.

LEVEL A · STRATEGY — will you even reach scale

1. Workflow wedge › Is yours a wedge — or a sticker? <input type="text"/> <input type="text"/>	2. Distribution engine › Does growth recruit itself, or does it cost ad spend? <input type="text"/> <input type="text"/>	3. Retention loop › Are users still here twelve months in? <input type="text"/> <input type="text"/>
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LEVEL B · ECONOMICS — will you survive your own success

4. Inference › Does AI-layer gross margin sit above 40%? <input type="text"/> <input type="text"/>	5. Heavy users › Do your top users pay for the cost they create? <input type="text"/> <input type="text"/>	6. Unit economics › Does LTV survive a contribution-margin test? <input type="text"/> <input type="text"/>	7. Burn & runway › What's the runway under one realistic shock? <input type="text"/> <input type="text"/>
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LEVEL C · SYNTHESIS & VERDICT — will you survive the worst case

8. Shock stress test › Which layer fails first under stress? <input type="text"/> <input type="text"/>	9. Survival Verdict › Would an investor repeat your verdict in 20 minutes? <input type="text"/> <input type="text"/>
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YOUR SHAREABLE SURVIVAL VERDICT

Will this business survive at scale — and why?

Today we are . At 10x scale, breaks. Because .

GLOSSARY AI Layer GM = gross margin after model & inference costs · Inference COGS = cost per AI call (model + token) · LTV:CAC = lifetime value vs customer acquisition cost
Contribution margin = revenue minus variable costs (incl. inference) · Payback = months to recover CAC from contribution profit · Vendor repricing = your AI provider raising per-token prices

[Read the free 90-minute guide](#) ›

Use it before your next board meeting, investor call, or accelerator review.

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