



The SaaS Surge: AI, Adaptation & the Next Growth Frontier

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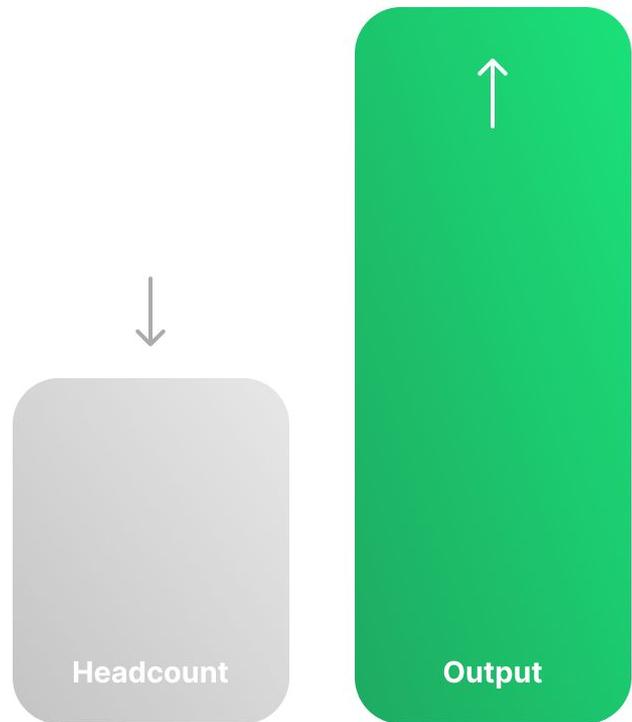
Lean Teams. Massive Output.

SaaS funding **down 40% YoY**

Teams leaner than ever

Yet innovation is **accelerating**

The paradox of SaaS 2025: fewer people, more progress.





AI Isn't A Feature. It's The Foundation.

Winners won't add AI — they'll
build around it.

1

The next SaaS leaders are **AI-native**,
not **AI-enhanced**

2

They're **rebuilding workflows**, not
layering copilots

3

Notion, Runway, Perplexity —
all **built AI-first**



The Fastest Adoption Curve in History

100M users →
ChatGPT in 2 months

50% of YC startups
have **AI in core product**

Model costs ↓, ↑ context
windows, **capability compounding**

1. Internet

2. Mobile

3. AI

This isn't hype.
It's infrastructure.



Canada: From Research to Revolution

Geoffrey Hinton

Toronto

Mila

Montreal

Vector

Toronto



**Cohere, Tenstorrent, Waabi,
Xanadu, Boardy**

The opportunity isn't to catch up —
it's to lead.



Boardy: The World's Most Connected AI

First AI to **raise its own \$8M** seed round (led by Creandum)

Connects founders, investors, and operators intelligently

Powers advisory boards, fundraising, and partnerships

AI isn't replacing relationships — it's accelerating them.



Five AI Plays for Every SaaS Founder in 2025



Customer Discovery

ChatGPT + LinkedIn for ICP mapping



AI Support

Intercom Fin or ElevenLabs for instant context



Sales Enablement

Clay / Apollo for AI-personalized outreach



Product Intelligence

Retool + LangChain for usage insights



Fundraising Intel

Boardy for warm investor connections

These tools collapse months of work into hours.



The Modern AI-Powered SaaS Stack

Build

Replit, Cursor, GitHub Copilot

Operate

Glean, Notion AI, Ramp

Market

Jasper, Runway, Synthesia

Sell

Clay, Apollo, Lavender

Raise

Boardy

AI now powers every layer of the SaaS lifecycle.



The Old Playbook Is Dead

If you're still scaling like it's 2018, you're already behind.

Old:

Linear Funnels

Generic Outreach

Top-Down SaaS

New:

AI-Driven Loops

Contextual Conversations

User-First Microtools



Adaptation Is the New Moat

AI **won't** replace
founders

Founders who use AI **will replace**
those who don't

Every great founder now has an
AI co-founder

**You don't need to build AI — you
need to think with it.**



Proof: AI-Native Companies Are Winning



Powering Enterprise LLMs



Autonomous Driving Via Simulation



Drug Discovery With AI



Connecting The Global Startup Network

This wave isn't theory —
it's traction.



From Scale To Intelligence

The next SaaS surge won't be bigger — it'll be smarter.

Intelligence



Scale

Personalization



Process

Speed



Size



AI Isn't A Feature. It's The Foundation.

Don't just talk about AI —
build with it.

1

The **tools** are ready

2

The **infrastructure** is here

3

The only question: How fast will you **adapt**?



Let's Make Canada the Global Epicenter of AI SaaS

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