

# PartnerScope for Corundum Corp.

Reducing Partner Discovery from Weeks to Minutes

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## The Bottleneck

Corundum Corp. has spent a decade building expertise in open innovation and venture building. But partner discovery remains a bottleneck—searching databases, reviewing websites, evaluating fit based on experience and gut feel, and often re-doing work when priorities shift.

**Current baseline:** 100-200 hours per customer (avg: 150) at ¥10,000/hour = **¥1,500,000**

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## The Workflow

Stage	Today	With PartnerScope
Requirements	Manual interviews	AI-guided conversation (10 min)
Research	Database + web searches	Multi-source AI search (5 min)
Evaluation	Spreadsheets, gut feel	Multi-dimensional scoring (10 min)
Refinement	Re-do research	Instant iteration (2 min)
<b>Total</b>	<b>100-200 hours</b>	<b>Under 1 hour</b>

**1. Discovery Chat** — AI-guided conversation extracts partner type, must-haves, success criteria, red flags. Can be consultant-led or client self-service (send link before meeting).

**2. Search** — Searches databases and web simultaneously, finds obvious and non-obvious partners.

**3. Evaluate** — 20 candidates scored on configurable dimensions (weights adjustable).

**4. Refine** — Narrow specifications as results come in. Adjust weights, exclude candidates, run additional searches—build on what you've learned instead of starting over.

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## For Consultants

**“What if the AI misses something?”** You review everything before it goes to the client. The AI generates candidates; you apply judgment.

**“Can I customize it?”** Yes. Evaluation dimensions and weights are adjustable per client type.

**“What about confidentiality?”** Client information stays within the session. No data is used to train AI models.

**“Will this make my work less valuable?”** The opposite. Less time gathering data, more time on strategic advice and relationship building.

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## Quality Control

Your gut feel doesn’t go away—it gets applied where it matters:

- **Review** requirements before searching
  - **Customize** evaluation criteria and weights
  - **Compare** against other tools (Gemini, OpenAI Deep Research)
  - **Refine** based on your judgment and industry knowledge
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## What Clients Receive

- Company profiles with fit rationale
  - Multi-dimensional scores with confidence levels
  - Strengths, concerns, and recommended next steps
  - Transparent, explainable methodology
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*PartnerScope — Partner discovery at the speed of innovation.*

*UTokyo Research, 2026*