

# PartnerScope for Corundum Corp.

## Reducing Partner Discovery from Weeks to Minutes

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Corundum Corp. is more than an investor. As an international innovation group, Corundum brings together researchers, investors, and innovators to create synergies between science, technology, and business. A critical part of this work is helping portfolio startups find the right partners—whether for market distribution, prototyping and testing, technology integration, or manufacturing.

## The Bottleneck

*“Corundum Corp. has a customer (e.g. startup) with a business idea, and needs to assist them with finding business partners such as investors, technology providers, or manufacturers. How can they do this in the best way?”*

This partner matching work is valuable but time-intensive—searching databases, reviewing websites, evaluating fit based on experience and gut feel, and often re-doing research when priorities shift.

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

**With PartnerScope:** Under 1 hour consultant time + **¥150-300 API costs**

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## The PartnerScope 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 extracts partner type, must-haves, success criteria, red flags. Consultant-led or client self-service.

- 2. **Search** — 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.
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## For Consultants

- “What if the AI misses something?” — You review everything before it goes to the client.
  - “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 trains AI models.
  - “Will this make my work less valuable?” — The opposite. Less data gathering, more strategic advice.
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## Quality Control & Deliverables

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)

**Clients receive:** Company profiles with fit rationale, multi-dimensional scores, strengths/concerns, and transparent methodology.

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## Future: Integration with Corundum Data

| Data Source       | What It Enables                                |
|-------------------|--|
| Past partnerships | Prioritize companies similar to past successes |
| Client history    | Avoid recommending past clients as partners    |
| Internal network  | Surface warm introductions                     |

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This turns PartnerScope into a tool that reflects Corundum’s decade of expertise.

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