

PartnerScope for Corundum Corp.

Scaling Partner Discovery Without Scaling Headcount

The Challenge

Corundum Corp. has built a decade of expertise in open innovation and venture building. Your team excels at turning early-stage technologies into real businesses through strategic partnerships.

But partner discovery remains a 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?”

Today, this means: - Hours of manual research per client engagement - Searching multiple databases and websites - Inconsistent evaluation criteria across team members - Limited capacity to serve more clients simultaneously

The question isn’t whether your team can find good partners—it’s whether you can do it at scale without compromising quality.

How PartnerScope Fits Your Workflow

PartnerScope augments your consultants’ expertise, not replaces it. Your team remains in control while AI handles the time-intensive discovery and initial filtering.

Current Workflow:

Stage	Today	Time
Client intake	Manual interviews, note-taking	1-2 hours
Partner research	Database searches, web research	4-8 hours
Candidate evaluation	Spreadsheets, gut feel	2-4 hours
Refinement	Re-do research based on feedback	2-4 hours
Total		9-18 hours

With PartnerScope:

Stage	With PartnerScope	Time
Client intake	Guided conversation extracts requirements	10-15 min
Partner research	Multi-source AI search	2-5 min
Candidate evaluation	Multi-dimensional scoring	5-10 min
Refinement	Instant re-ranking, no re-search	1-2 min
Total		20-30 min

Your consultants shift from data gathering to strategic advisory—where their expertise matters most.

Three Ways to Use PartnerScope

1. Accelerate Client Engagements

Run a comprehensive partner search during the initial client meeting. By the end of a one-hour session, you have:

- Structured client requirements (automatically extracted)
- 20 ranked partner candidates with rationale
- Multi-dimensional evaluation scores
- Talking points for each top candidate

Impact: Deliver preliminary results in the first meeting instead of a follow-up.

2. Scale Your Service Capacity

Each consultant can handle more client engagements when partner research takes 30 minutes instead of 8 hours.

Metric	Before	With PartnerScope
Research time per client	8 hours	30 minutes
Clients per consultant/week	2-3	8-12
Time to first deliverable	3-5 days	Same day

Impact: Serve 4x more clients without hiring.

3. Validate and Benchmark Results

Use the comparison feature to validate PartnerScope results against other research methods:

- Run the same query through Gemini Deep Research or OpenAI
- PartnerScope evaluates both result sets with identical criteria
- Side-by-side comparison shows which found better partners

Impact: Confidence that you’re delivering the best possible candidates.

What Your Clients Get

When Corundum delivers partner recommendations powered by PartnerScope, clients receive:

- Structured Partner Profiles:** - Company name, website, industry, location - Why they’re a good fit (specific to client’s needs) - Strengths and potential concerns - Recommended next steps
 - Multi-Dimensional Scoring:** - Market compatibility - Technical synergy - Financial health - Strategic alignment - Growth potential - Risk assessment
 - Transparent Methodology:** - Clear evaluation criteria - Adjustable weights based on client priorities - Confidence scores for each assessment
-

Adapting to Different Client Types

PartnerScope handles the full range of partner needs your clients bring:

Client Need	Partner Type	Example Search
“We need to test our prototype”	Pilot Partners	Universities, corporate innovation labs
“We need manufacturing capacity”	Manufacturing Partners	Contract manufacturers, OEMs
“We need distribution channels”	Distribution Partners	Resellers, platform providers
“We need technical integration”	Technology Partners	API providers, complementary tech
“We need funding”	Investment Partners	VCs, corporate venture arms
“We need credibility”	Validation Partners	Research institutions, industry bodies

The AI adapts its search strategy based on what the client actually needs.

Quality Control

Your reputation depends on recommendation quality. PartnerScope provides multiple safeguards:

Before Search: - Review and edit extracted client requirements - Choose data sources (curated databases vs. live web search) - Select quality level (thorough vs. fast)

During Evaluation: - Customize evaluation dimensions and weights - Exclude competitors or unsuitable candidates - Focus on specific criteria important to the client

After Results: - Compare against external research tools - Refine rankings without re-running search - Export results for client deliverables

Your consultants make the final call—PartnerScope just gets them there faster.

Cost Structure

Transparent, usage-based pricing:

Operation	Cost
Discovery conversation	~\$0.02/message
Partner search (20 results)	~\$0.80-1.50
Evaluation	~\$0.15-0.30
Typical full engagement	\$1-2

Compare to consultant time: 8 hours × hourly rate = significant savings.

Integration with Your Practice

PartnerScope complements Corundum's existing capabilities:

Corundum Expertise	PartnerScope Support
Client relationship management	Structured needs discovery
Industry knowledge	AI-powered research at scale
Strategic advisory	Data-driven candidate ranking
Deal facilitation	Shortlist with rationale
Long-term partnership support	Initial matching and evaluation

The tool handles discovery; your team handles relationships and strategy.

Getting Started

Pilot Approach:

1. Select 2-3 upcoming client engagements

2. Run PartnerScope in parallel with your normal process
3. Compare results, time spent, and client satisfaction
4. Evaluate fit for broader adoption

What You'll Need: - Web browser (no installation required) - OpenAI API key (or we can provide access) - 30 minutes to learn the workflow

Summary

Challenge	PartnerScope Solution
Partner research takes 8+ hours	Comprehensive search in minutes
Inconsistent evaluation criteria	Standardized multi-dimensional scoring
Limited consultant capacity	4x more clients per consultant
Slow time-to-deliverable	Same-day preliminary results
Quality concerns with AI	Human-in-the-loop at every stage

PartnerScope doesn't replace Corundum's expertise—it amplifies it.

Your consultants spend less time gathering data and more time doing what they do best: building relationships and creating impactful ventures through collaboration.

PartnerScope — Partner discovery at the speed of innovation.

Developed in collaboration with UTokyo Research, 2026