

PartnerScope for Corundum Corp.

Reducing Partner Discovery from Weeks to Minutes

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**

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)
Total	100-200 hours	Under 1 hour

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.

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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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

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

Next Steps: Pick an upcoming engagement. Run PartnerScope alongside your normal process. Compare results.

PartnerScope — Partner discovery at the speed of innovation.

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