

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