PartnerScope for Corundum Corp.

Reducing Partner Discovery from Weeks to Minutes

The Challenge

> *"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?"*

Current Reality:

Metric	Today
Hours per customer	100-200 hours
Average	150 hours
Cost per hour	¥10,000
Total cost per customer	**¥1,500,000**

This is manual, time-intensive work: searching databases, reviewing websites, evaluating fit, and iterating based on client feedback.

What PartnerScope Does

PartnerScope uses AI to handle the time-intensive parts of partner discovery while keeping your team in control.

Stage	Today	With PartnerScope
Requirements gathering	Manual interviews	Guided AI conversation (10 min)
Partner research	Database + web searches	Multi-source AI search (5 min)
Candidate evaluation	Spreadsheets, manual review	Multi-dimensional scoring (10 min)
Refinement cycles	Re-do research	Instant re-ranking (2 min)
Total	**100-200 hours**	**Under 1 hour**

Cost comparison:

Approach	Hours	Cost
Manual process	150 hours	¥1,500,000
PartnerScope	<1 hour + API costs	~¥10,000 + ¥200

How It Works

1. Discovery Chat Guided conversation extracts structured requirements from the client—partner type, must-have capabilities, success criteria, red flags.

2. Multi-Source Search AI searches both curated databases and live web, finding obvious partners and non-obvious ones the client wouldn't have thought to look for.

3. Evaluation & Ranking 20 candidates scored across multiple dimensions (market fit, technical synergy, strategic alignment, etc.) with adjustable weights.

4. Refinement Exclude candidates, adjust priorities, or dive deeper—without re-running the entire search.

Quality Assurance

Your team stays in control:

- **Review** extracted requirements before searching
- **Customize** evaluation dimensions and weights
- **Compare** results against other AI research tools (Gemini, OpenAI)
- **Refine** rankings based on your expertise

PartnerScope handles discovery; your team applies judgment and relationships.

What Clients Receive

Structured partner profiles with: - Company details and fit rationale - Multi-dimensional scores with confidence levels - Strengths, concerns, and recommended next steps - Transparent methodology they can understand

Getting Started

1. Select an upcoming client engagement
2. Run PartnerScope alongside your normal process
3. Compare results and time spent
4. Evaluate fit for broader use