

# PartnerScope for Corundum Corp.

## Reducing Partner Discovery from Weeks to Minutes

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### The Bottleneck

Corundum Corp. has spent a decade building expertise in open innovation and venture building. 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?”*

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**

**With PartnerScope:** Under 1 hour consultant time + **\$1-2 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

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

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