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. 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?"*

Current baseline:

Per Customer	
Hours spent	100-200 (avg: 150)
Hourly cost	¥10,000
Total cost	**¥1,500,000**

This is searching databases, reviewing websites, evaluating fit based on experience and gut feel, iterating on client feedback, and often re-doing work when priorities shift—valuable work, but time-intensive and hard to scale.

What Changes with PartnerScope

Stage	Today	With PartnerScope
Requirements gathering	Manual interviews, note-taking	AI-guided conversation (10 min)
Partner research	Database + web searches	Multi-source AI search (5 min)
Candidate evaluation	Spreadsheets, gut feel	Structured multi-dimensional scoring (10 min)
Refinement cycles	Re-do research	Instant re-ranking (2 min)

Stage	Today	With PartnerScope
Total	**100-200 hours**	**Under 1 hour**

Cost impact:

	Hours	Cost
Manual process	150	¥1,500,000
With PartnerScope	<1	~¥10,000 + ¥200 API

The Discovery Chat

One of the most time-consuming parts of partner search is understanding what the client actually needs. The Discovery Chat handles this through guided conversation.

How it works: - AI coach asks strategic questions about the client's business - Extracts partner type, must-have requirements, success criteria, red flags - Outputs structured brief ready for search

Two ways to use it:

Option	How	When
Consultant-led	Run the chat during client meeting	Standard workflow
Client self-service	Send chat link to client before meeting	Client arrives prepared, meeting starts with structured brief

The self-service option means clients can do the intake on their own time, and your first meeting starts with actionable requirements instead of discovery questions.

The Full Workflow

1. Discovery — Guided chat extracts structured requirements

2. Search — AI searches databases and web simultaneously, finds obvious and non-obvious partners

3. Evaluate — 20 candidates scored on market fit, technical synergy, strategic alignment (weights adjustable)

4. Refine — Exclude candidates, adjust priorities, dig deeper—no re-searching needed

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For Consultants: Common Questions

“What if the AI misses something important?” You review everything before it goes to the client. The AI generates candidates; you apply judgment. Think of it as a research assistant that works fast, not a replacement for your expertise.

“Can I customize it for different client types?” Yes. Evaluation dimensions and weights are adjustable. A hardware startup looking for manufacturers gets different criteria than a SaaS company looking for channel partners.

“How do I explain this to clients?” The methodology is transparent—clients see the evaluation criteria and scores. Many clients appreciate the structured approach; it shows rigor.

“What about confidentiality?” Client information stays within the session. No client data is used to train AI models. Search queries go to external APIs but contain only the partner requirements, not sensitive client details.

“Will this make my work less valuable?” The opposite. You spend less time on data gathering and more time on strategic advice, relationship building, and deal facilitation—where your expertise matters most.

Quality Control

Your expertise stays central—but now it’s applied to curated candidates instead of raw research:

- **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

The gut feel doesn’t go away—it gets applied where it matters most: evaluating fit, not gathering data.

What Clients Receive

- Company profiles with fit rationale
- Multi-dimensional scores with confidence levels
- Strengths, concerns, next steps
- Transparent, explainable methodology

Next Steps

1. Pick an upcoming client engagement
2. Run PartnerScope alongside normal process

3. Compare results and time spent

Future: Integration with Corundum Data

PartnerScope becomes more powerful when connected to your existing knowledge:

Data Source	What It Enables
Past partnerships	"Companies similar to ones that worked before"
Client history	Avoid recommending past clients as partners
Internal network	Surface warm introductions through existing relationships
Deal outcomes	Learn which partner types succeed for which client types

This turns PartnerScope from a general tool into one that reflects Corundum's decade of expertise and relationships.

PartnerScope — Partner discovery at the speed of innovation.

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