

# 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
<b>Total cost</b>	<b>¥1,500,000</b>

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
<b>Total</b>	<b>100-200 hours</b>	<b>Under 1 hour</b>

#### 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
<b>Consultant-led</b>	Run the chat during client meeting	Standard workflow
<b>Client self-service</b>	Send chat link to client before meeting	Client prepares in advance, meeting starts with structured brief already in hand

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

# 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
- 

*PartnerScope — Partner discovery at the speed of innovation.*

*UTokyo Research, 2026*