

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, iterating on feedback —valuable work, but time-intensive.

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, manual scoring | Multi-dimensional ranking (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 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:

- **Review** requirements before searching
- **Customize** evaluation criteria and weights
- **Compare** against other tools (Gemini, OpenAI Deep Research)
- **Refine** based on your judgment

PartnerScope handles the searching; you handle the relationships and strategy.

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.

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