

RunwayOffer Partner Kit

A printable summary of our offer process for restructuring professionals: roles, intake checklist, data protection, timeline, economics and common questions.

From: RunwayOffer (runwayoffer.com) · **For:** bankruptcy attorneys (debtor and committee side), Chapter 7, Chapter 11 and Subchapter V trustees, assignees in ABCs, turnaround consultants and chief restructuring officers.

1. How we work with counsel

- **You own the relationship.** We report to the professional who brought the matter. No contact with the debtor, lenders or committee without your sign-off.
 - **Go / no-go in a day.** A quick read on marketability, likely range and blockers, from a systems list alone.
 - **Competing written offers.** We approach multiple qualified buyers and return a bid table you can compare side by side.
 - **Filing support.** A draft marketing declaration, asset description, privacy analysis and proposed-order language for your edits.
 - **No referral fees.** We don't pay or take referral fees. Our compensation is disclosed in the papers and approved where required.
-

2. What we need from you

1. **Parties for conflicts.** Debtor and affiliate names, case number and court if filed, major secured creditors.
2. **Case posture.** Chapter or out-of-court route (ABC, receivership, workout), key dates, any bid procedures or milestones.
3. **Systems and history.** The platforms in use and roughly how many years of records each holds.

4. **Restrictions you already know.** Privacy policy versions, customer confidentiality terms, regulated data categories.
 5. **Your preferred role for us.** Valuation read only, full offer process, or support to an existing broker or investment banker.
-

3. Confidentiality and de-identification

- **Confidentiality first.** NDA with the estate and its counsel before any records are reviewed.
 - **Exclusion list agreed with you.** Privileged files, regulated data and contract-restricted records are carved out before processing.
 - **Identifier removal.** People, companies, contact details, account numbers and secrets are stripped or replaced with consistent placeholders.
 - **Sample-only marketing.** Bidders review small redacted samples under NDA. No full data set moves before a court order or, out of court, the fiduciary's sign-off.
 - **Written deletion.** Working copies are destroyed at close, with a deletion certificate for your file.
-

4. Timeline

1. **Day 1: Go / no-go.** Conflicts cleared and an initial read on value and blockers.
2. **Days 2–7: Scope.** NDA, inventory, exclusions and privacy-policy review with you.
3. **Weeks 2–3: Offers.** Redacted samples to bidders; written offers collected into a bid table.
4. **Week 4: File.** Your motion goes in with our declaration, asset description and proposed-order language.
5. **Weeks 6–8: Approve and close.** Objection deadline, hearing, order, delivery and payment to the estate.

Out-of-court matters (ABCs, receiverships) usually move faster; complex cases with active committees can take longer.

5. Economics

No cost to the estate upfront. We do not pay or accept referral fees. Any fee to RunwayOffer is disclosed in the sale motion and subject to court approval where required.

6. Common questions

Do you pay referral or finder's fees?

No. We don't pay or accept referral fees. Professionals refer matters to us because the process helps their client or estate, and that independence is easy to disclose.

Can you work alongside an investment banker or broker already retained?

Yes. We can run the data-asset process as a separate workstream and report results to the retained banker, or simply provide a valuation read.

Does this work out of court?

Yes. Assignees in ABCs, receivers and companies in workouts can run the same offer process; the fiduciary approves instead of the court, and our package documents the decision.

Who files and argues the motion?

Estate counsel or the trustee. We supply facts, declarations and draft language. We don't give legal advice or appear in court for the estate.

What if no buyer bids?

Then you've spent nothing, and you have a documented market test that supports abandonment or other treatment of the asset.

What size matters?

Most strong matters involve 20 or more employees and several years of history in email, chat, ticketing or CRM. We'll tell you quickly if a smaller matter is worth pursuing.

Is the data sold outright?

Usually it's a non-exclusive license of a de-identified copy. The estate keeps the originals and can still sell the business or the records to someone else.

Contact

offer@runwayoffer.com · <https://runwayoffer.com/partners/>

General information for professionals, not legal advice. Outcomes depend on the facts, the court and the parties.