



# DIVERSE SUPPLIER CERTIFICATION



**G**reensfelder serves as counsel to business owners who need legal support for getting certified as women-, minority- and veteran-owned business enterprises so they can bid on diverse supplier contracting opportunities, as well as supporting their ongoing business growth and compliance needs.

We have extensive experience in the complexities that arise during the certification and contracting process for MBE, WBE, VBE and DBE companies, including the many variations by location or state. Our certification-related services include contract drafting, review, and negotiation services. Our team has hands-on experience with certification applications, including serving on an application review committee for one of the national certification agencies as well as having direct certified business owner experience. We work with businesses looking to get certified in response to an opportunity to work with a certain partner or client, as well as those who are looking to grow their opportunities by qualifying for federal, state, local or public university contracts.

## DIVERSE SUPPLIER CERTIFICATION CONSULTANT SERVICES

Our certification consultant services include:

- A planning and strategy session that includes counsel on what certification will best fit your goals
- A document checklist outlining all required documents for the certification process
- Document review to identify problems or challenges
- Application preparation and filing agency Q&A responses
- Site visit preparation
- Approval follow-up
- Based on established relationship post-certification, providing ongoing support for contracting and other legal matters.

## OUTSIDE GENERAL COUNSEL SERVICES

To help business owners and executives increase efficiency and effectiveness while managing overhead expenses, our team operates in a day-to-day advisory capacity as outside general counsel. We provide “first call” counsel on business matters such as those related to operational advisory, talent and employee management, supplier and vendor management, financial and strategic planning, and intellectual property protection and enforcement.

## WHY US?

One of Greensfelder’s core values is to be “people-focused,” and our commitment to Equity & Inclusion is a firmwide priority. We believe that a diverse environment maximizes the firm’s ability to meet the needs of our clients and reflect the communities we serve — and we believe in helping diverse suppliers receive the support they need as they grow their businesses and find new opportunities.

## KEY SUPPLIER DIVERSITY CONTACT

If you have questions or are interested in pursuing a certification, or if your business is already certified and need ongoing legal and business counsel, please contact **Paula Finch**.



### **Paula Finch**

[pfinch@greensfelder.com](mailto:pfinch@greensfelder.com)

314.345.4748

Paula Finch is an experienced business attorney who represents businesses in supplier diversity opportunities and certifications, as well as commercial transactions, acquisitions, negotiations, contracting. For minority and women-owned businesses, Paula frequently assists in certifications, creating new business ventures, and negotiating contracts. She is experienced in the issues that arise during the certification and contracting process for MBE, WBE, VBE and DBE companies. Paula has previously been an entrepreneur herself, running a certified Women's Business Enterprise (WBE) firm focused on transactions, contract drafting and negotiations, supplier diversity certification, and other areas of practice. She is a graduate of Indiana University McKinney School of Law.