

Vendor Contracting & Management

Vendor relationships can be a source of competitive advantage—or compliance risk. At Hinshaw, we help clients navigate every stage of the vendor contracting lifecycle with a focus on clarity, compliance, and efficiency. We provide practical guidance on structuring, drafting, and negotiating third-party service provider agreements that support your business goals and meet regulatory expectations.

We understand the unique pressures facing financial institutions and other highly regulated entities, and we regularly advise on contracts and vendor oversight programs in alignment with OCC, FDIC, Federal Reserve, CFPB, and FFIEC guidance. From upfront diligence through renewal or termination, we work as an extension of your team to help you manage risk and move forward with confidence.

We counsel clients on:

- Vendor risk classification and tiering
- Pre-engagement due diligence and vendor selection
- Drafting and negotiation of contracts across service lines
- Regulatory compliance reviews and internal policy alignment
- Contract amendments and terminations
- Supervisory response and remediation strategies related to vendor oversight deficiencies

Our team has helped OCC-regulated institutions and other financial entities build and enhance third-party vendor management programs and successfully navigate examinations and enforcement actions.

Areas of Focus

Contract Drafting & Negotiation

We draft and negotiate contracts across a wide range of service areas, including:

- SaaS and cloud-based services
- On-premises software licenses and maintenance agreements
- AI and behavioral analytics tools
- Bank partnerships and referral programs
- Collection agency and lead generation agreements
- Loan servicing, default insurance, and point-of-sale finance contracts

- Consumer and mortgage loan purchase and sale agreements

Regulatory Response & Remediation

Our team helps clients navigate supervisory inquiries, enforcement actions, and remediation efforts involving third-party contracting and oversight. We work closely with in-house legal and compliance teams to manage risk and strengthen internal processes.

Third-Party Risk Management

We advise on third-party risk classification, pre-engagement diligence, internal approvals, and ongoing oversight. We also assist with developing or amending third-party vendor management policies and programs to reflect regulatory guidance and business needs.

More Than Just Contract Review

We approach vendor contracting as part of a broader business and compliance strategy. Our team helps clients evaluate vendor dependencies, streamline contracting processes, and embed legal and regulatory considerations into every stage of the vendor relationship.

To Find Out More Contact



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