



# DOCUMENT CRUNCH & E-J ELECTRIC INSTALLATION

SETTING A NEW STANDARD FOR COMPANY-WIDE RISK MANAGEMENT —  
SAVING TIME, REDUCING LEGAL SPEND, AND DRIVING CONSISTENCY.

E-J Electric Installation Co., founded in 1899 and headquartered in Long Island City, NY, is one of the nation's largest electrical contractors. With more than 3,500 employees and 28 offices nationwide, E-J delivers complex projects with scale and precision.

**Mike Rascona**, Vice President of Technology Operations, ensures that new tools deliver measurable impact by collaborating with teams across the company. **Eric Mapplethorpe**, Operations Manager, was the catalyst behind E-J's adoption of Document Crunch and remains a driving force in its success by bringing deep industry expertise to support implementation and serving as a strategic partner to Document Crunch. As E-J Electric sought a better way to manage contracts, maintain consistency, and reduce legal dependency, Document Crunch emerged as the clear solution.



*"We evaluated Document Crunch from three standpoints: risk mitigation, reduced legal spend, and the ability to educate and drive efficiencies for our project managers. Over time, it has delivered even more value than we expected by also helping us **build consistency and confidence** across every project."*

— **Mike Rascona**, Vice President of Technology Operations, E-J Electric Installation Co.

## The Challenge

As E-J Electric scaled, maintaining contract visibility and consistency across dozens of project teams became increasingly complex. Key challenges included:

**1****Manual, Inconsistent Contract Reviews:**

Project managers manually combed through lengthy contracts, creating variability and human error across projects.

**2****Heavy Reliance on Legal Departments:**

Frequent consultation with legal teams slowed reviews and increased costs, especially for minor items that could be resolved internally.

**3****Dispersed Information & Limited Access:**

Contract terms were buried in static PDFs, making it difficult and time consuming for project teams to locate critical details like milestones, insurance requirements, or liquidated damages.

*"Giving access to the contracts and that level of insight really reduced the amount that we would have to go out for every little thing to a legal department. Now we're using our legal team more strategically—focused on the complex, high-value issues instead of the day-to-day questions."*

**Mike Rascona**

Vice President of  
Technology Operations  
E-J Electric Installation Co.



## The Solution

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## The Solution

To address these challenges, E-J Electric adopted Document Crunch which has transformed how the company reviews and manages contracts to reduce risk:

### ✓ PROACTIVE RISK MITIGATION

E-J was able to recreate what was once a static manual checklist into a custom **CrunchAI Checklist** to instantly identify the key items they cared most about. This included items such as unusual insurance requirements and excessive penalties, which has led to more informed, proactive discussions with clients and partners.

### ✓ POST-CONTRACT PLAYBOOKS FOR PROJECT MANAGEMENT

Teams now use Document Crunch's Project Playbook during the execution phase to track key clauses, such as milestones, notice requirements, and damages, which helps ensure no critical term is overlooked during construction.

### ✓ CONVERSATIONAL AI FOR EASY ADOPTION

With Chat, project managers can now "talk to their contracts" by asking questions and receiving sourced, contextual answers. This has improved adoption, especially among teams hesitant to embrace new tech.

### ✓ STANDARDIZING HOW EVERY PM LEARNS AND EXECUTES

With company-level curated Checklists and Playbooks, plus CrunchAI Chat and automated key provision insights, E-J's PMs now get embedded, on-demand training that reinforces their understanding of company expectations every time they use Document Crunch.

## The Results



### CUTTING LEGAL COSTS AND SAVING TIME

Manual contract reviews that once required legal oversight are now streamlined. PMs access key terms in seconds, cutting down the time needed for both pre- and post-award reviews.



### STANDARDIZED CONTRACT REVIEW

By recreating a custom Checklist within Document Crunch, E-J Electric established consistent, company-wide standards for contract review. Every PM now evaluates contracts against the same risk and compliance benchmarks. In addition, teams now work from a unified playbook during execution that reflects company compliance policy.



### ENHANCED TEAM COLLABORATION & TRAINING

With built-in collaboration tools and guided Checklists, Document Crunch has become an integral training platform. New employees learn how to interpret contracts according to E-J Electric's standards, reducing onboarding time and dependency on senior mentorship.

## Conclusion

For Mike Rascona, Document Crunch means consistency. It's not just a contract tool. It's a platform that's reshaping how teams across E-J Electric work, learn, and mitigate risk.

With Document Crunch, E-J Electric has turned contract management from a time-intensive, reactive task into a proactive, scalable process that supports national growth with confidence.

*"The consistency piece is what's reducing the risk. With Document Crunch, we've moved away from relying on each person's interpretation and toward a single, company-wide framework. Everyone is looking at risk through the same lens which gives our leadership real confidence that every team, in every office, is managing contracts the same way."*

— Eric Mapplethorpe, Operations Manager,  
E-J Electric Installation Co.

Find out more and see it for yourself:  
[DocumentCrunch.com/demo](https://DocumentCrunch.com/demo)