Shermco Powers Scalable Growth with AI-Driven Contract Intelligence

Centralized contract data and AI-led risk insights accelerate reviews, strengthen compliance, and support rapid expansion.

Contract Intelligence Objective

To centralize contract data and modernize risk review processes with an AI-enabled platform - accelerating review cycles, strengthening compliance, and improving cross-functional visibility.

Solution Highlights

- Unified AI-driven contract repository improving visibility and control
- Automated, exception-based reviews ensuring speed and consistency
- Rapid five-month deployment supporting Shermco's growth and scalability

The Challenge

Rapid Growth Demanded Smarter, Faster Ways to Manage Contracts

As Shermco Industries, Inc. ("Shermco") accelerated its double-digit growth and diversified into new sectors—including semiconductors, renewables, and data centers—it recognized the need for more innovative technology to match its expanding scale. With thousands of contracts flowing across its operations each year, Shermco saw an opportunity to modernize contract oversight and strengthen risk visibility across departments.

"When I joined, our legal operations were ready to evolve," said Kim Gawronski, Senior Director of Legal and Risk. "Our growth trajectory demanded systems that could match our pace—streamlining review processes and giving business units the insight they needed to move faster and smarter."

Like many high-growth organizations, Shermco's processes had outpaced its legacy tools. The company sought to unify its contract data, enhance compliance, and ensure real-time access to financial and legal information—all critical to supporting sustainable, reliable expansion.

The Solution

Building a Centralized, AI-Enabled System to Simplify Risk and Collaboration

Guided by its purpose to "safely and reliably power the businesses, communities, and essential

services that keep our world moving," Shermco implemented Icertis Contract Intelligence with Icertis RiskAI to build a single, intelligent source of truth for contracts across legal, sales, and finance.

The adoption of AI-driven analysis aligned perfectly with Shermco's core values of safety, integrity, and ingenuity, ensuring defined tolerances, high ethical standards, and faster and consistently governed risk reviews. "We built a playbook around our risk philosophy," explained Gawronski. "Now AI highlights only what requires human judgment, allowing our teams to focus where it truly matters."

The system provided visibility and collaboration across teams, giving finance immediate access to payment terms, enabling sales to serve customers more efficiently, and ensuring legal could maintain oversight without bottlenecks. During a recent M&A event, this centralized repository demonstrated Shermco's operational maturity and governance discipline, reinforcing investor confidence in its infrastructure and controls.

Implementation was achieved in just five months, an example of the company's teamwork and ability to harness innovation for scalable growth.

The Results

Scaling Confidently with Faster Reviews, Clearer Visibility, and Stronger Compliance

With Icertis and RiskAI, Shermco transformed its contract management from a series of manual checkpoints to an automated, intelligent risk framework. Review times decreased dramatically—from several hours to just minutes—while maintaining precision and compliance.

The transformation wasn't about fixing inefficiencies but about elevating systems to sustain Shermco's growth trajectory. With over 4,500 contracts and thousands of purchase orders processed annually, Shermco continues to scale safely and efficiently without increasing headcount.

AI-driven risk management has enhanced consistency and accountability across every approval process. Finance now prevents revenue leakage through real-time visibility, sales operate with greater agility, and legal ensures no high-risk clauses slip through unnoticed.

> **"Now AI highlights only what requires human judgment, allowing our teams to focus where it truly matters."**
>
> **Kim Gawronski**
> Senior Director of Legal and Risk
> **Shermco**

Shermco offers full-service electrical system maintenance, engineering solutions, and NETA accredited testing services. Shermco Industries serves clients throughout the United States and Canada. The company is headquartered in Irving, Texas and employs approximately 1200 people.

About Icertis

With unmatched technology and category-defining innovation, Icertis pushes the boundaries of what's possible with contract lifecycle management (CLM). The AI-powered, analyst-validated Icertis Contract Intelligence (ICI) platform turns contracts from static documents into strategic advantage by structuring and connecting the critical contract information that defines how an organization runs. Today, the world's most iconic brands and disruptive innovators trust Icertis to fully realize the intent of their combined 7.5 million+ contracts worth more than $1 trillion, in 40+ languages and 90+ countries.