



Grenadier Homes and Nix Door & Hardware Expand Collaborative Partnership with Hyphen Wallet





Grenadier Homes and **Nix Door & Hardware** enjoy a collaborative partnership building and delivering a wide range of high-quality homes in the Dallas-Fort Worth (DFW) Metroplex. The two companies expanded this relationship recently after both implemented [Hyphen Wallet](#), an advanced invoice and payment solution for Home Builders to pay their Suppliers, Trades and Vendors. The two companies use Hyphen Wallet to streamline their payment and accounting processes, with the added bonus of greatly improved communication, flexibility and security.



Grenadier Homes started as Uptown Pioneers with a retail renovation and two small apartment renovations in 1991, then quickly moved into luxury townhome construction, followed by midrise luxury residential housing. In 2010, they expanded and began building single-family homes, then patio homes the following year. Today, discerning Homebuyers have an even wider array of options, with master-planned living communities that offer best-in-class amenities, parks, activities, programming and locations. Vice President of Purchasing Tracy Flores has worked for the company for nearly four years, but has 31 years of experience in the residential construction industry. While Tracy was introduced to Hyphen Wallet at Grenadier Homes, she was already very familiar with Hyphen Solutions, having been a BRIX user for well over a decade.



Since 1983, **Nix Door & Hardware** has supplied doors, windows, fireplaces, hardware and stone with four founding principles in mind: top-notch quality, memorable service, on-time delivery and budget-friendly pricing. Accounting Manager A.J. Guzman has worked at Nix for four years and was part of the team that made the decision to invest in Hyphen Wallet. Nix wasn't a Hyphen Solutions' customer prior to investing in [Hyphen Wallet](#), but they were already using it when they heard that Grenadier Homes and an additional Builder partner were planning on signing up. A.J. is enthusiastic about a growing number of Builder partners signing on—saying, “the more, the merrier” due to the one-stop convenience delivered by the secure portal!

Companies Struggled with Common Issues Prior to Implementing Hyphen Wallet

TRACY (Grenadier Homes): Processing payments manually was an excessively time-consuming process for us. Between manually signing and mailing checks, it took a lot of time each week. Now our resources can be used for other tasks without adding more personnel.

A.J. (Nix Door & Hardware): With manual processes, I had to gather payments, invoices and remittances from different sources, which was an inefficient use of my time. Using different portals and getting checks in the mail subjected us to lost, stolen or delayed payments and potential fraud. I had to check bank accounts, credit cards and wires far more often to ensure everything was aligned and allocated correctly. If an error was made, it took quite an effort to track it down and rectify the issue.





Hyphen Wallet Delivers Amazing Time-Savings



TRACY (Grenadier Homes): Everybody felt comfortable with what they were doing and our accounting staff was especially in favor of this change because it made their jobs easier. With Hyphen Wallet, they no longer

had to stuff envelopes and mail checks. The ability to upload a spreadsheet for invoices and processing payments through Hyphen Wallet has greatly improved our speed and saved considerable time and aggravation. With an automated payment system, we saved the equivalent of 80 hours a week when two full-time employees left and we didn't need to replace them. Moreover, the time and cost savings realized with this solution has helped offset issues still impacting the industry—most notably, longer lead times due to ongoing product shortages.

A.J. (Nix Door & Hardware): At Nix, we're always trying to improve our processes, making them as convenient and streamlined as possible for our employees and Builder partners. The one-stop platform provided by Hyphen Wallet makes it easy to go back and check records and remittances without having to dig through stacks of paper or remember multiple passwords. With just a few clicks, it takes a matter of seconds to resolve a payment error without wasting a lot of time researching it.

Greater Security, Flexibility and Accuracy



TRACY (Grenadier Homes): During COVID and in general over the last five years, service by the U.S. Postal Service has deteriorated. In fact, many Vendors complained that they hadn't received checks that were mailed 3-4 weeks earlier. Hyphen Wallet eliminated or substantially reduced the need to answer questions or frantic phone calls from Suppliers and Trades about the status of their payments. It's nice to offer Vendors control over how fast they wish to get paid, including the same-day ACH payment option.

A.J. (Nix Door & Hardware): Hyphen Wallet offers amazing flexibility because you can request faster payment if needed or virtual credit cards if that is your preference. Although we haven't changed our preference of standard ACH, it's reassuring to know we can switch the payment type whenever we wish. Some Builder partners have expressed concerns about paying with paper checks due to the possibility of identity theft, but this is no longer an issue with Hyphen Wallet's secure, password-protected portal.



Real-Time, Online Payments Provide Security



Hyphen Wallet Improves Billing, Invoicing and Payment Processes for Builders and Suppliers

Hyphen Wallet provides Suppliers a window into payments made by Builders with real-time payment status via a secure, dedicated portal. Instant reconciliation within Hyphen Wallet ensures a fast, accurate financial close cycle, improves cash flow visibility and working capital management. Safe, 24/7 access to 100% paperless transactions provides complete control, real-time messaging and transparency and greatly enhanced security.

About Hyphen Solutions

Top North American Home Builders trust Hyphen Solutions, the providers of BuildPro and SupplyPro and more, as a reliable resource in the construction management industry. Hyphen's software-as-a-service delivers greater operational control, better communications, lower costs and increased productivity.

More than 17,000 Suppliers and over 750 Builder Divisions across the U.S. and Canada collaborate using Hyphen's comprehensive Home Builder and supply chain solutions to build 1 in 3 homes in America, making Hyphen the leading cloud-based residential construction management software provider. Visit www.hyphensolutions.com to learn more about the collaborative platform.

About Grenadier Homes

A DFW Home Builder with more than 30 years of experience, [Grenadier Homes](#) builds single-story Villas and two-story Townhomes in sought-after DFW communities across the Metroplex. Their building process starts with a detailed planning phase in which an integrated team of designers and Builders ensures that the entire home is engineered. Grenadier Homes blends stunning exterior architectural elements, native landscapes, light-filled volume interiors and designer finishes. They also emphasize creative use of outdoor space, including courtyards and backyards for pets.

- Founded in 1991
- Headquartered in Dallas, Texas
- Motto: Go Ahead, Live Your Best
- President: Anthony Natale
- Co-Founder and CEO: John Egnatis

About Nix Door & Hardware

[Nix Door & Hardware](#) was founded by Fort Worth native Michael Nix in 1983 with five employees operating in 1,500 square feet of rented space in South Fort Worth. The company collaborates with Builders to make dream spaces a reality by supplying customized products as unique as each homeowner, rather than cookie-cutter solutions. They offer the highest quality doors, windows, fireplaces, hardware and smart home security and automation under one roof, making it easy to choose and install top-quality options for residential spaces.

- Founded in 1983
- Headquartered in Fort Worth, Texas
- Second Location in Van Alstyne, Texas
- Motto: Building Products with a Vision
- Owner: Diana Nix

Get in touch with a Hyphen expert to learn more about how [Hyphen Wallet](#) benefits Builders, Suppliers, Contractors and Trades or [schedule a demo](#).