



NATION'S LARGEST INSTALLER OF FLOORING AND INTERIOR FINISHES INTEGRATES WITH SUPPLYPRO CONNECT TO IMPROVE EFFICIENCY, SCHEDULING AND COMMUNICATION, ENSURING BUILDERS' GOALS ARE MET

Interior Logic Group's Integration with Hyphen Allows Real-Time Visibility and Communication to Ensure Maximum Efficiency and Cost-Effectiveness



“Hyphen Solutions provides direct connectivity between our ERP and SupplyPro Connect on all orders, dramatically improving our productivity and scheduling.”

John Ballard
Director of National Accounts
Interior Logic Group, Inc.



EXECUTIVE HIGHLIGHTS FROM INTERIOR LOGIC GROUP'S SUCCESS

- Integration with SupplyPro Connect improves communication with builders, eliminating costly dry runs.
- Seeing POs in the system as early as 120 days out ensures products are stocked and crews are in place, ready to execute.
- Disruptive alerts provide real-time notice of change orders, reduce order cancels, order adjustments and dry runs.
- Direct communication between field managers and builders streamlines execution and increases efficiency as information flows directly into the inventory system.
- Orders flow directly into Interior Logic's order entry system eliminating data entry, improves accuracy of information which saves time, energy and money.

Interior Logic Group, Inc. (ILG), formerly Interior Specialists, is the premier collaborative network of local design and construction service partners and has rapidly grown to become one of the country's largest installers of interior finishes. In addition to flooring and other interior finishes, ILG also offers state-of-the-art Design Studios to give customers a firsthand look at the lifestyle they desire. ILG works closely with residential builder partners to identify their interior finish needs, source the right products at the appropriate price point, and install those selected products on time.

Interior Specialists has had a long-term relationship with Hyphen Solutions, but following the June 2018 merger between Interior Specialists and Interior Logic Group, ILG began a comprehensive migration to bring all entities to a common ERP, then connecting with Hyphen Solutions' SupplyPro Connect. Full integration is expected by the end of 2019.

What once took a team to manage can now be accomplished by one individual. SupplyPro Connect has a tangible, daily impact on ILG's business.



Quick Facts

- The nation's largest provider of installed flooring and unique to the market as a nationwide supplier, ILG leverages its scale and systems to provide superior value to clients.
- Expanding integration with Hyphen currently in place to automate all legacy companies for company-wide operational efficiencies.
- Contracts with builders who use SupplyPro and those who do not; distinct difference in time and manpower required to complete the same tasks for builders on the Hyphen system and those who are not.
- Interior Logic Group serves a nationwide footprint and the nation's largest builders, making streamlined logistics and direct integrations paramount to future success.



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“SupplyPro Connect is a great preliminary forecasting tool and helps us to have crews and material set aside and ready to execute for the builder.”

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John Ballard

Challenges Driving Change

Understanding the business-critical benefits SupplyPro Connect brought to the supply side of the business, Interior Logic Group is currently working to get all legacy entities integrated with SupplyPro Connect. Prior to Interior Logic Group’s collaboration with Hyphen’s SupplyPro, ILG and its customers experienced these key challenges:

#1 High Numbers of Personnel Required to Complete Simple Tasks

Without SupplyPro, it takes an entire team of ILG employees to work through a single order, never knowing just how accurate the information is.

#2 Inaccurate Schedules

Without SupplyPro, there is less rigor around the builder’s scheduling process. ILG could send a crew to an install, only to find out the driveway hasn’t been poured or drywall isn’t in.

#3 Costly Dry Runs

When data is wrong or schedule changes aren’t noted, ILG experiences an increase in dry runs, sending crews to install on homes that aren’t ready. Not only can these dry runs be frustrating for the work crews, they can also be costly.

Interior Logic Group Integrates with Hyphen Solutions' Supply Pro to Streamline Execution, Increase Efficiency and Reduce Dry Runs

Interior Logic Group contracts with many of the nation's top 25 builders, as well as regional and local homebuilders. Working with builders who use Hyphen Solutions' products as well as those who do not, there is a clear distinction in savings of time, money and energy on the SupplyPro Connect system. From visibility and reliability of information to communications and scheduling, Hyphen is critical to ILG's business.

When the builder utilizes Hyphen products, it allows ILG to access purchase orders in the system as far early as 120 days out. This visibility dramatically improves productivity, stocking the warehouse, delivering the right amount of product to the home and scheduling crews by providing clear demand signals. Additionally, seeing change orders in the system in real-time saves time and money in order cancels and replace orders. With a positive flow of information from the builder's side, ILG can be confident they aren't sending a crew to install on a home that isn't ready. SupplyPro Connect also improves communication between field managers and superintendents, streamlining ILG's ability to execute and increasing efficiency.

KEY OUTCOMES FOR INTERIOR LOGIC GROUP

Increased Accuracy

With real-time data updates and change orders, ILG is confident in the accuracy of information.

Productivity

Tasks that require a crew of multiple can be completed by more effectively using SupplyPro Connect.

Real-Time Communications

Real-time communication between field managers and superintendents ensures only the most recent information is shared.

Added Value to the Builder

Accuracy, time savings and reduced cost result in added value to the builder, ensuring builder's goals are met.



"Tracking for suppliers gets very complex very quickly. Without Hyphen, teams of people would have to manually check on orders constantly and repeatedly check on delivery schedules. Hyphen sends alerts so builders and suppliers are aware of delays or unavailability of chosen products."

John Ballard
Director of National Accounts

CLOSING REMARKS ON WHY IT'S WORTH IT TO MOVE TO SUPPLYPRO CONNECT®

"Hyphen is a great accountability tool. No more pointing fingers with accountability on both sides." Everything is tracked and transparent, so users of the system, whether builders or suppliers, know which contractors have completed their jobs on time and which suppliers have delivered as planned."

John Ballard



About Hyphen Solutions

Hyphen Solutions, LLC provides over 55,000 builders, installers, and manufacturers with industry-leading supply chain scheduling, procurement and collaboration solutions. Hyphen's SaaS applications deliver greater operational control, better communications and increased productivity for both home builders and their building partners who use our applications. The Hyphen Network services over 400 builder divisions which loaded more than 200,000 new homes on the system in 2017. This existing network will execute over 20 million home builder purchase orders this year totaling in excess of \$27 billion in PO dollars.

Hyphen's product base includes: BuildPro for scheduling, SupplyPro for trade management, BRIX for enterprise resource planning, BuildPro Inspections for punchlist management, BuildPro Storm Water Inspections Management for SWPPP inspections, BuildPro Progress Pay for land management, Lien Release for lien waiver management, BuildPro Warranty for homeowner satisfaction, BidConnect for bidding, SupplyPro Connect for trade automation, SupplyPro Field Management Services for supplier field personnel, SupplyPro Renditions for supplier automation, and SkuSphere for product cataloging. Learn more at www.HyphenSolutions.com 877.508.2547 .



About Interior Logic Group, Inc.

Interior Logic Group is the premier collaborative network of local design and constructions service partners. With over 4,300 employees, Interior Logic Group has rapidly grown to become one of the country's largest installers of interior finishes.

High quality products and service-oriented partnerships keep homebuilders and their buyers happy. Interior Logic Group works closely with residential builder partners to identify their interior finish needs, source the right products at the appropriate price point, and install those selected products on time.

ILG's talented team of designers, project planners, and installers are involved throughout the entire project and state-of-the-art Design Studios serve as a resource for residential builder partners by offering a first-hand look at the beautiful, high-end products available for homebuyers.

For more information, visit interiorlogicgroup.com.