

Case Study

# Granger Construction

Leading commercial construction firm eliminates 71%  
of paper checks with automation that pays for itself.





## CASE STUDY

# GRANGER

ADVANCE THE ART OF BUILDING

**Industry:** Construction      **ERP:** Viewpoint Vista  
**Vertical:** General Contractor      **Annual Revenue:** \$300M

## Client Profile

Granger Construction, a family-owned company founded in 1959, excels in various market segments, including healthcare, industrial, education, and government. Known for their ingenuity and continuous improvement culture, Granger Construction has been a trusted name in the construction industry for decades.

## Challenges

Granger faced several challenges with their traditional payment processes. Chris Duprey, Chief Financial Officer at Granger Construction, explained, “We were coming from a position of nothing, where I put wet ink to every paper check, and we had no electronic payments of any kind.” This reliance on manual check signing led to inefficiencies and frequent issues with lost or uncashed checks. “If you mailed out 100 expense checks, three would get lost, and someone would launder their check in their pants or something,” Duprey noted.

The administrative burden and risk of errors were significant. Duprey added, “Our payment information was in our ERP system, but that becomes a homework assignment for me, and no one’s looking for homework.” These inefficiencies severely limited their capacity to scale operations and manage their accounts payable effectively.

“The rebates generated outpaced the cost of Corpay. When you’re doing things like that, you really don’t have to sell other people in the organization on something you’re doing. It pays for itself.”

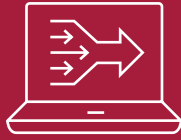
Chris Duprey

Chief Financial Officer, Granger Construction

## Solution

After shopping for solutions, Granger chose Viewpoint ePayments, powered by Corpay (previously Nvoicepay), because of its seamless integration with their existing ERP, Vista. The transition was smooth and fast, with all vendors enabled for electronic payments within just seven weeks. “It all started with wanting to pay expense reports and employee reimbursements, mileage, our quarterly cell phone stipend...just paying those bills. Our people are all over the place, and we wanted to get that money in their hands,” said Duprey.

The ease of use and administrative convenience were significant advantages. “It was really beneficial for repetitive transactions. First day of the quarter, send payments out to 250 people — it matches the total, and with a couple of clicks, it’s gone,” Duprey explained. The user-friendly nature of the solution made training straightforward. “I’ve had a couple



100% of supplier payments made through a single process



Solution 100% paid for via earned rebates



71% shift to electronic payments

of controllers that process payments for me, and when somebody's new, it's easy...within 5 minutes they get the whole gist on how to do things."

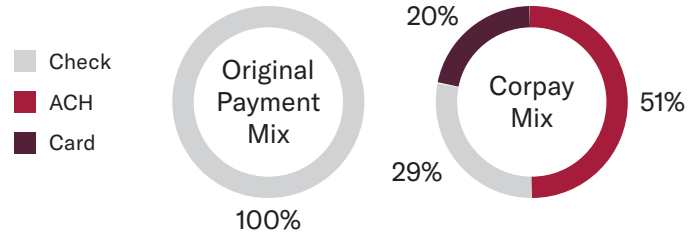
Granger was also impressed with the reliability and seamless integration of the system. "Oftentimes you hear a lot of service providers say, 'We can integrate with anything,' and then you find out the hard way they can't, or it's troublesome, or it's buggy. We had a high degree of confidence that because of Corpay's partnership with Viewpoint, that that was not going to be an issue. That was proven to be correct," said Duprey. "Things are seamless with Viewpoint, which is really the main driver for us."

## Results

The implementation of Corpay Payments Automation led to remarkable improvements for Granger Construction, including:

- **Reduced Processing Time:** 100% of supplier payments funneled through a single process
- **Increased Electronic Payments:** Transitioned from 100% manual checks to 71% electronic payments via ongoing supplier enablement
- **Immediate ROI:** Earned rebates were paying for the entire Corpay solution
- **Enhanced Supplier Payments:** Faster, more reliable payments led to improved supplier relationships

Overall, Duprey was pleased with Corpay's work in enhancing Granger's supplier payments, noting, "There's



a certain reliability that I really appreciate...set it and forget it. You don't really reflect on how much you appreciate that level of consistency until you take time to think about it. I'm thankful for that with Corpay."

## About Corpay

Corpay (NYSE: CPAY) is a global leader in payments, helping businesses of all sizes better track and manage spend. Through its unified spend management platform, Corpay Complete, Corpay offers a range of solutions including Payments Automation, Invoice Automation, Procure-to-Pay, Expense Management, and Commercial Card programs. These solutions empower clients to automate, secure, and streamline business payments while reducing overall costs. An S&P 500 and Fortune 1000 company, Corpay processes 1.9 billion transactions annually and is the #1 B2B commercial Mastercard® issuer in North America. Learn more at [www.corpay.com](http://www.corpay.com).

As a mutual customer of Trimble and Corpay, Granger Construction integrates their ERP, Trimble's Viewpoint Vista, with Corpay Payments Automation, streamlining project and payment management for faster, smoother operations.

Trimble enables contractors to better manage their projects, processes and people, using the data gathered to lower risk and improve margins. The Trimble Construction One management software suite integrates operations across the office, team and field to improve project profitability and enhance productivity. With nearly 8,000 clients, including more than 40 percent of the ENR 400, Trimble's innovations are transforming the construction industry by fully integrating operations across financial and HR systems, project management tools and mobile field solutions. For more information, visit: <https://construction.trimble.com/en/trimble-construction-one>.