

# Rio Marine Inc. Extends the Life of Dynamics GP with Popdock



## Problems and Challenges

Rio Marine Inc. faces typical challenges with Microsoft Dynamics GP, such as managing multiple databases, limited licenses, and non-transactional users monopolizing access during peak times.

Rio Marine prefers to minimize the number of ERP system users because non-transactional users often leave sessions open, which consumes licenses during peak times.

Upon exploring Popdock, John Buchman, Rio Marine's VP of Accounting and Finance, saw its potential to address these issues. Initially targeting specific users, he soon realized Popdock's broader value for those navigating multiple company databases to run similar reports.

## The Solution – Popdock

Popdock helped Rio Marine address Microsoft Dynamics GP license limitations by allowing employees access to their data without the requirement of additional licenses by connecting directly to the SQL server database.

Popdock also provides a separate data access and reporting solution, thereby enabling Rio Marine to optimize their licensing costs while still providing access to critical data and reporting capabilities.

They've also been able to eliminate several steps for the on-the-go field user by providing a web-based solution that they can access from mobile devices.

**“Prior to Popdock, I was very much in the camp of, if there’s really not a true business need to switch ERPs then stick with what you have. For us, it (Popdock) meets all of the needs that we have - I feel strongly about that.”**

John Buchman, Vice President of Accounting & Finance at Rio Marine Inc.

## Using Popdock with Dynamics GP

“[P]rior to Popdock, my mindset was very much: if there’s really not a true business need to switch ERPs then stick with what you have,” Buchman said. “For us, GP meets all of the needs that we have.”

One way Buchman has been using Popdock is through the dashboards. “The metrics that I’ve been able to make for our executive users include high-level dashboard view of certain metrics, such as sales by period, account balances, and more.

Buchman said he understands that with any type of change, resistance is inevitable, especially in this case where many of Rio Marine’s employees have been longtime GP users. “But everyone I’ve spoken to that has eventually adopted [Popdock] has admitted that they do prefer it.”

Buchman said that he would be the first to admit that GP can be “clicky,” however, that is not the case for Popdock. “I’ve been a GP user for 15 years at least,” he said. “There seems to be an unnecessary number of steps to get to what you’re looking for. That’s not the case with Popdock. With the favorites and the really modern UI, it’s really just a more modern application.”



**[See The Full Case Study Here.](#)**

## More About Rio Marine Inc.

Rio Marine Inc. began in 1929, initially focusing on serving the marine industry by offering engine and electrical repair solutions. Over the decades, this humble beginning has evolved into a thriving enterprise.

Presently, Rio Marine Inc. stands as a multifaceted entity with a workforce of 200 employees, specializing in marine shipbuilding, maintenance, and service along the Gulf Coast. Rio Marine Inc. serves customers round-the-clock, throughout the year across nine locations and has four subsidiaries.

**Ready to learn more about Popdock for Dynamics GP?**

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