

## Essential safety products provided to high-risk industries as Insight brings remote working to AMOT

AMOT is a world-leading designer and manufacturer of safety and monitoring products for engines, compressors, turbines, and other rotating equipment. With a manufacturing base in the UK and engineering facilities around the world, it services the nuclear, oil and gas and marine industries.

### The Challenge

AMOT has a large non-manufacturing workforce that handles transactions with important clients around the world. The IT manager had a robust business continuity plan and disaster recovery plan in place, but the social distancing measures brought in to deal with the global pandemic meant 95% of AMOT's workforce was required to immediately begin working from home.

As a result, AMOT UK's IT manager needed to find a way to source a large number of headsets, monitors, mice and keyboards for 500 employees – at a time when competition for equipment was high, as many other businesses were trying to do the same.

A speedy resolution was critical, as AMOT supply essential safety products for clients in a range of high-risk industries around the world. They are also used in medical facilities and are relied on to ensure that hospital generators are in place. The client turned to Insight for help, as they have a strong purchasing relationship with us that spans many years and needed to procure the equipment fast.



### Quick Overview

AMOT, a designer and manufacturer of industrial safety and monitoring products, needed to source a large number of headsets, monitors, mice and keyboards in response to social distancing measures brought in to tackle the current climate.

Insight was able to use its buying power and relationships with key manufacturers, to very quickly source and deploy equipment, enabling AMOT to implement a seamless transition of 95% of its workforce to working from home.

"Once again, Insight proved invaluable in using its buying power to help us source vital equipment when we needed it most. Thanks to Insight we were able to shift to working from home almost overnight, with minimum disruption."

**Michael Orvis,**  
IT Manager, AMOT

## The Solution

AMOT has a strong relationship with Insight that spans many years and, as a company, AMOT has always been particularly impressed by the way that Insight has gone above and beyond.

A particular example from 2017 was when AMOT's telephony system failed in the early hours of the morning. As well as providing technical support, the Insight team worked throughout the day to source components locally and across the country. By the end of the day the telephone system was back up and running.

On this occasion, AMOT's IT team made an urgent request to Insight for equipment to enable its workforce to work from home. Insight called across its distribution partners and vendors to find and reserve stock that could be supplied to AMOT as soon as possible.

Thanks to its strong partnerships with these distribution and vendor partners, Insight was able to very quickly reserve over 120 items of stock. Once the reservations had been made, Insight pulled together a series of bespoke deliveries, thoroughly checking each of the 120 orders. As a result, AMOT was able get its workforce functioning from home, and continuing to service clients, within a couple of days.

## The Benefits

AMOT's non-manufacturing staff are now able to work effectively from home – enabling them to comply with the social distancing guidelines issued by the government.

By empowering the team to work remotely, Insight has ensured that AMOT can continue to operate profitably. Insight has also enabled AMOT to continue supplying much-needed safety and monitoring products that are critical to many industries around the world – including shipping, nuclear energy and healthcare. As the solution was put in place very quickly it helped to minimise disruption in unprecedented circumstances.

## The Results Highlights



Insight supplied a large number of headsets, monitors, mice and keyboards in a matter of days – despite high demand.



AMOT's non-manufacturing staff were enabled to work from home very quickly, minimising disruption to the business.



AMOT was able to continue to supply critical safety and monitoring products to industries around the world.



AMOT was able to comply with the UK government's social distancing guidelines – given these unprecedented times.