



Remote Working Helps AMTI Break Business Records Despite COVID-19 Lockdowns

When the Philippines went into a nationwide lockdown in response to the pandemic, Accent Micro Technologies, Inc. (AMTI) provided laptops and mobile devices to its employees so they could service customers remotely.

To manage and secure these devices, the systems integration company implemented VMware technologies, which provisioned the employees automatically and quickly. This meant they were able to operate as usual and capture new business opportunities while the competition was struggling. As a result, AMTI recorded its highest-ever growth in revenue and profitability in 2020.

Business needs

- AMTI needed to maintain customer service standards even during the lockdown.
- Employees required mobile devices and collaboration software to operate as usual.
- AMTI wanted to automate the manual processes of managing and securing the laptops.



Watch how AMTI transformed its workspace



INDUSTRY

Technology

HEADQUARTERS

Manila, Philippines

“2020 was a very challenging year for many people. However, because of VMware’s support and technology, we were able to thrive and grow our business during the crisis.”

JOSEFINO “BONG” M. PALOMA,
EXECUTIVE VICE PRESIDENT,
TECHNOLOGY, SALES AND
MARKETING, AMTI

STRATEGIC IT PRIORITIES



Digital Workspace



Intrinsic Security

VMWARE FOOTPRINT

VMware Workspace ONE®
VMware Workspace Security™ Advanced
VMware vSphere®

Impact

- 50% increase in IT efficiency in provisioning new and existing users
- Increase in revenue due to seamless operation while competition struggled
- New hires get Day One access to laptops instead of waiting for two days



Despite the COVID-19 pandemic, AMTI recorded its highest-ever business growth in 2020 due to **#VMware** Workspace ONE and **#VMware** Carbon Black.

