

EnTelegent: Enabling Technology Transformation



By Gerald Baldino

Technology leaders across all industries continue to be under pressure to lower costs and boost efficiency, as they navigate budgetary constraints and economic uncertainty. According to Forrester, four in 10 IT leaders expect their budgets to increase by less than 5 percent in 2025. Spending will again be a balancing act, with companies needing to invest in emerging AI-driven services while maintaining core needs such as network stability, connectivity and cybersecurity.

Of course, this is no easy task – especially for multi-location enterprises with sprawling IT environments. Enter EnTelegent, a single-source IT and telecom business solutions provider offering a comprehensive service portfolio including security, connectivity and network management, as well as hosted UCaaS, VoIP/voice and a POTS alternative. EnTelegent helps organizations simplify IT management and streamline processes to drive stronger, ongoing ROI from their technology investments – helping them achieve significant optimization and growth. For EnTelegent Solutions, it's all about positively impacting the customer's ability to scale and manage their business easily, efficiently and affordably while helping partners deepen relationships and grow MRR.

Channel/Vision sat down with CEO Tom Turpin to learn how the company frees up time, IT resources and budget dollars to maximize results for partners and customers.

CV: EnTelegent has evolved considerably since launching in 2008 as a network services and TEM provider. What does EnTelegent offer today?

TT: EnTelegent has become a world-class IT and telecom business solutions provider over the last two decades. Today, the company offers a comprehensive solutions portfolio that includes the latest managed services, network services/aggregation, wireline/wireless expense and activity manage-

ment, mobile device support services and white labeling programs. EnTelegent also remains 100 percent channel-driven, and we are committed to cultivating lasting relationships with agents, VARs, MSPs and wholesale partners.

The company is also experiencing strong growth. In addition to connectivity, the number of customers choosing one or more of our managed services (EnVision, managed network services, etc.) rose dramatically in 2024. Customers increasingly see the value in a comprehensive dashboard environment with visibility into their expenses – including third-party expenses – tickets, MACD activity, network and infrastructure health, and more through the EnTele-Source portal. EnTelegent had numerous enterprise wins in 2024, particularly in the financial and health-care verticals. Our ability to drive cost reduction on the connectivity side and deliver value-added managed services was also well-received in the market. For example, we helped a major TSD on a project for a prominent medical retailer with 19 locations and dual-circuit setup to address complex challenges and improve operational efficiency. EnTelegent stepped in to manage the deployment of the circuits and seamlessly manage their Palo Alto devices.

CV: EnTelegent launched two products in September/October, including a revamped vSIM with a more robust router and a cutting-edge SASE solution. How will these developments benefit partners and customers?

TT: The Universal Connect vSIM product portfolio is being upgraded effective immediately, with enhancements to the service lineup — including a new unlimited data consumption option, enhanced reporting, an upgraded router and lower costs. The ability for the end user to switch LTE/5G providers seamlessly while monitoring CPE and



Tom Turpin,
EnTelegent CEO

network performance is a powerful value proposition.

The best-in-class SASE solution was released in early October for immediate sale. It is delivered in collaboration with Cato Networks. We believe that Cato's ability to allow customers to select world-class security and networking capabilities from the Cato SASE Cloud

Platform will be very popular with our partners and prospective end users.

CV: What's in store for EnTelegent in 2025? Aside from your two product announcements, are there any exciting developments that partners should know?

TT: EnTelegent is laser-focused on increasing our customers' visibility into all aspects of their telecom/network environments through enhancements to our EnTele-Source portal with improved and expanded reporting on expenses and assets and additional options for reporting on network health. We are also excited to expand our partnerships with MSPs and other solution partners to drive technology transformation initiatives – with cost-effective connectivity enabling the acquisition of the latest networking and security solutions without breaking IT's budget. By enabling these products and solutions under a comprehensive white-label platform, we engage with many MSPs and distributors who need a purpose-built, single-source solution to deliver to their clients.

We will continue to focus on improving our value-added managed services, including EnVision Life Cycle Management and Managed Network Services (MNS) Monitoring solutions. We will expand our solution set in the MNS area by collaborating with Cato Networks to deliver their world-class SASE platform. Cato's suite of security and networking capabilities, available on an a la carte basis, enables end users to achieve operational simplicity and business agility. □