

EnTelegent Solutions Unlocks Growth and Security in the Evolving Managed Services Landscape



Businesses everywhere are struggling with costly, rigid legacy infrastructure that restricts innovation and threatens security. In fact, a recent Deloitte study found that 82 percent of business leaders missed their cost reduction targets, with 50 percent citing “challenges with technology infrastructure” as the top barrier to cost control. And in the same study, 19 percent of companies mentioned cybersecurity vulnerabilities as a top external risk.

In light of this, technology advisors and MSPs are facing rising pressure to transform customer environments and deliver measurable results. One company that’s helping partners bridge this gap is EnTelegent Solutions, a leading IT and telecom business solutions provider that specializes in driving cost-effective transformation through its comprehensive portfolio of managed services, network services and Envision LifeCycle management offerings.

In this interview, CEO Tom Turpin explains how EnTelegent empowers partners, the impact that AI is having on the company, and its recent partnership with Cato Networks.

ChannelVision: According to Canalis, IT managed services revenue will grow 13 percent YoY in 2025. Please tell us about the demand that EnTelegent Solutions is seeing around managed services, and how the company can help partners achieve growth.

Tom Turpin: Enterprise IT teams are focused on delivering new functionality internally and for end-users, leaving a gap in network monitoring, security and infrastructure management. That’s where EnTelegent steps in. EnTelegent’s turnkey infrastructure management solutions (routers/firewalls/switches/servers/APs) maximize uptime for premises equipment and associated network connectivity – both wired and wireless.

With clients looking to increase visibility across the enterprise for service-related events or to drive improved meantime to issue identification and resolution, our

three-tiered managed network services provide scalable solutions – from circuit issue remediation to full-scale infrastructure management. We have significantly expanded our managed network solutions, with clients seeking a provider that can do it all, including managing circuits, premises equipment and cloud resources.

CV: Where is EnTelegent seeing growth?

TT: Our team is seeing heightened demand for bandwidth, as well as carrier diversity, SD-WAN solutions and proactive network management to ensure uptime, security and performance. With more than 100 vendor relationships, we provide enterprises with cost-effective, multi-carrier connectivity options, including vSIM routers, multi-carrier SIMs and dedicated internet access.

CV: EnTelegent is now leveraging Cato’s advanced security offerings including SASE, data loss prevention (DLP) and zero trust network access (ZTNA). Tell us more about this partnership.

TT: Businesses need flexible, scalable security more than ever due to remote workforces and cloud expansion. By integrating Cato’s SASE platform, we can replace aging legacy infrastructure with a cloud-native security stack – ensuring network protection, compliance and cost savings. Partners now have a simple and highly effective way to simplify and future-proof their customers’ environments.

CV: In a recent LinkedIn post, the company mentioned that EnTelegent is the channel’s best secret. Tell us more about why partners love working with EnTelegent.

TT: We were the best-kept secret in the channel, but that’s quickly changing. Our 100 percent channel-driven approach ensures partners receive industry-leading support, personalized project management and rapid response times. From cloud and security to

connectivity and expense management, we focus on providing visibility and a roadmap to success for our partners. Enhancing visibility means delivering actionable intelligence about the customer environment – including costs, services and providers – to drive a focused plan for cost reduction or technology transformation.

Generally, we can turn around end-user cost/inventory assessments in two business days to facilitate opportunity scoping. Partners who request a joint planning session to maximize the opportunity will benefit from a plan tailored to the end-user’s goals that outlines costs, payback/ROI, timelines and more. Our level of support for a partner’s sales funnel development is unmatched in the industry.

We also continue to work with MSPs to assist them with cost justification for their technology initiatives. Our deliverable is a detailed inventory and cost profile for the customer to drive network services deflation – thereby freeing dollars for premises equipment and related MSP services. We create a win-win for the MSP with additional dollars from network services commissions and enablement of their core sales strategies. □

On April 15 at 1 pm EST, EnTelegent will host a webinar featuring EnTelegent Solutions’ channel chief and VP of sales, Mark Sondergaard, and Cato

Network’s global field CTO, Brian Anderson. In addition, EnTelegent is currently offering an exclusive 2X MRC incentive on managed network services and connectivity for new EnTelegent clients through June 30. For more information, visit www.entelegent.com.



*EnTelegent CEO
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