

ENTELEGENT SOLUTIONS GIVES MSPs A FASTER PATH TO SCALE WITHOUT THE COMPLEXITY

A look inside the white-label lifecycle platform that helps MSPs cut customers' costs by up to 35%, freeing up funds for new technology investment.

As MSPs face rising customer expectations and shrinking margins, many are being asked to deliver broader solutions without adding operational burden.

EnTelegent Solutions has built its business around solving that challenge.

EnTelegent acts as a behind-the-scenes enabler to help partners scale while keeping full ownership of the customer relationship.

A 100% Channel-driven Model

EnTelegent is entirely channel focused. It was designed to support MSPs, technology advisors, and wholesalers as demand shifts toward fewer vendors offering more comprehensive solutions. The company operates as a single-source, white-label enablement partner. It powers the technology stack while partners stay front and center with customers.

“EnTelegent exists to remove friction, reduce risk and drive spend optimization on core network services.”

– Tom Turpin, CEO,
EnTelegent Solutions



By eliminating the need for additional staff, certifications, or infrastructure, EnTelegent enables partners to pursue larger and more complex opportunities.

White-label Enablement Without the Drag

At the core of EnTelegent's approach is its White Label program, which removes friction across sales, delivery, and support. Partners gain access to fully

branded marketing collateral, proposals, contracts, portals, consolidated billing, and more.

Behind the scenes, EnTelegent manages carrier coordination, provisioning, lifecycle management, and service desk operations. Partners can launch new services quickly and confidently.

“As clients consolidate vendors, MSPs need breadth without operational drag,” Turpin explained. “Our White Label model gives partners a complete stack under their brand without forcing them to build it all themselves.”

Filling the Stack, Fast

EnTelegent delivers a full-stack portfolio that spans managed services, SASE and security, network connectivity, voice, mobility, and field services – whatever the MSP needs to round out its portfolio.

The most successful partners aren't chasing products. They're delivering outcomes,” said Mark Sondergaard, channel chief and vice president of sales and marketing for EnTelegent. “[We] help MSPs go to market faster, fill gaps instantly, and compete as a true single source provider while protecting their base from outside vendors.”

EnTelegent's MSP Benefits

- Expand services without hiring or infrastructure investment
- Leverage network internet savings to fund core solutions
- Maintain full brand ownership and customer control
- Launch quickly with no bad-debt exposure
- Increase wallet share through a single-source model
- Compete for larger, multilocation opportunities
- Lock out competition around the base to protect revenue

Intelligence That Drives Efficiency

Powering the model is EnVision Life Cycle Management, EnTelegent's proprietary AI-driven platform. EnVision manages inventory, billing, contracts, and optimization across all providers and locations, delivering documented cost reductions of 20% to 35%.

The result: faster ROI, consolidated visibility, and ongoing savings that help MSPs strengthen retention and fund new technology initiatives.

“EnTelegent gives partners the ability to say ‘yes’ to more opportunities — larger deals, new services, new geographies — without slowing down,” Sondergaard said.



ENTELEGENT
SOLUTIONS

Looking to scale smarter while staying firmly in control?

EnTelegent Solutions helps MSPs expand faster — without the complexity.

Learn more at <https://bit.ly/msp-growth>.