

EnTelegent Enables MSP Partners to Turn Customer Data into Value

A lack of customer clarity often stalls business deals in the IT channel.

When closing deals, MSPs often encounter fragmented data across invoices, contracts, and carriers — obscuring opportunities to reduce telecom and internet network services spend. Without clear visibility, it becomes difficult to quantify savings, build a business case, or show clients how those recovered dollars can be reinvested into new services and modernization initiatives.

To address this, EnTelegent Solutions introduced its EnVision Partner Enablement Program. It aims to give partners AI-driven visibility into customer environments, help them identify savings, and accelerate deals.

individual services, partners lead with AI-powered insights, contract intelligence, and financial analysis.

MSPs no longer need to chase data, freeing them up to spend more time engaging stakeholders. EnTelegent handles the heavy lifting, including data aggregation, invoice auditing, and carrier negotiations. Meanwhile, partners can focus on growth.

“We’ve taken discovery and validation, which used to be the hardest part of the sales cycle, and made it the easiest part,” Sondergaard emphasized.

Driving Measurable Outcomes

Within six to 12 months of joining the program, partners report larger deal sizes, improved win rates, and new revenue streams tied to validated savings. The ability to quantify ROI and reduce risk accelerates decision-making. “A successful partner is creating a roadmap for ongoing value,” Sondergaard explained. “That’s where the real growth happens.” By uncovering significant cost savings, partners gain immediate credibility without forcing disruption.



“When you walk into a conversation with validated savings and a plan to reinvest those dollars, you’re now a strategic advisor.”

– Mark Sondergaard, Channel Chief and VP of Sales, EnTelegent

“Partners were losing momentum because customers didn’t have the data to move forward,” said Mark Sondergaard, channel chief and vice president of sales at EnTelegent. “We built EnVision Partner Enablement to solve that problem first.”

From Transactional to Strategic

The EnVision Partner Enablement Program transforms how partners engage with their customers instead of quoting

Benefits for MSPs

- Uncover 20%–45% cost savings with existing vendors
- Reduce sales friction with AI-led inventory and contract intelligence
- Offload data collection, audits, and carrier negotiations to EnTelegent
- Access executive-ready reports for CFO and CIO conversations
- Enter with no upfront cost via a performance-based model

Built for Long-term Growth

The EnVision Partner Enablement Program goes beyond just winning deals to sustaining them. The program supports a lifecycle approach that spans discovery, optimization, modernization, and ongoing management.

“Our goal is to help partners build lasting relationships,” Sondergaard said. “EnVision Partner Enablement is how we make that scalable.”



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Ready to unlock hidden savings without upfront risk?

Learn more about the EnVision Partner Enablement Program today and start turning customer data into revenue before your competitors do.

Visit [EnVision Partner Enablement for MSPs](#) to learn more.