

# THE AGENTIC INFLECTION POINT

## And the Rise of the Managed Intelligence Provider (MIP)



A Pax8 Research Report Overview 2025

### The Paradigm Shift

From Legacy Systems to Intelligence Infrastructure

900+  
apps per business

30%  
of IT budgets lost  
to integration

Skilled labor  
shortages  
=  
stalled growth

Legacy systems are maxed out. We need systems that think.

### What's an Agent?

The 4 Evolutionary Stages of Autonomous Systems

Level	Description	Capability Snapshot
1 Chatbots	Chatbots, copilots	Answer questions, perform tasks or guide users through automated interactions.
2 Assistants	Workflow runners	Multi-step execution, based on chain of thought (CoT).
3 Digital Labor	End-to-end execution	Reasoning, plan and take action, largely without the guidance of humans.
4 Digital Workforce	Teams of agents	Swarms of agents collaborating in real-time, self-organizing to solve complex challenges.

Each level unlocks new autonomy—and new value.

### What's Driving the Explosion?

The Triple Acceleration Stack



Models → 3–4x smarter per year



Chips → 5–6x faster processing annually



Data Centers → Trillion-dollar investments in AI-scale cloud

Net Result: 1,000,000x increase in capability in just 4 years

### MSP → MIP: The Next Evolution

From Managed Services to Managed Intelligence

5 Core  
Capabilities

- 1 Systems → Intelligence
- 2 Support → Strategy
- 3 Tools → Agents
- 4 Templates → Customization
- 5 Monitoring → Optimization

MSPs that evolve become MIPs: Managed Intelligence Providers

### Managed Intelligence Provider Playbook

- 1 Transform Transform yourself and your customer.
- 2 Buy Buy from agentic marketplaces, horizontal, vertical, specialized, curated for how AI actually gets to work.
- 3 Build Build with visual tools, low-code, no-code frameworks, and intelligent discovery that turns workflows into revenue.
- 4 Sell Sell through partner-to-partner models, agent factories, and repeatable automation packages that scale faster than human hands ever could.
- 5 Manage Manage fleets of autonomous agents.

From duct-taped SaaS to autonomous orchestration.

### New Monetization Models for a New Era

Traditional Pricing is Breaking



Per  
Agent



Per  
Action



Per  
Workflow



Per  
Outcome

New models reflect outcomes, not hours.

### Rise of the AI-Built SMB

Traits of the New Small Business:



Digital-  
Native



Minimal  
Headcount



Composable  
Tools



Agent-First  
Mindset

The next decade belongs to those with the biggest ideas.

### Why MIPs Matter

MIPs are the New Trust Layer in Business



Help SMBs  
Transform



Govern Secure,  
Ethical  
AI Usage



Orchestrate Hybrid  
Teams of Humans  
+ Agents

Trust emerges as the critical currency of the new economy.

Step into the future with  
Pax8 Guided Growth.



Will you lead the shift? Or get left behind.