DEALS AND SUITS

Qvantel and Optiva join forces to drive the next evolution of AI-powered BSS

On September 26, 2025, Qvantel, a global leader in digital BSS based in Finland, announced that it has agreed to acquire Canadian-based Optiva (TSX:OPT), a leader in cloud-native charging and agentic AI BSS capabilities. The combination will bring significant scale and financial strength, enabling communication service providers (CSPs) to accelerate growth, diversify services and unlock new monetization opportunities in the AI era.

Pursuant to the terms of the transaction Qvantel will acquire all of the issued and outstanding common shares of Optiva and the US$108.6 million principal amount of 9.75% senior secured PIK toggle notes, which were initially due July 20, 2025, will be cancelled in exchange for a combination of cash consideration, and newly issued debt and equity securities of Qvantel (the Transaction).

Completion of the Transaction is subject to customary conditions, including, among others, court approval, approval of Optiva shareholders and noteholders, and the approval of Qvantel shareholders.

BLG is representing Qvantel with a team led by Joe Zed and Tim McCormick and including Stefan Timms, Jennifer Jiang, Jessica Schuldhaus, Akaash Viswanathan, Matthew Shuman, (M&A/Securities); Eric Boehm (IP / Technology), Steve Suarez (Tax); Sam Babe (Financial Services); Denes Rothschild and Mohit Sethi (Competition and Foreign Investment); Zev Smith (Litigation); Sammi Cloth and Joshua Lewis (articling students).

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