



Vodacom Tanzania Extends Partnership With Optiva on Path Toward Leveraging Cloud Strategy

Multiyear agreement expands and upgrades platform capacity at lowest total cost of ownership

TORONTO, June 25, 2019 /CNW/ - [Optiva Inc.](#) (TSX: OPT), an innovative software provider of mission-critical, cloud-native, monetization solutions to leading communication service providers (CSPs) globally, announced today that Vodacom Tanzania has expanded its partnership with Optiva for utilization of Optiva Charging Engine™ and Policy Control (PCRF). The multiyear agreement enables Vodacom Tanzania to upgrade its current platform and support and take another step toward leveraging Optiva's innovative cloud-native BSS architecture.

As the leading CSP in Tanzania serving over 12.4 million customers, Vodacom Tanzania differentiates itself with the best quality, coverage and superior customer experience. They have been utilizing Optiva solutions for more than 10 years to help them successfully remain ahead of their competition.

This expansion and upgrade allow them to quickly launch new, flexible and personalized products and services engineered to capture additional market share and deliver enhanced customer experiences. The partnership with Optiva aligns with Vodacom Tanzania's past success and revenue growth from the launch of innovative campaigns, promotions and digital services that have fulfilled market demand and countered cost-driven market disruption.

Hisham Hendi, CEO of Vodacom Tanzania said:

"Optiva and Vodacom Tanzania have been long-standing partners, and this agreement further strengthens our ties. Optiva's solutions, with the leading cloud-native architecture, and our close working collaboration allow us to capture the market opportunities faster and stay ahead of our competition."

Danielle Royston, CEO of Optiva said:

"We are thankful for our continued partnership with Vodacom Tanzania and their trust in us to extend our relationship long-term. By working closely with our customers to understand their business, our focus on Customer Success helps them to grow their subscriber base and win in their markets. Add the game-changing advantage of moving to the cloud with its promise of 80% lower total cost of ownership, and it's a winning combination."

About Optiva Inc.:

Optiva Inc. is leading the telco industry and its innovative customers around the world by offering next-generation software solutions to help them leverage today's digital technologies. Our portfolio of monetization products enables real-time billing, charging, policy management and user experience that are critical to our customers' growth and performance. When deployed in the cloud, Optiva™ solutions deliver the most impact for the best value. Our vision, market knowledge, analytical insights and unparalleled Customer Success Program ensure our customers are equipped to achieve their strategic business goals today and into the future. Established in 1999, Optiva Inc. can be found on the Toronto Stock Exchange (TSX: OPT). For more information, please go to www.optiva.com.

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