

▲ ATlassian  
**team**'22

# Collaboration, Confluence, and Hyper-growth

A Journey

Chase Doelling  
Principal Strategist, JumpCloud



**COLLABORATION IS  
THE CORNERSTONE  
TO INNOVATION**



**COLLABORATION IS  
THE CORNERSTONE  
TO IDEATION**



**COLLABORATION IS  
THE CORNERSTONE  
TO INVENTION**



**COLLABORATION IS  
THE CORNERSTONE  
TO IRRITATION**



**COLLABORATION IS  
THE CORNERSTONE  
TO INNOVATION**



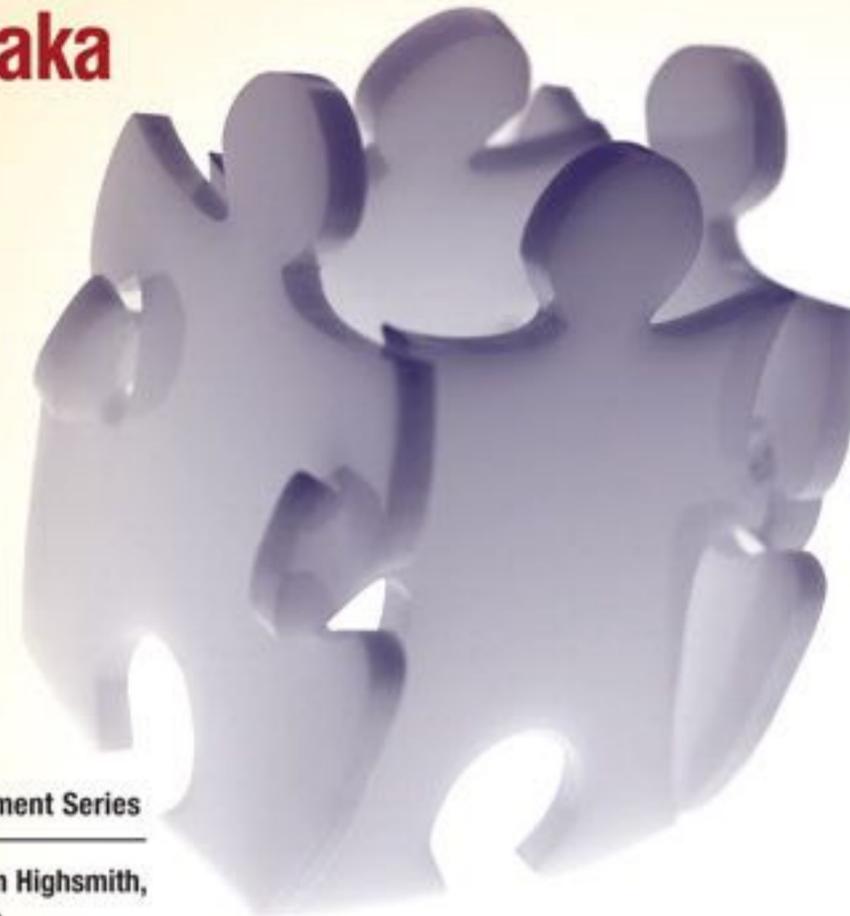


# Collaboration Explained

Facilitation Skills for Software Project Leaders

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**Jean Tabaka**



Agile Software Development Series

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Alistair Cockburn and Jim Highsmith,  
Series Editors



In progress

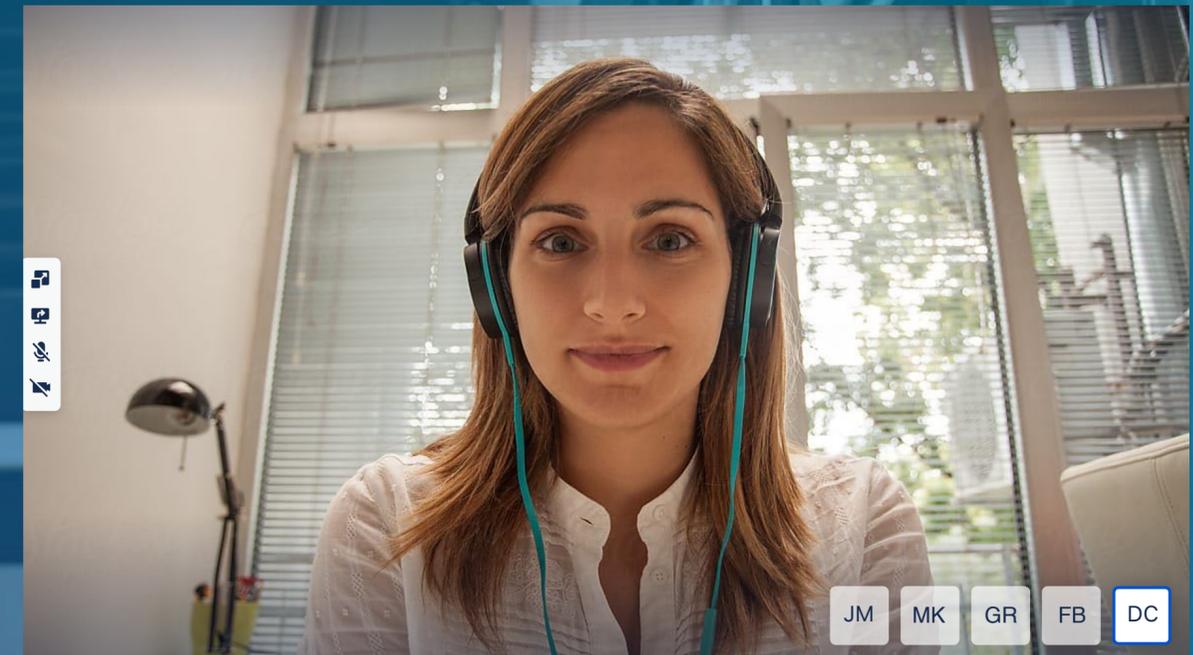


Sync with design team

🕒 April 15    📎 3



+ Add another card





**SHARED GOAL**



Speaker View



Hunter Walk



JoshBookRetina



Liz Eswein



Pasha Karasev



Erik Berlin



Paul



mliu



Courtney Nash



forrestbrown



Peter Pham



Monique Woodard



Anisha Sunkerneni



Nick Hallam



John-Henry Scherck



Casey



stevenlevy



Sarah Frier



MYKIGAI



Toni Cowan-Brown



Shira Ovide



Hal



Ryan Kuiken



ryanl



Andrew Hutchinson



ben



Unmute



Stop Video



Invite



Participants 92



Share Screen



Chat 2



Record



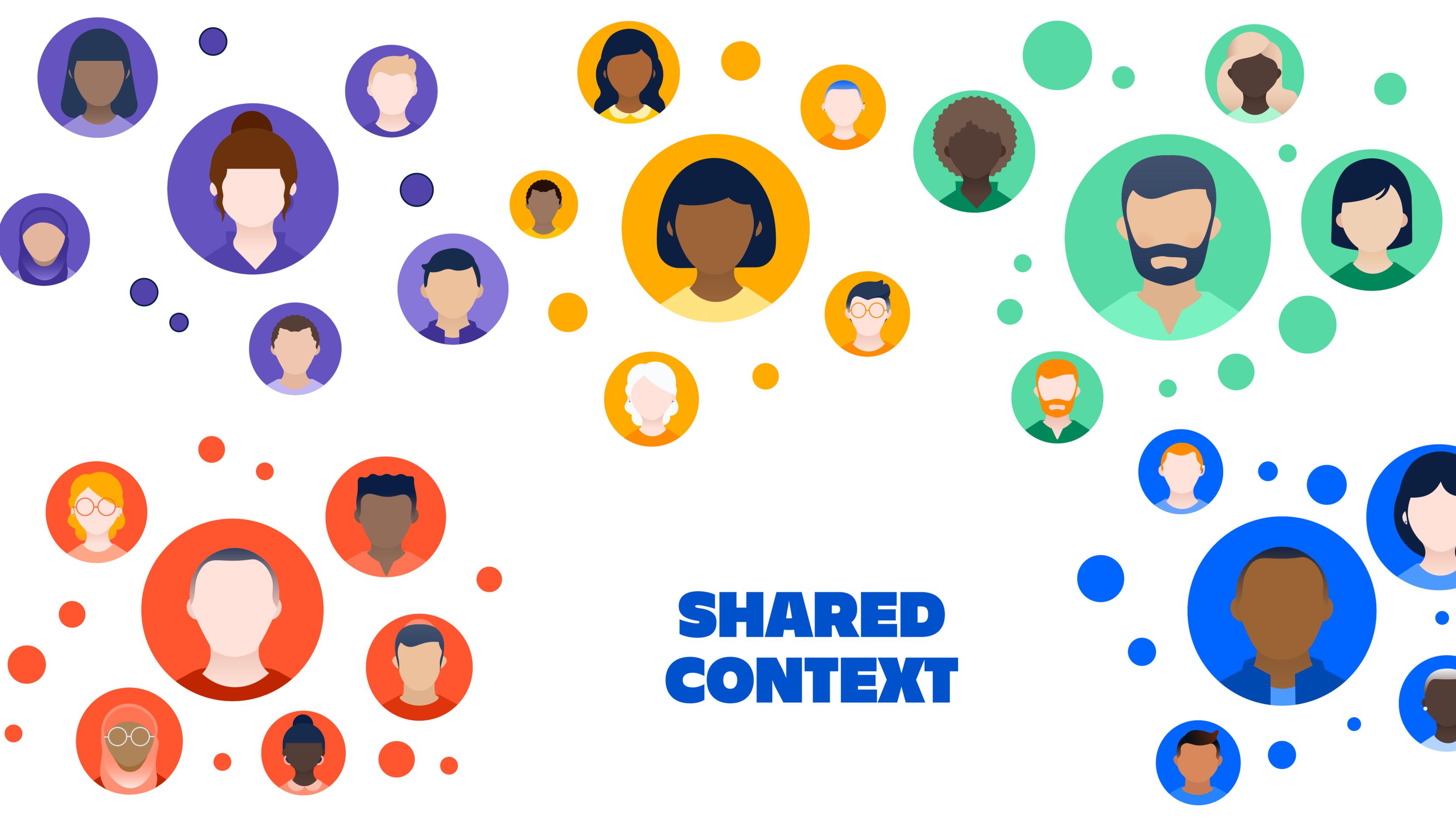
Reactions

Leave Meeting

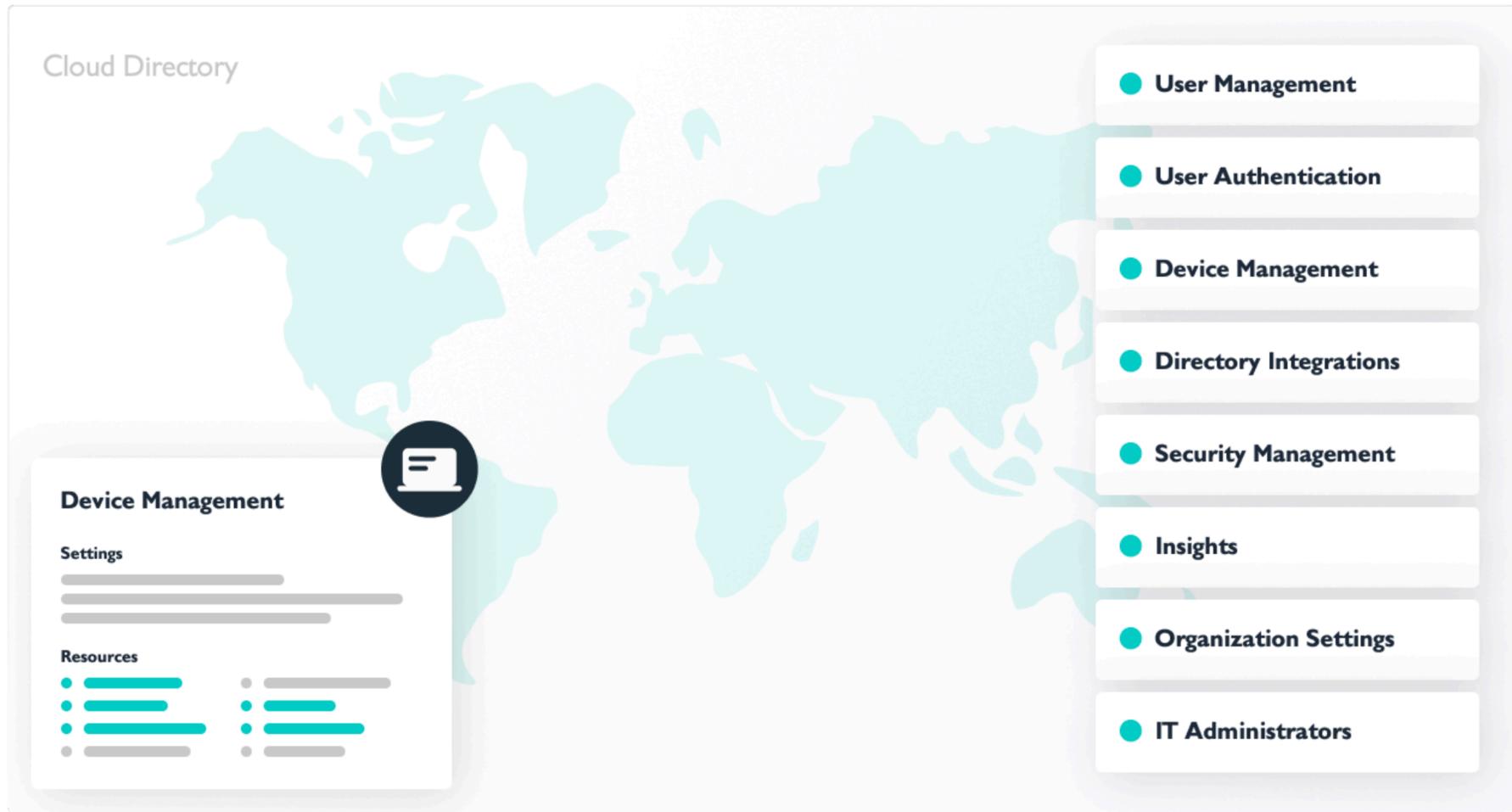


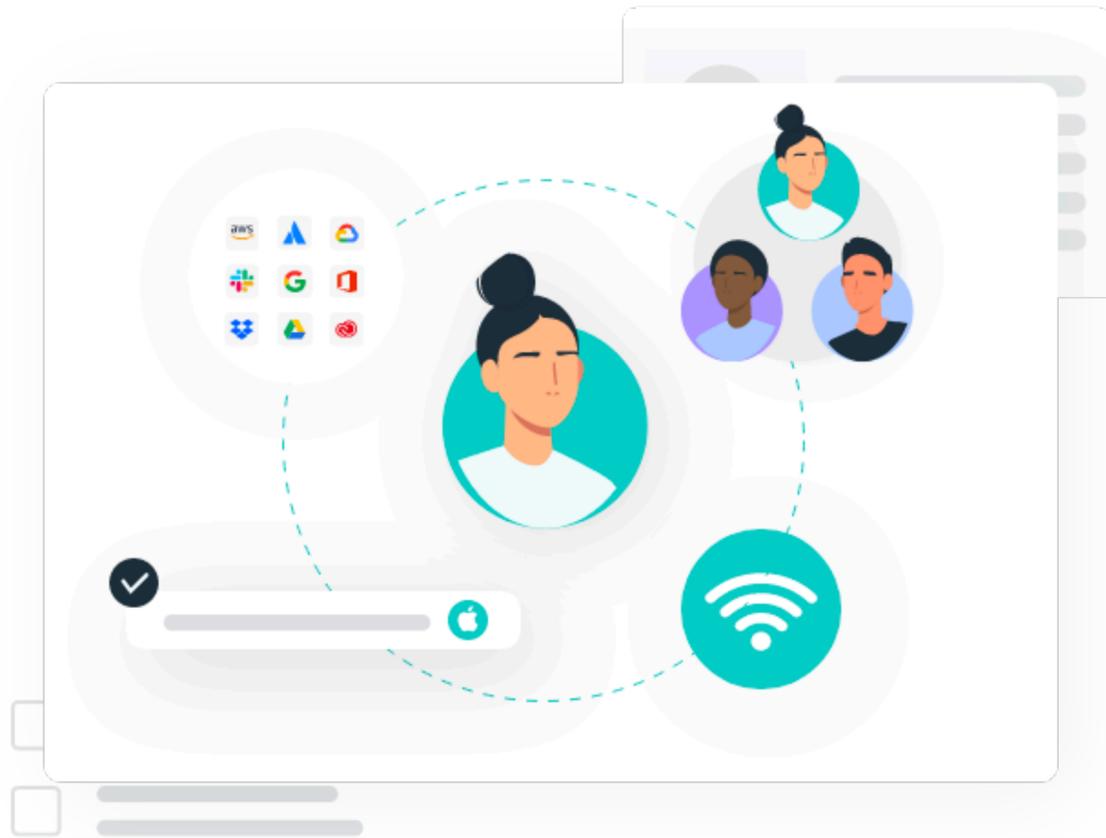
**SHARED GOAL**





# SHARED CONTEXT





### Cloud Directory

A light teal world map is centered in the background. A dark teal circle containing a white document icon is positioned over the North American continent.

- User Management
- User Authentication
- Device Management
- Directory Integrations
- Security Management
- Insights
- Organization Settings
- IT Administrators

#### Device Management

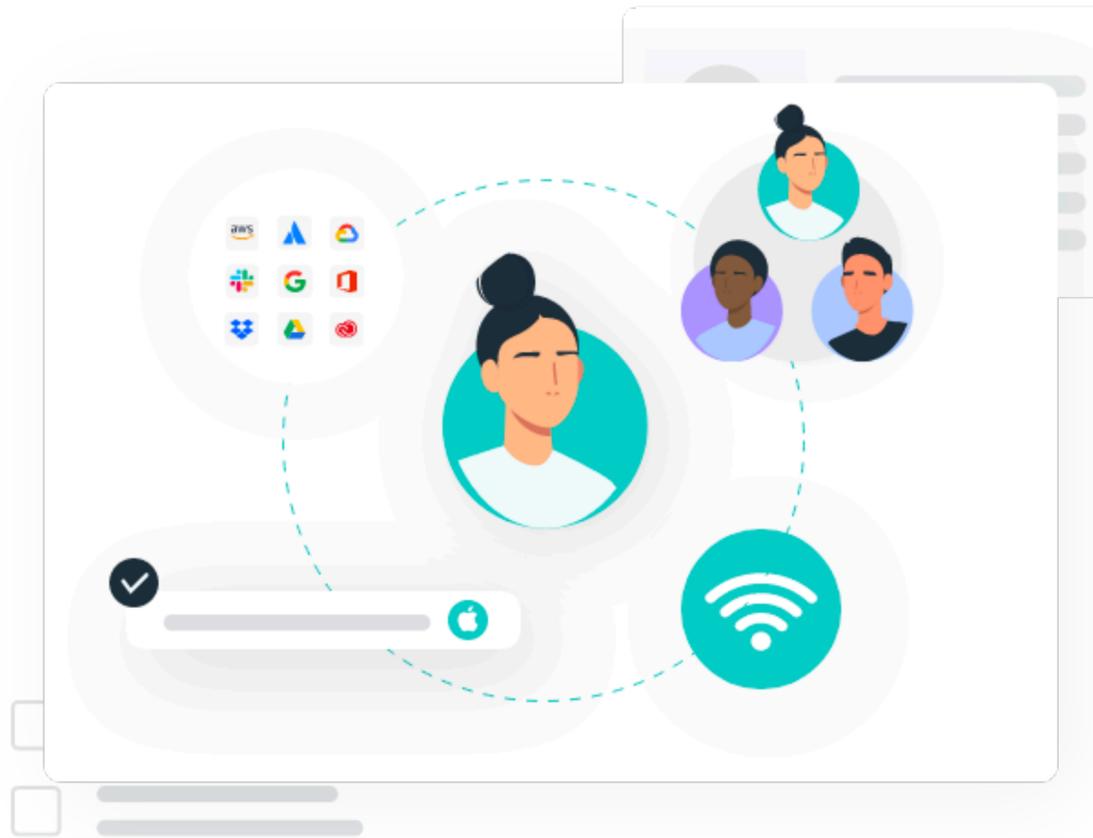
Settings

Resources

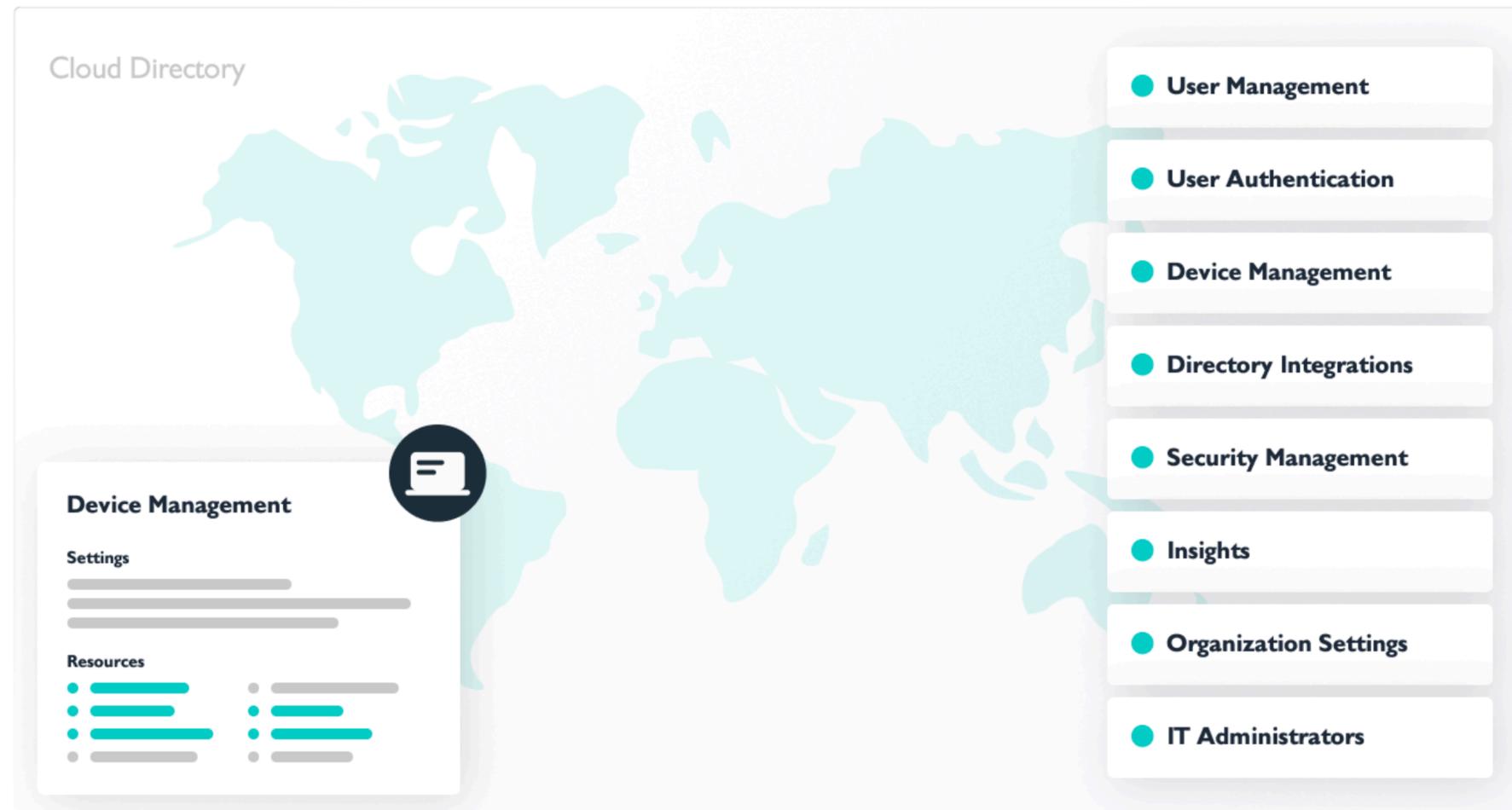
- [Progress bar]
- [Progress bar]
- [Progress bar]
- [Progress bar]



**JumpCloud raises \$75M Series E as cloud directory service thrives during pandemic**



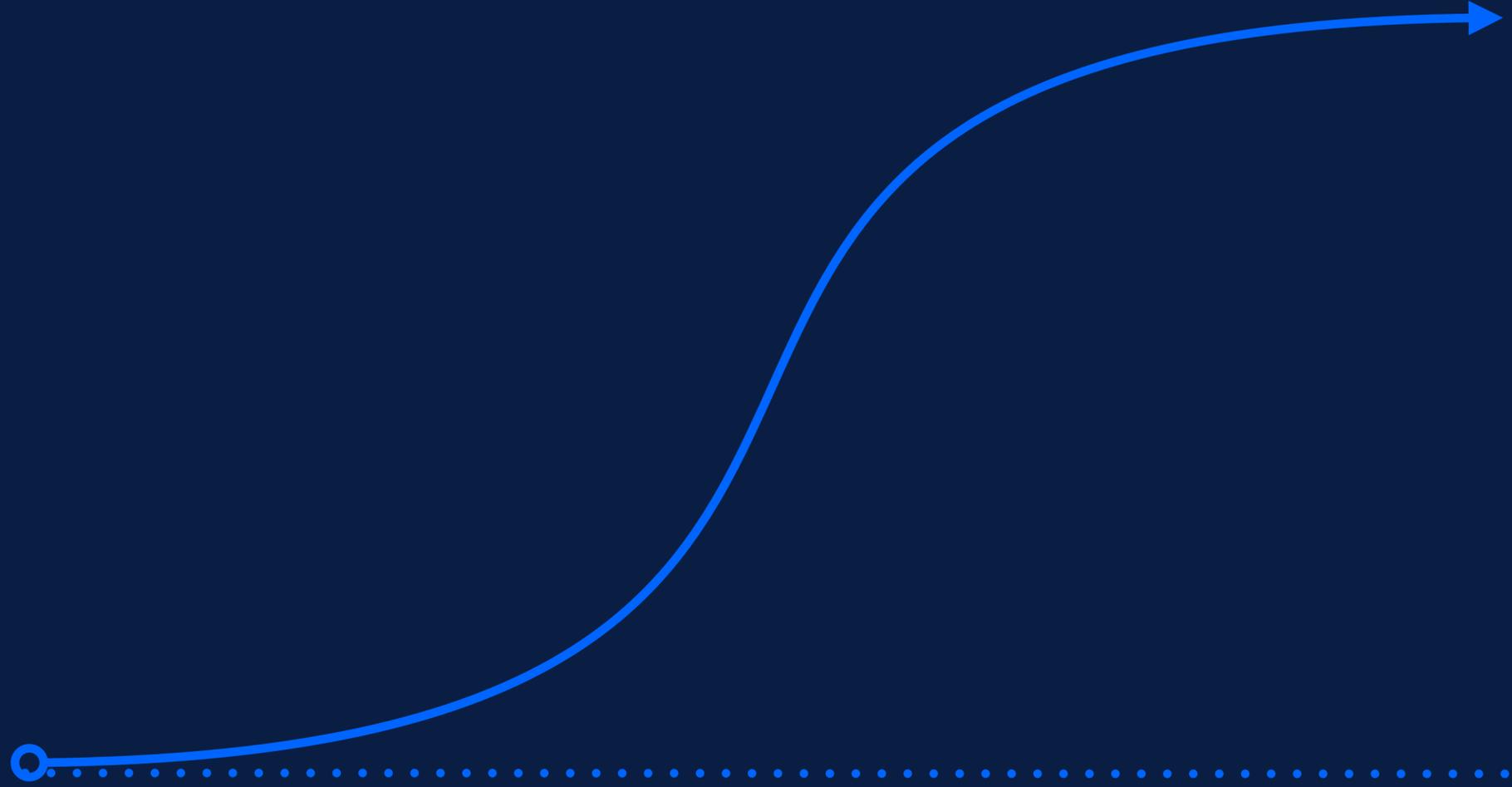
**JumpCloud raises \$159M on \$2.56B valuation for cloud directory tool**



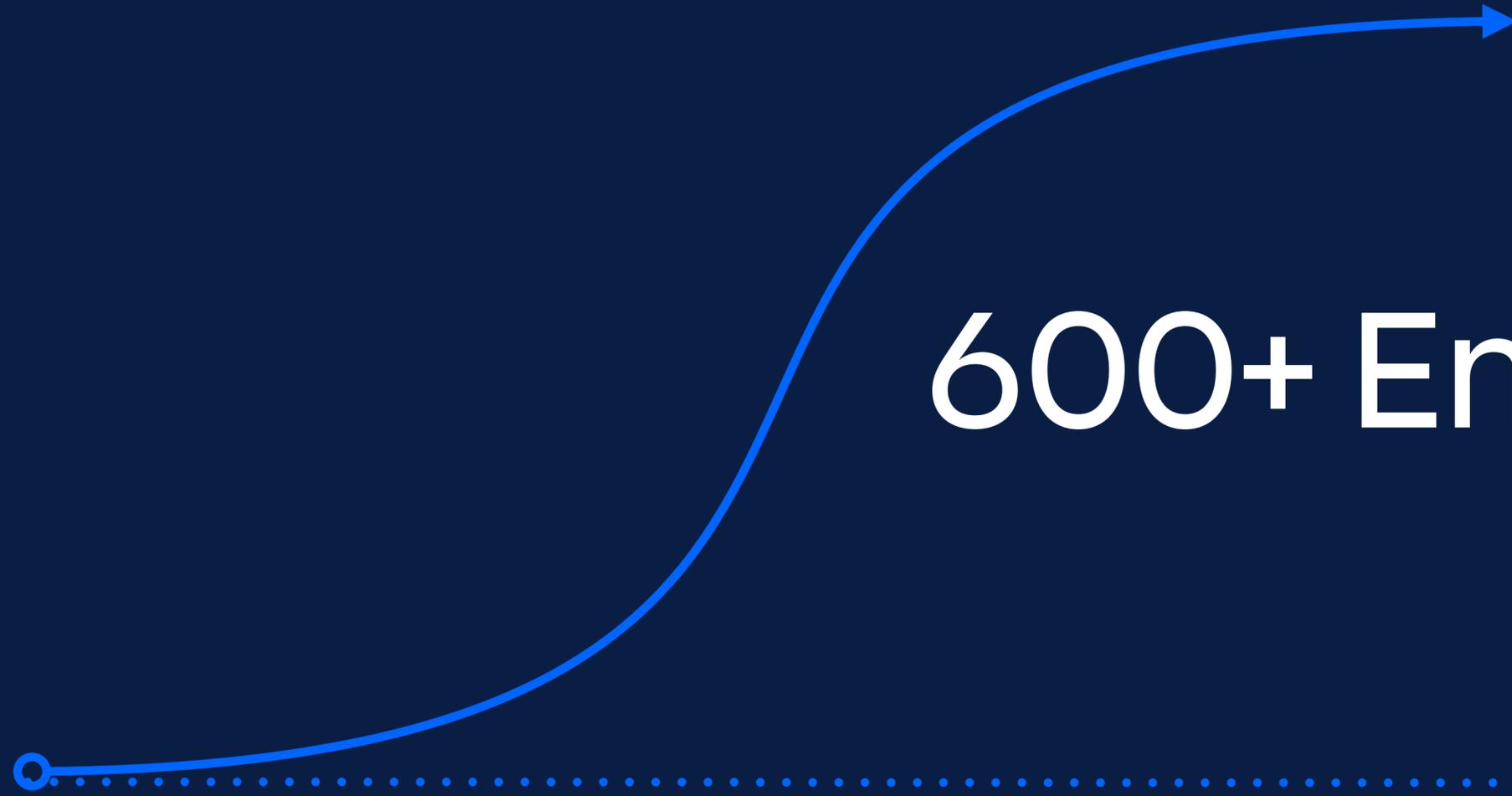
Number of Employees



Number of Employees



Number of Employees



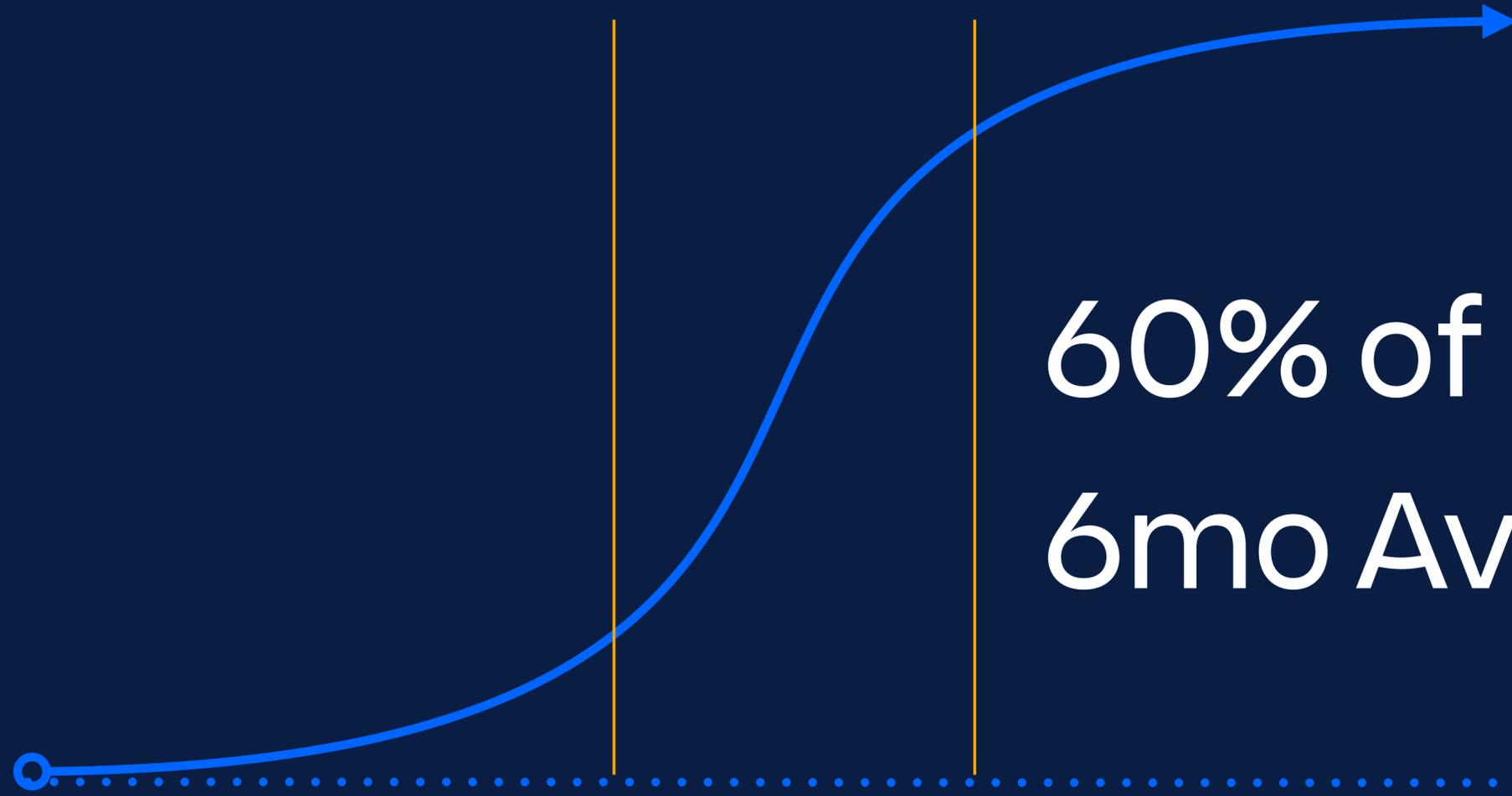
600+ Employees

Number of Employees



1000+ Employees

Number of Employees



60% of Employees  
6mo Ave

# Meet the Team!

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**Jin Lim**

*Asset Inventory Service (AIS)*



**Katrina Johnson**

*Homepage & Alerts*



**Nabeel Sayed**

*Directory Insights, Events*



**Vit Sivetskiy**

*Cloud Insights (CI)*



**Derek Johnson**

*Data Platform, Reporting Service, SLO and Metrics*



**Karthik Rajasekaran**

*Data Query Builder (QB)*



**Sundar Jayashekar**

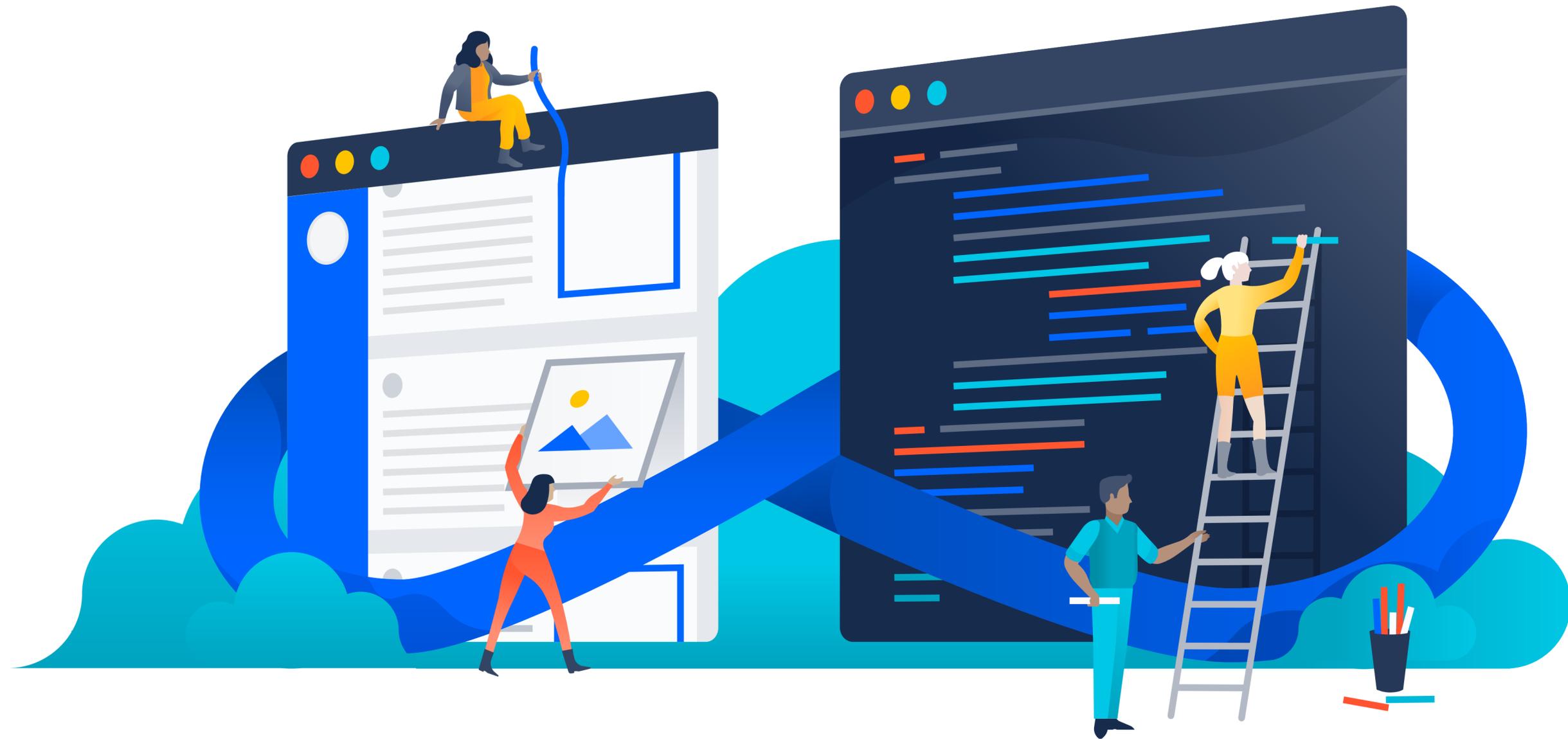
*Team lead*

Brand new team  
Median tenure = 3 months!





# Product Led Growth



**115**

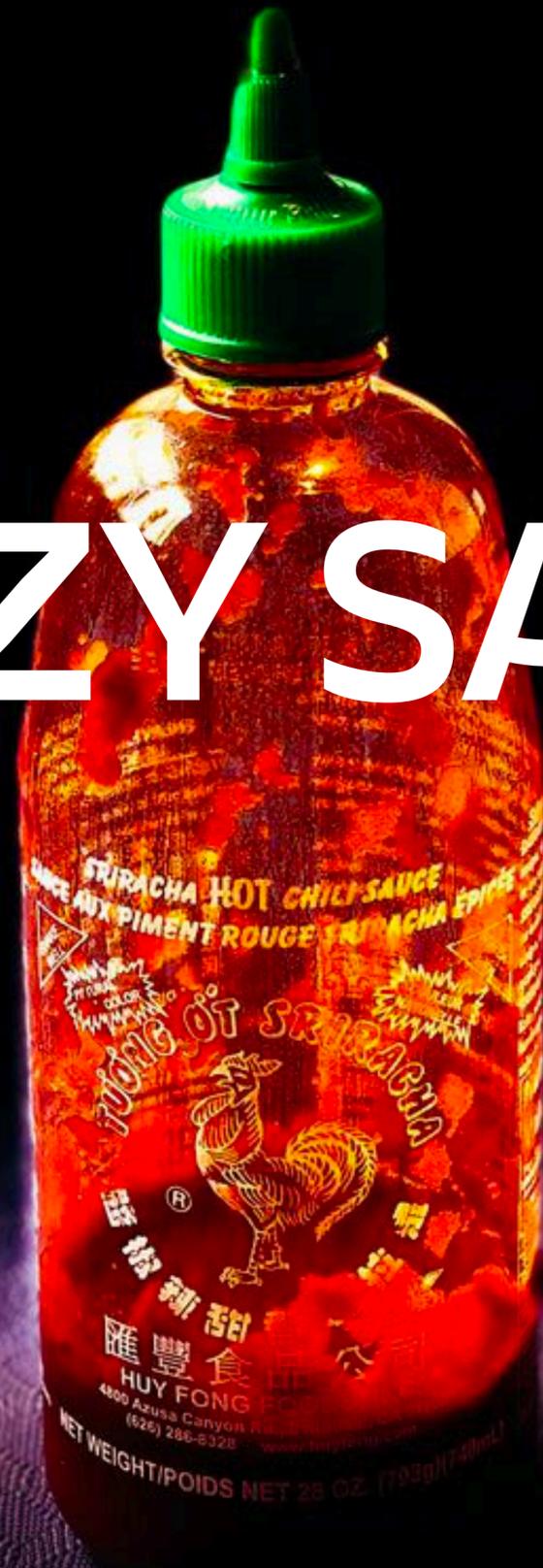
**Features Last Year**

A FEATURE

2-3

DAYS

# CRAZY SAUCE



# PRODUCT



# PRODUCT



# EVERYONE ELSE



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**team**'22

We're here to tell the story!

We made it! Right?

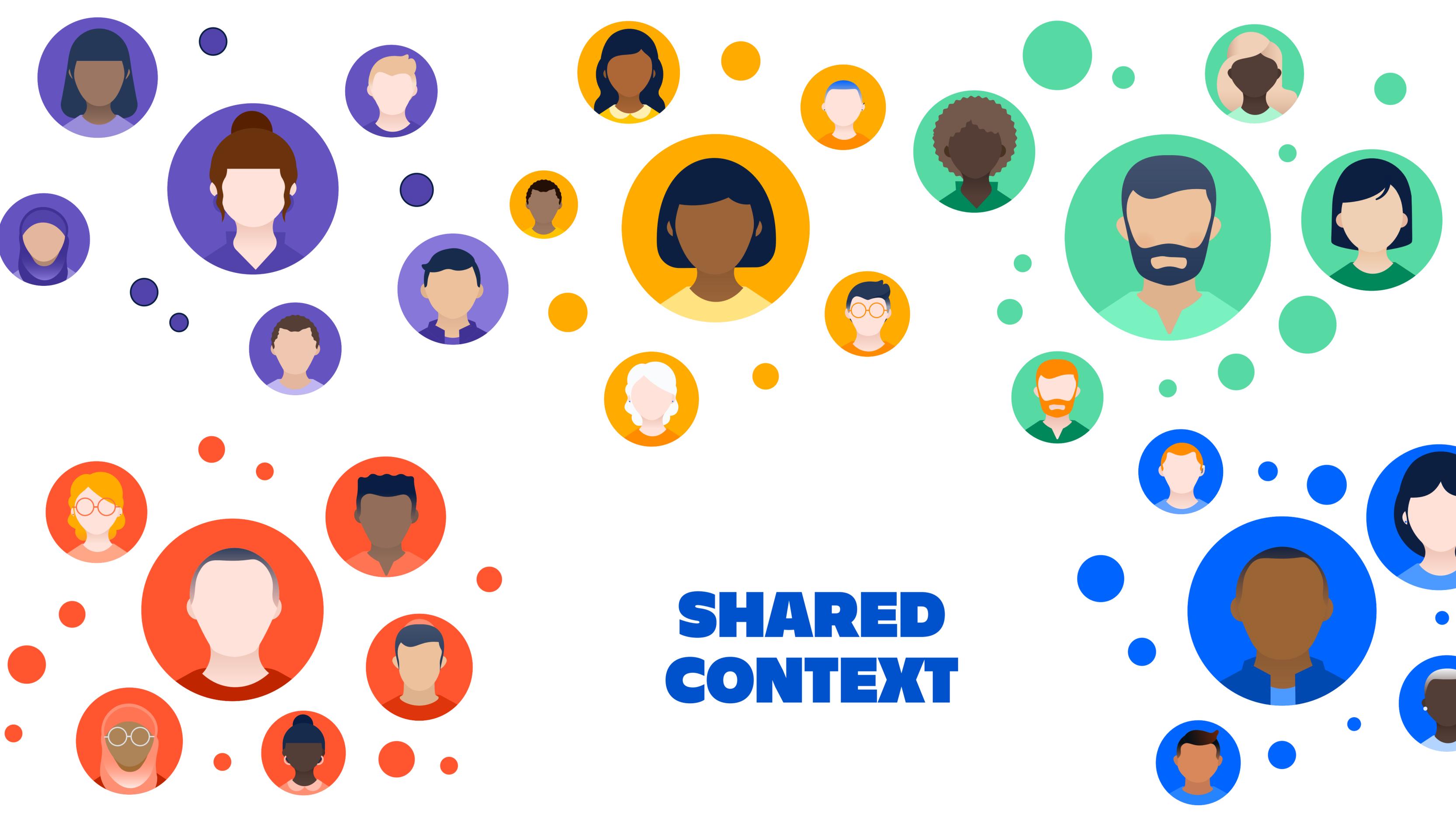


Chase Doelling  
Principal Strategist, JumpCloud



A man and a young child are sitting at a desk in a dimly lit room, looking at a large computer monitor. The man is on the left, and the child is on the right, both looking towards the right side of the frame. The monitor displays a website with a grid of images. The room is lit by a window in the background, which shows a view of trees. The overall mood is quiet and focused.

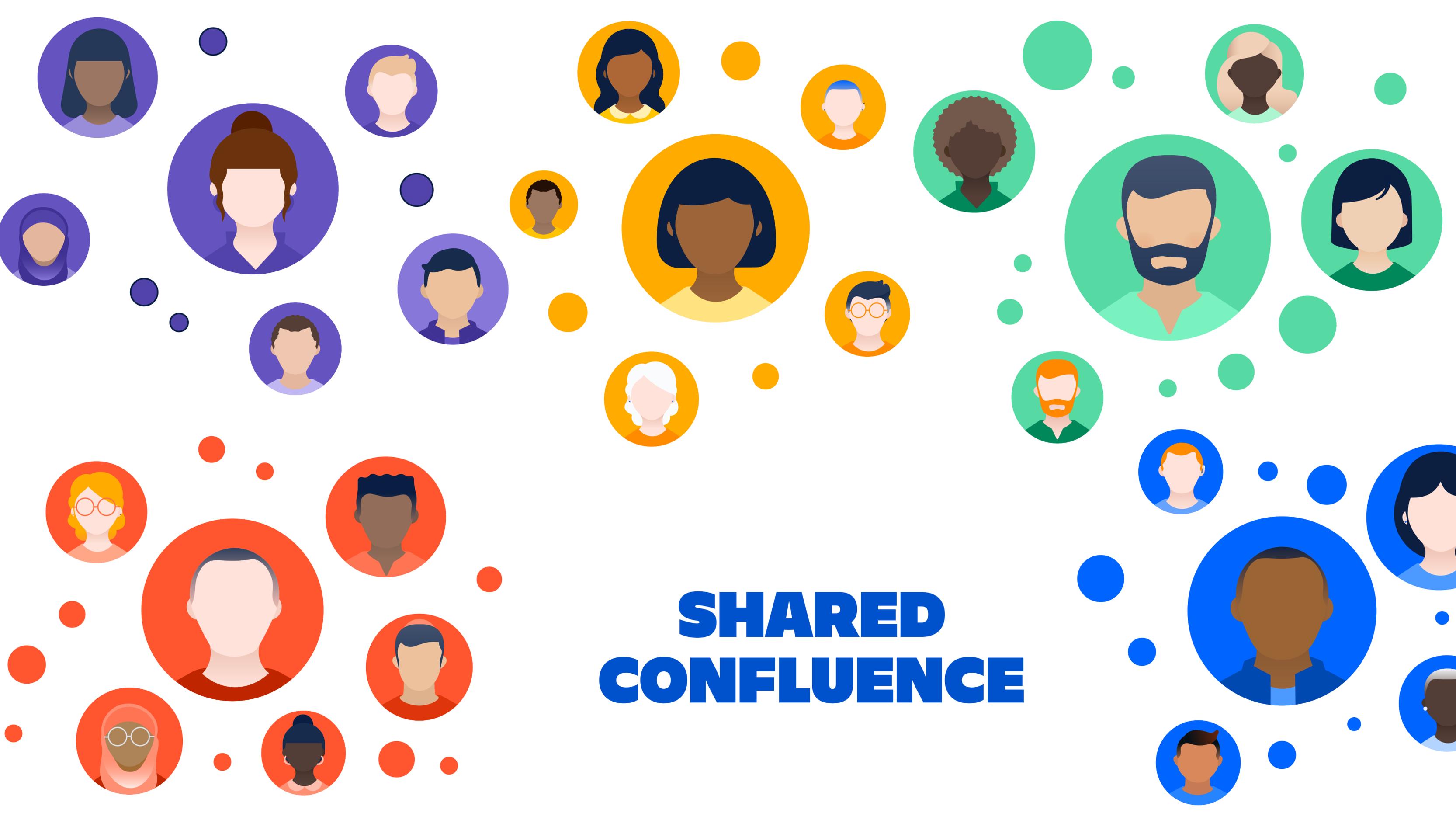
How did we deliver  
*and* enable all that  
stuff?



**SHARED  
CONTEXT**

# MISSION: ENABLE EVERYONE



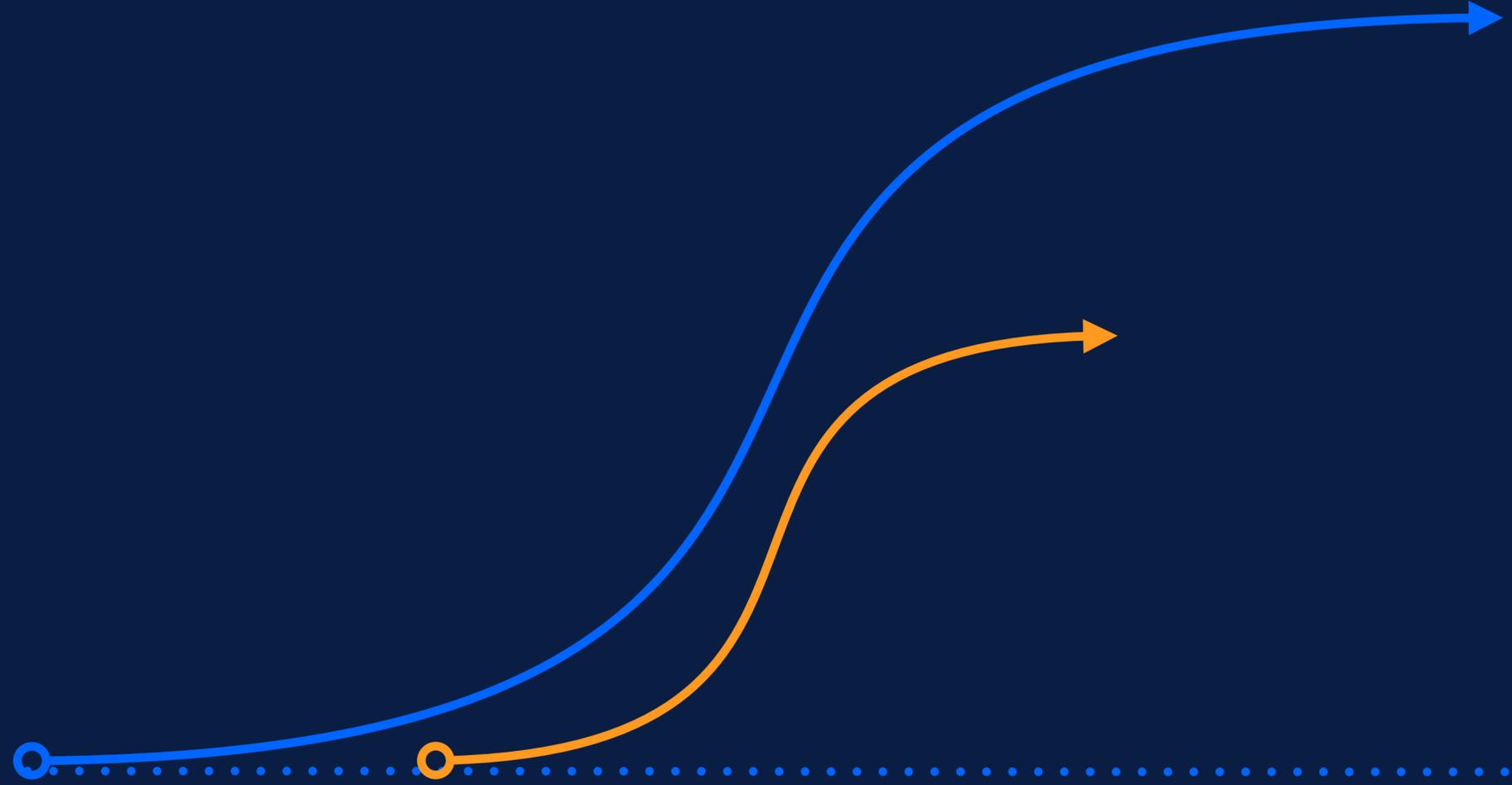


# SHARED CONFLUENCE

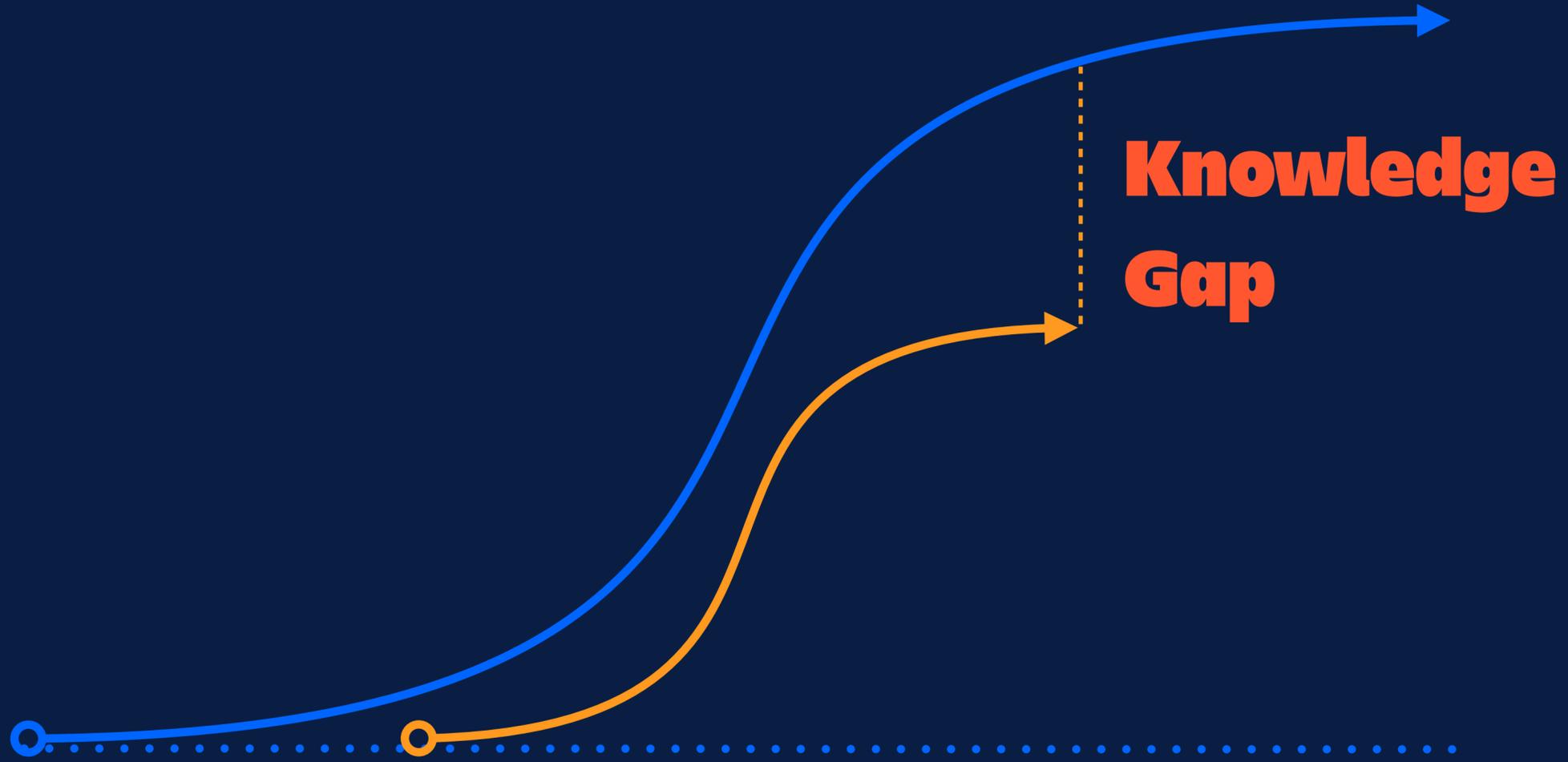


**SHARED  
CONFLUENCE**

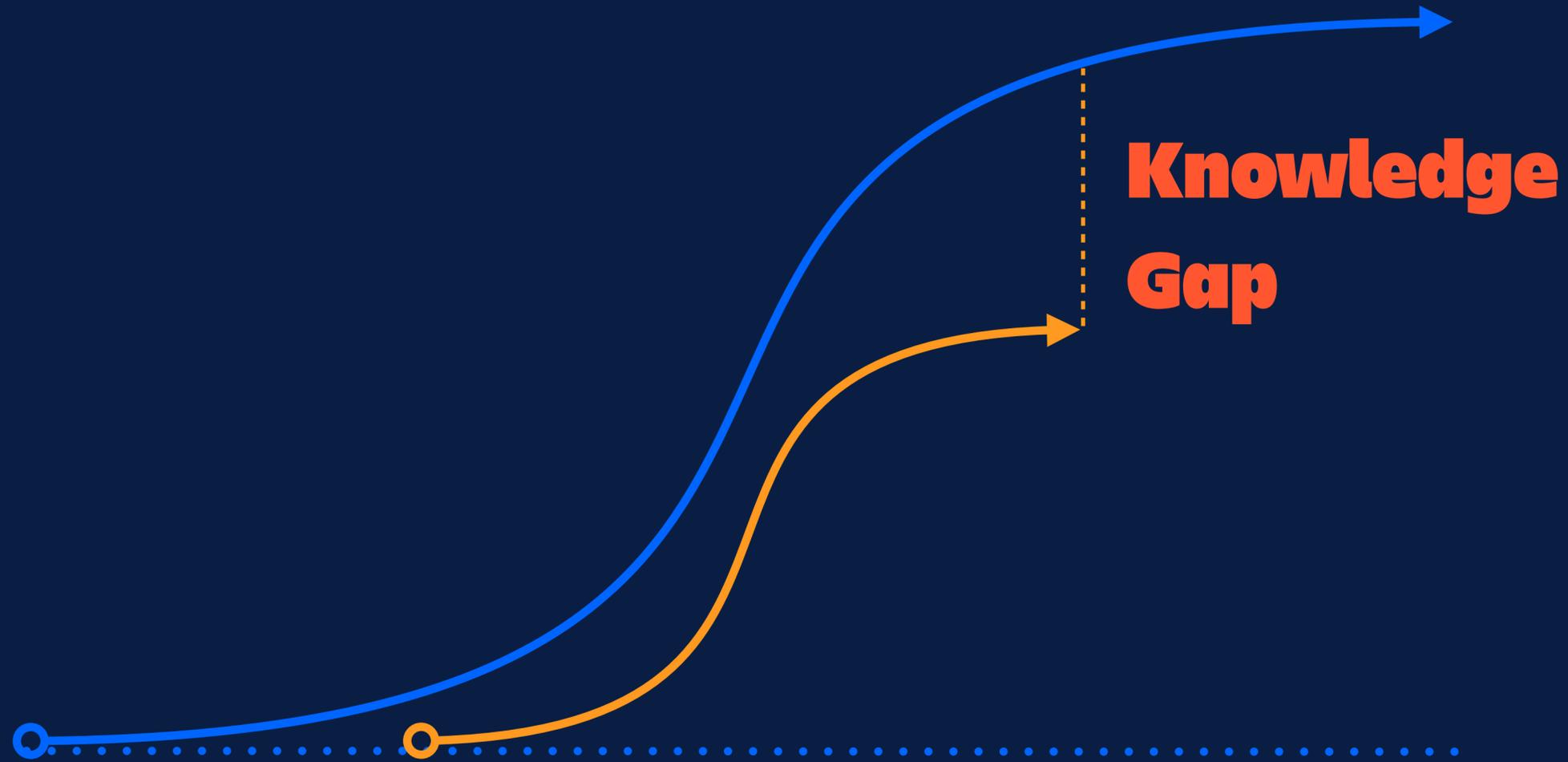
Number of Employees



Number of Employees



Number of Employees



**OH SNAP**

Applications

	 Expensify	 GitHub - TheJumpCloud	 Gong	 Internal API Documentation
 JumpCloud employee web...	 Keeper	 Lattice	 Lever	 Monday
 Outreach	 Public API Documentation	 Sales DI demo	 SFDC	 Slack

Applications



Atlassian



Expensify



GitHub - TheJumpCloud



Gong



Internal API Documentation



JumpCloud employee web...



Keeper



Lattice



Lever



Monday



Outreach



Public API Documentation



Sales DI demo



SFDC



Slack

- Home
- USER MANAGEMENT
  - Users
  - User Groups
- USER AUTHENTICATION
  - LDAP
  - RADIUS
  - SSO**
- DEVICE MANAGEMENT
  - Devices
  - Device Groups
  - Policy Management
  - Policy Groups NEW
  - Commands
  - MDM
  - Software Management
- DIRECTORY INTEGRATIONS
  - Active Directory
  - Cloud Directories
  - HR Directories
- SECURITY MANAGEMENT
  - Conditional Policies
  - Conditional Lists

## Featured Applications

Featured applications

aws Single

← AWS SS

Supported functionality  
SSO Identity Managem

+

<input type="checkbox"/>	Status	Name
<input type="checkbox"/>		
<input type="checkbox"/>		<span>15</span>
<input type="checkbox"/>		
<input type="checkbox"/>		
<input type="checkbox"/>		Ah



## New Application

- General Info
- SSO
- Identity Management**
- User Groups

### Identity Management

Set up an Identity Management integration using the SCIM standard to provision, update, deactivate, and import user accounts in this application service provider as changes are made in JumpCloud. [Learn More](#)

**Configure**

Enable management of User Groups and Group Membership in this application

manual import

**THATS GREAT BUT...**





A FEATURE

2-3

DAYS

# PRODUCT



# EVERYONE ELSE



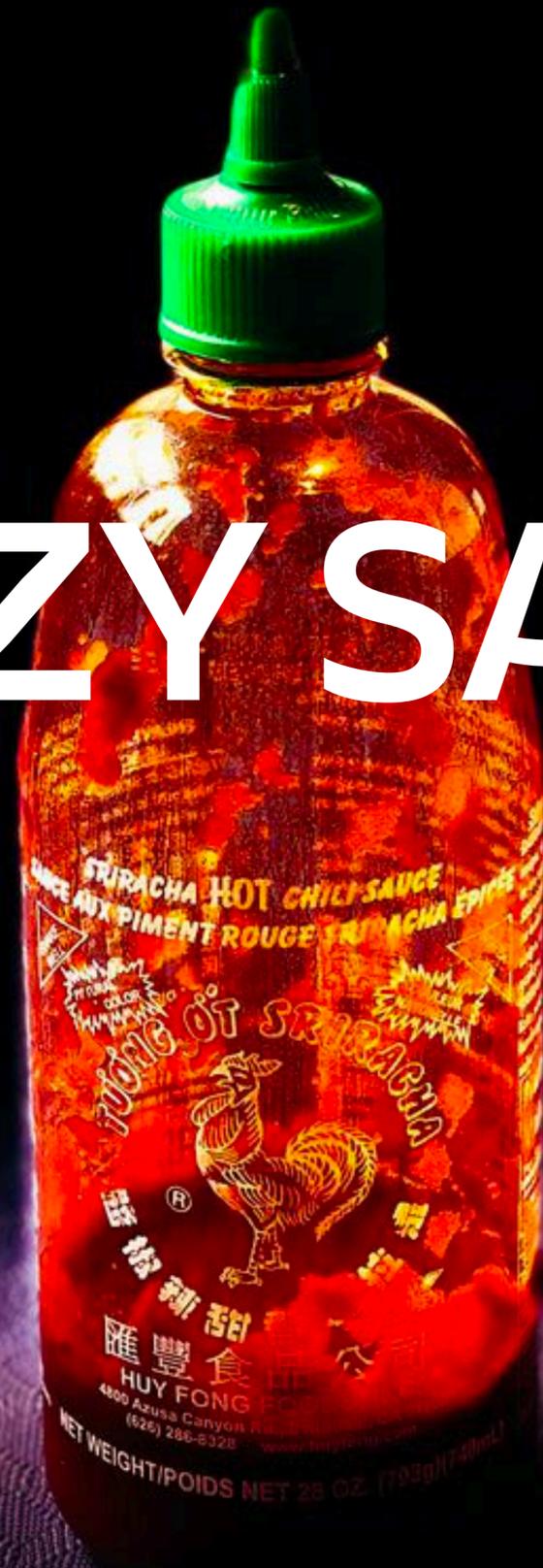
# PRODUCT



# EVERYONE ELSE



# CRAZY SAUCE

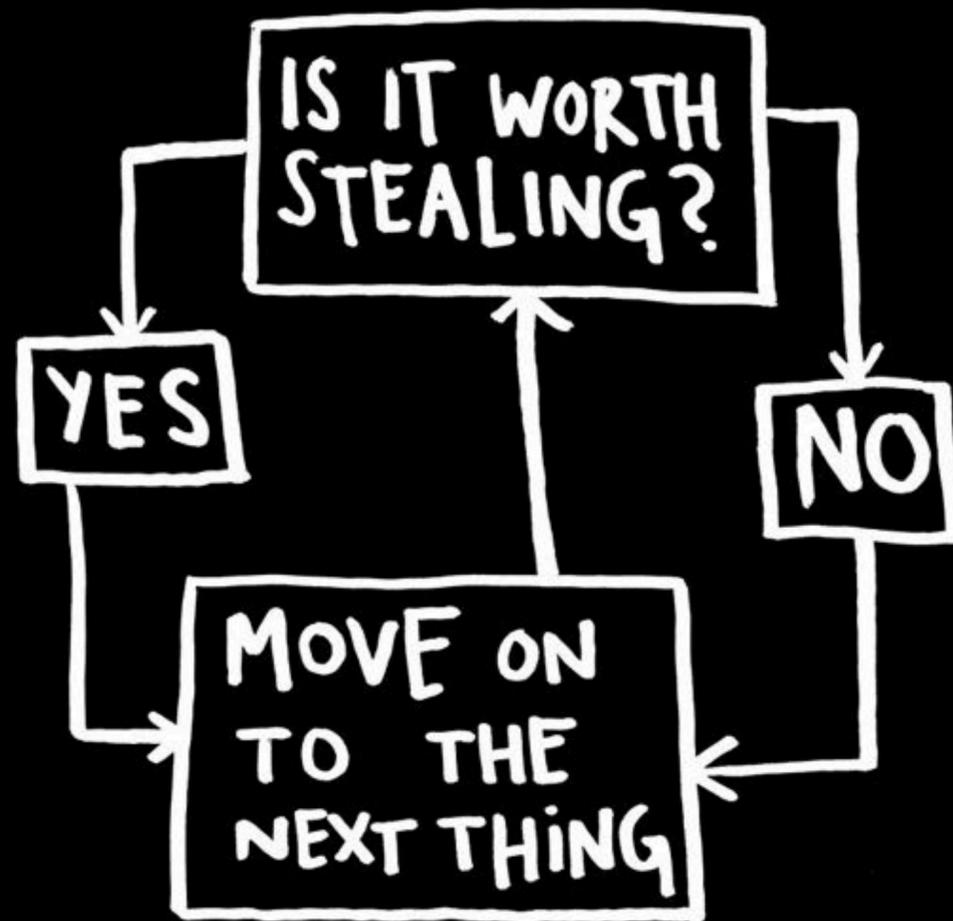


# SECRET SAUCE



**Simplicity**

**Scales**







# Product Enablement

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What's Cooking

What's Coming

What's Here





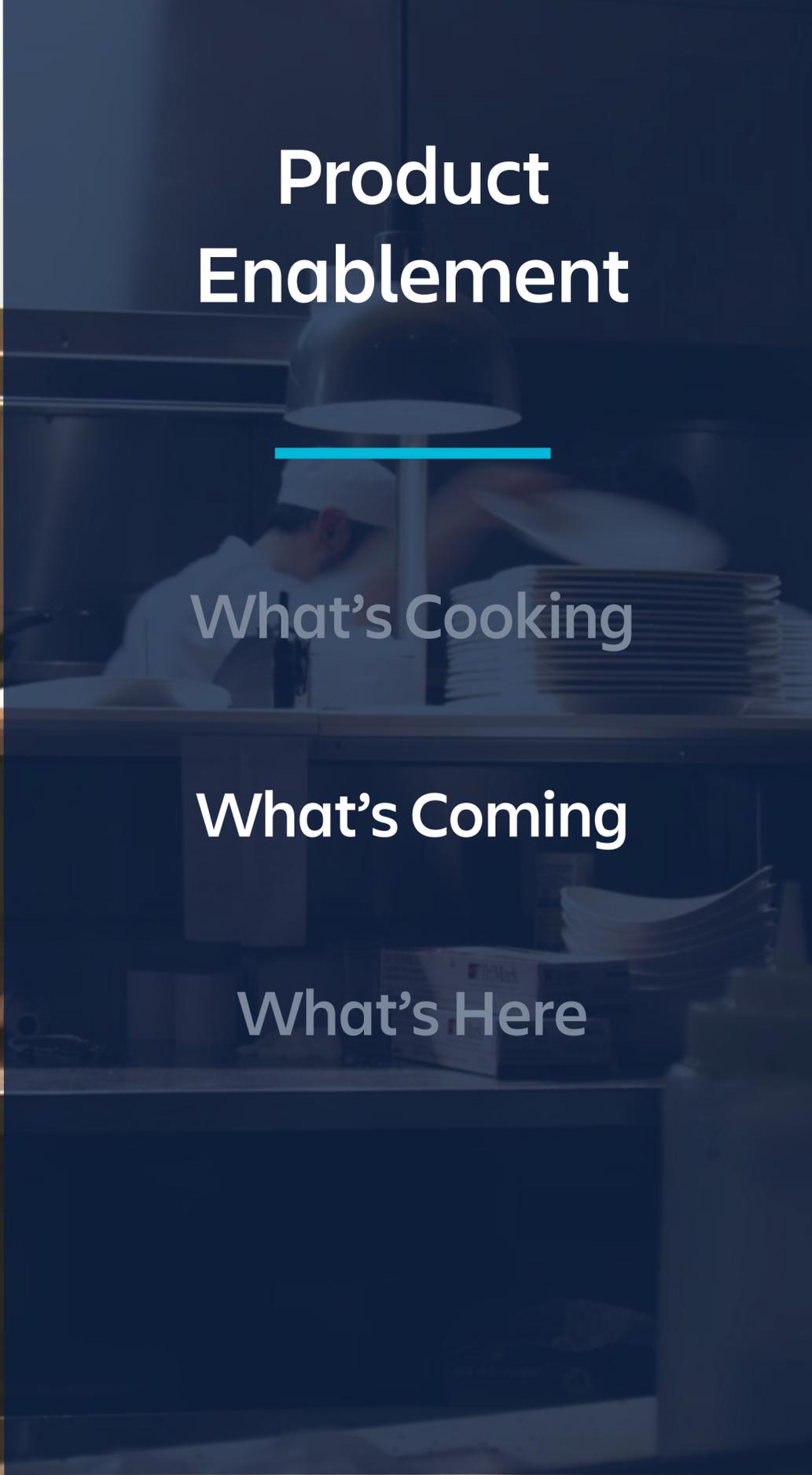
# Product Enablement

---

What's Cooking

What's Coming

What's Here





# Product Enablement

---

What's Cooking

What's Coming

What's Here



# What's Cooking

A close-up photograph of a stainless steel cooking pot on a stovetop. The pot is filled with liquid, and a large plume of white steam is rising from it, partially obscuring the top of the pot. A wooden spoon is resting inside the pot. To the right of the pot, a white plate with a green garnish is visible on the stovetop. The background is dark and out of focus.





WATCH

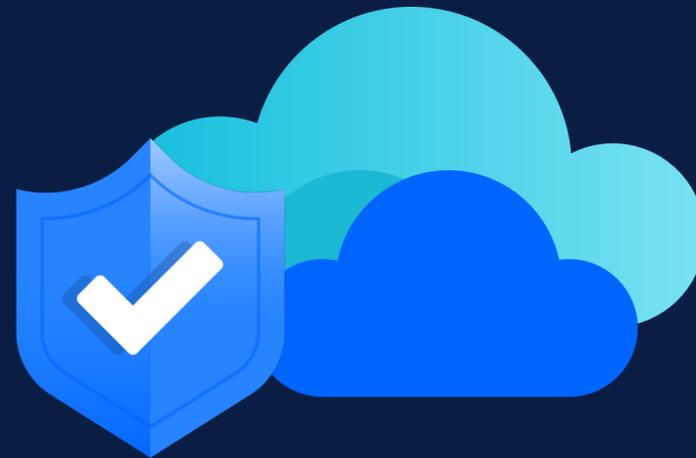
THIS

SPACE

# What's Coming



# What's Coming: Feature Name



What's That

Who's working on this

Short Story

Raftload More

When will customers see it



# What's Here





“Hey... guess what’s live?!”



# Product Enablement

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What's Cooking

What's Coming

What's Here



# What We Found



# What We Found





[PMM Team](#) | [What is Product Marketing?](#) | [Product Marketing Sprint 5 Jira](#) | [PMM Training Guides](#) | [BATTLECARDS](#) | [1 Pagers](#) | [Webinars on Demand](#) | [Product Launch Methodology 2022 Edition](#) | [Team Resources](#) | [Recently updated](#)

# What We Found



# What We Found



H.U.G.S.









There's more to it

**OKRs**  
**JIRA**  
**STATUS**  
**ASSIST**

Product Documentation

- 2021 H1 Themes and Initiatives
- › Future
- › Roadmap & Features
- ▼ What's Cooking / Coming / Here Documents
  - › What's Cooking/Coming/Here in Cloud Directory
  - › What's Coming/Cooking in Data Services
  - › What's Coming/Cooking in Auth
- ▼ What's Coming/ Cooking in Devices
  - › OS Patch Management
  - iOS/iPadOS MDM (Corporate-Owned Device)
  - iOS/iPadOS MDM (Bring Your Own Device)
  - iOS VPP App Distribution [WIP]
  - Linux Policies
  - Linux Security Commands
  - Linux Distribution Support
  - JumpCloud Protect - 2nd factor at device logon (Mac)

# Stealing in Action



Product Documentation

- 2021 H1 Themes and Initiatives
- > Future
- > Roadmap & Features
- > What's Cooking / Coming / Here Documents
  - > What's Cooking/Coming/Here in Cloud Directory
  - > What's Coming/Cooking in Data Services
  - > What's Coming/Cooking in Auth
- > What's Coming/ Cooking in Devices
  - > OS Patch Management
  - iOS/iPadOS MDM (Corporate-Owned Device)
  - iOS/iPadOS MDM (Bring Your Own Device)
  - iOS VPP App Distribution [WIP]
  - Linux Policies
  - Linux Security Commands
  - Linux Distribution Support
  - JumpCloud Protect - 2nd factor at device logon (Mac)

# 2022 H1 Devices Q1

Created by Kurt Westphal (Deactivated) Last updated: Feb 25, 2022 by Christian Mason • 2 min read • 71 people viewed

## Q1 2022 Key Outcomes — for review

Themes - Mature Desktop Management | Enter Devices (both iOS / Android) | Progress on OSP | Agent

New Logos	Retention	Pathfinding
<p>OS Patch Management v1 GA. <a href="#">DP-37:</a></p> <p><a href="#">OS Patch Management EA EA</a></p> <p>CONTINUING Q4 JAN</p>	<p>Eliminate Keychain PW prompt (CFI) on macOS <a href="#">HE-1736: Device Trust - macOS endusers being prompted for JC keychain password</a> DONE JAN CONTINUING Q4</p> <p>PO</p>	<p>Android POC - Basic CODE Enterprise Device Enrollment <a href="https://docs.google.com/document/d/1bzzKL4dMK_UBcGw-e/rqGOSB1gKu9gRZeaUKs">https://docs.google.com/document/d/1bzzKL4dMK_UBcGw-e/rqGOSB1gKu9gRZeaUKs</a></p> <p>Connect to preview</p>
<p>OS Patch v2 GA - View Available Updates on macOS and Win Devices. <a href="#">DP-39: OS Patch Reporting</a> PLANNING MAR</p> <p>Ubuntu admins can enforce OS Patch management policy. <a href="#">TX-149: Ubuntu Patch Mgmt V1 Capabilities</a> EXECUTING MAR</p>	<p>Secure Token Remediation and "Needs Attention" Tab (CFI) <a href="#">HE-1787: Secure Token Remediation</a> DONE CONTINUING Q4</p> <p>JAN PO</p>	<p>RMM POC - Demonstrate share and remote control (input capture). <a href="https://docs.google.com/document/d/1D1y4h0VR8AS9E1D9Cz9ertR1GWOy3_g/E8/edit">https://docs.google.com/document/d/1D1y4h0VR8AS9E1D9Cz9ertR1GWOy3_g/E8/edit</a> - Connect to pre</p>
<p>Admins can send iOS / iPadOS devices directly to end users with Automated</p>	<p>Ensure ADE 'always works' (CFI) on Apple devices. <a href="#">DP-64: Make Automated Enrollments (ADE) Always Succeed</a></p> <p>EXECUTING PO DATE TBD</p>	

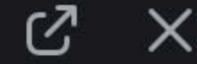
## All Systems Operational

Uptime over the past 90 days. [View historical uptime.](#)

Agent <sup>?</sup>	Operational
Admin Console <sup>?</sup>	Operational
Directory Insights	Operational
General Access API	Operational
G Suite Integration <sup>?</sup>	Operational
LDAP <sup>?</sup>	Operational
Office 365 Integration <sup>?</sup>	Operational
RADIUS <sup>?</sup>	Operational
SendGrid SMTP Services <sup>?</sup>	Operational
SSO <sup>?</sup>	Operational
System Insights	Operational
Support Site <sup>?</sup>	Operational
Multi-Tenant Portal (MTP)	Operational



## General Request



### Summary

Can I have two drink tickets for the bash tonight?

### Location (optional)

location



### Details (optional)

Pretty please with a cherry on top

Cancel

Create

**Simplicity**

**Scales**



# SECRET SAUCE



# What's Cooking

---

Discovery

Investigation

Innovation

Collaboration



# What's Coming

---

What's That

Short Story

When Customers See It

Who's Working on This



# What's Here

---

It's Live

Reminder to Remember

Resources Available



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***team***'22

Thank you!