



# Collaboration, Confluence, and Hyper-growth

A Journey

Chase Doelling  
Principal Strategist , JumpCloud



The graphic features a central text block surrounded by decorative elements. On the left, there is a blue circle with a person wearing glasses, a yellow circle with a person, and a green circle with a person. On the right, there is a blue circle with a person, a yellow circle with a person, and a green circle with a person. Additionally, there are several small colored circles (yellow, green, blue, purple) scattered around the text.

**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**



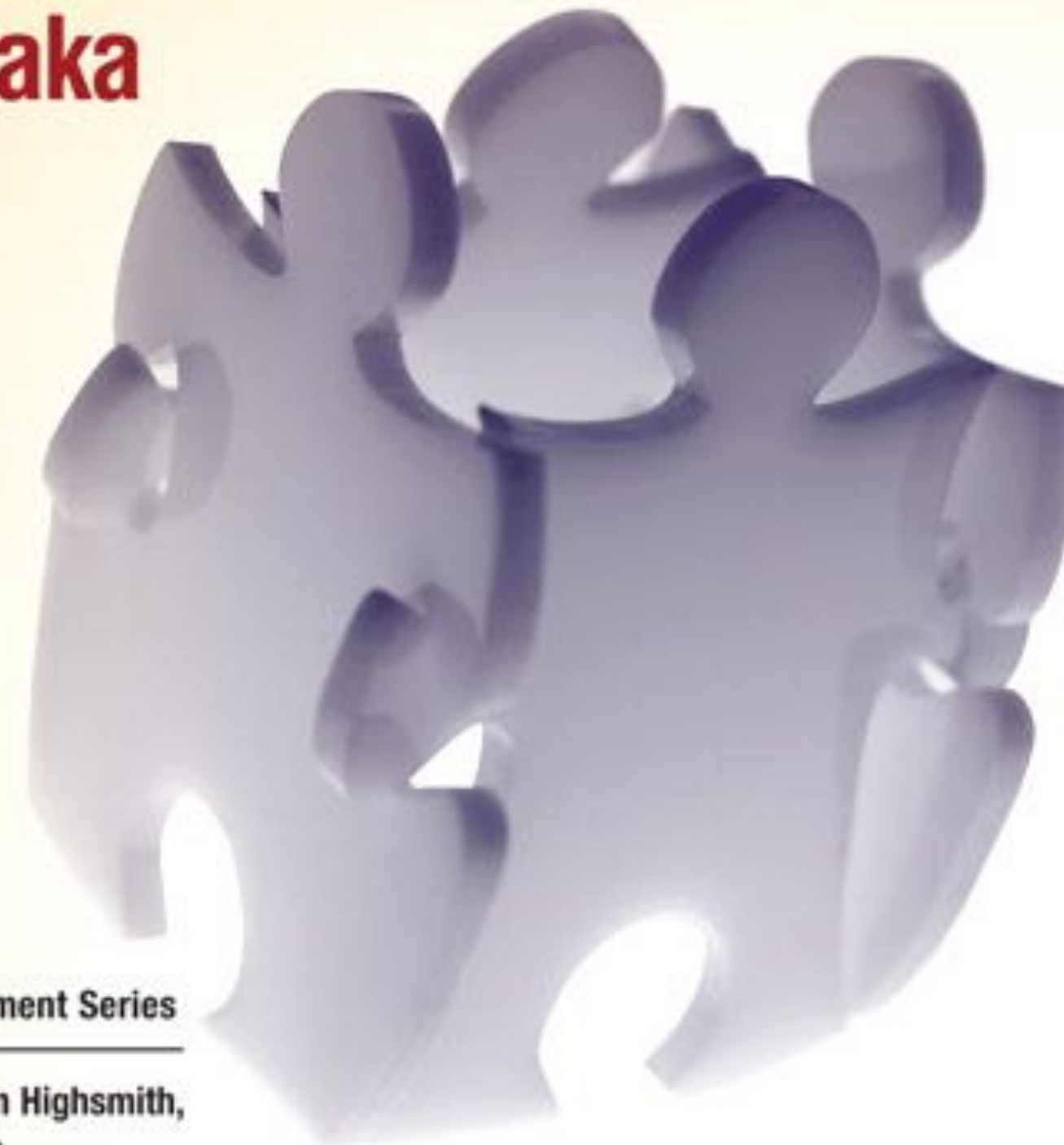
# Collaboration Explained



Facilitation Skills for Software Project Leaders

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**Jean Tabaka**



Agile Software Development Series

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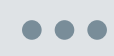
Alistair Cockburn and Jim Highsmith,  
Series Editors







In progress

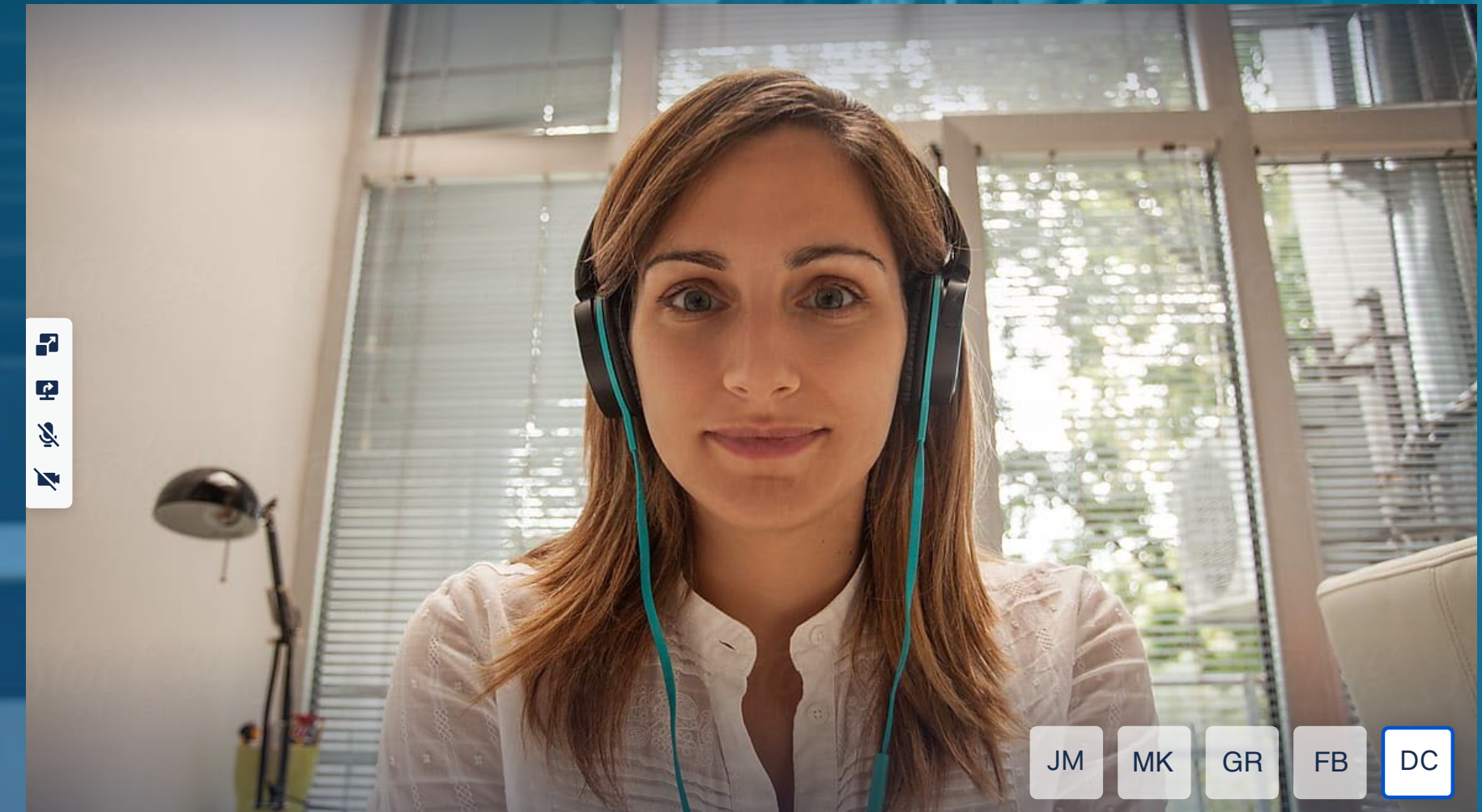


Sync with design team

🕒 April 15    🔖 3



+ Add another card





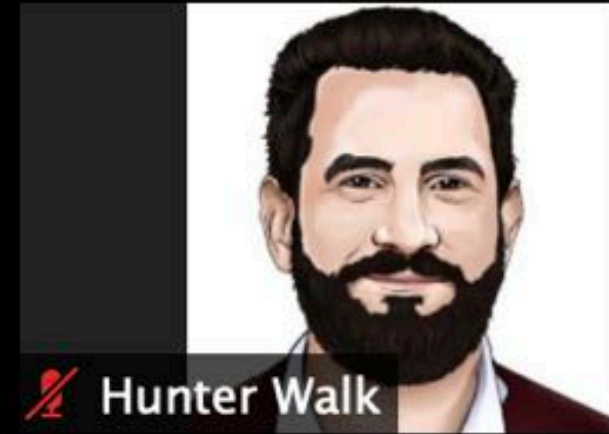


**SHARED GOAL**





Speaker View



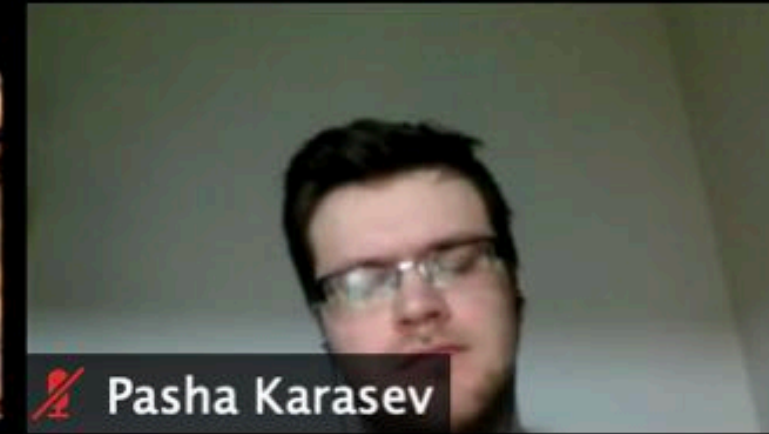
Hunter Walk



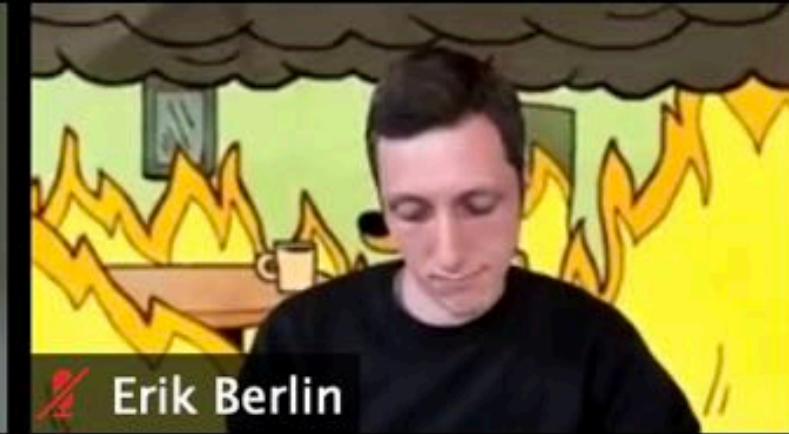
JoshBookRetina



Liz Eswein



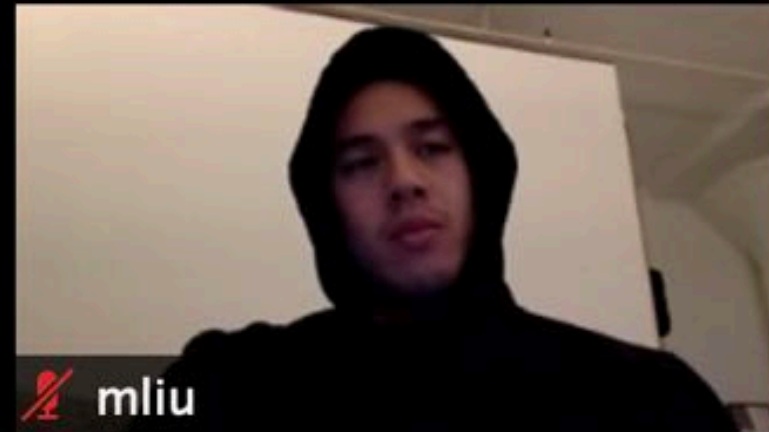
Pasha Karasev



Erik Berlin



Paul



mliu



Courtney Nash



forrestbrown

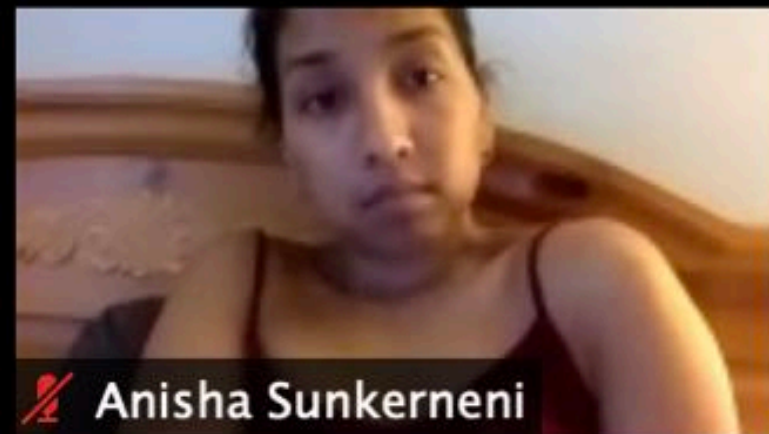


Peter Pham



1/4

Monique Woodard



Anisha Sunkerneni



NickHallam



John-Henry Scherck



1/4

Casey



stevenlevy



Sarah Frier



MYKIGAI



Toni Cowan-Brown



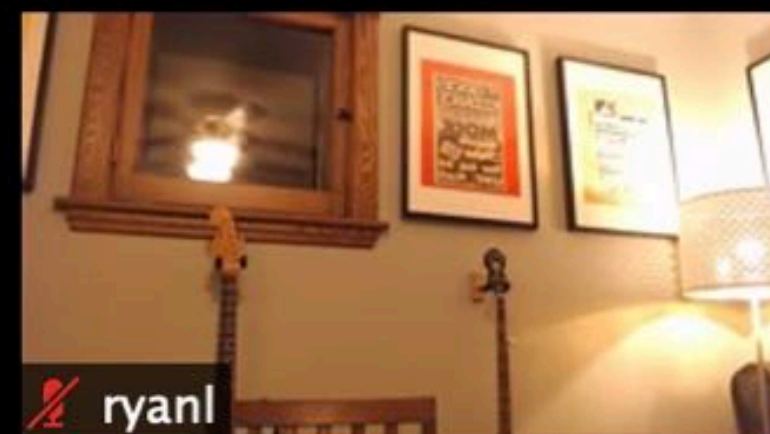
Shira Ovide



Hal



Ryan Kuiken



ryanl



Andrew Hutchinson



ben



Unmute



Stop Video



Invite



Participants 92



Share Screen



Chat 2



Record



Reactions

Leave Meeting



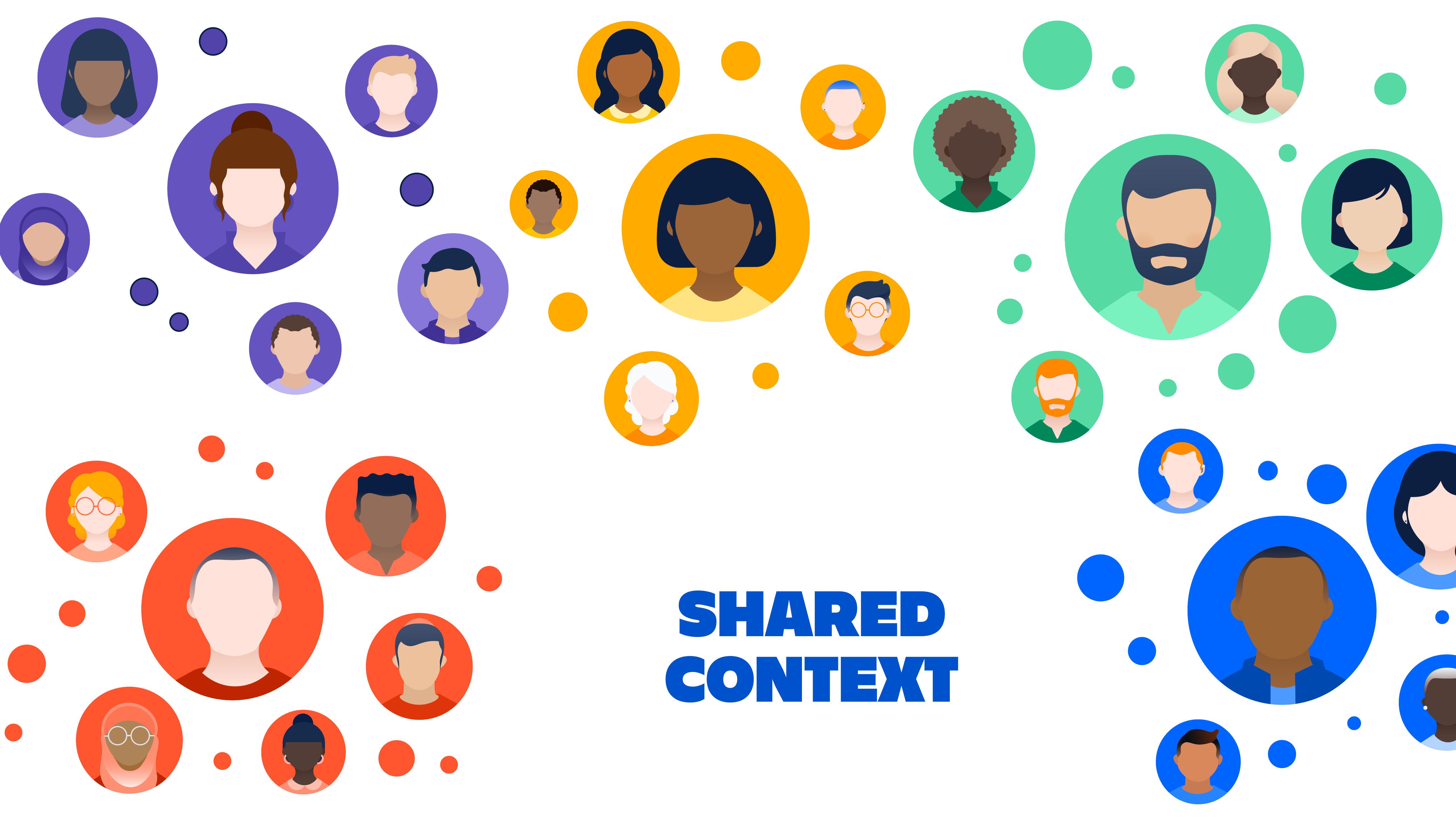


**SHARED GOAL**









**SHARED  
CONTEXT**

Cloud Directory

### Device Management

#### Settings

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

#### Resources

- \_\_\_\_\_
  - \_\_\_\_\_
  - \_\_\_\_\_
  - \_\_\_\_\_
- \_\_\_\_\_
  - \_\_\_\_\_
  - \_\_\_\_\_
  - \_\_\_\_\_



● User Management

● User Authentication

● Device Management

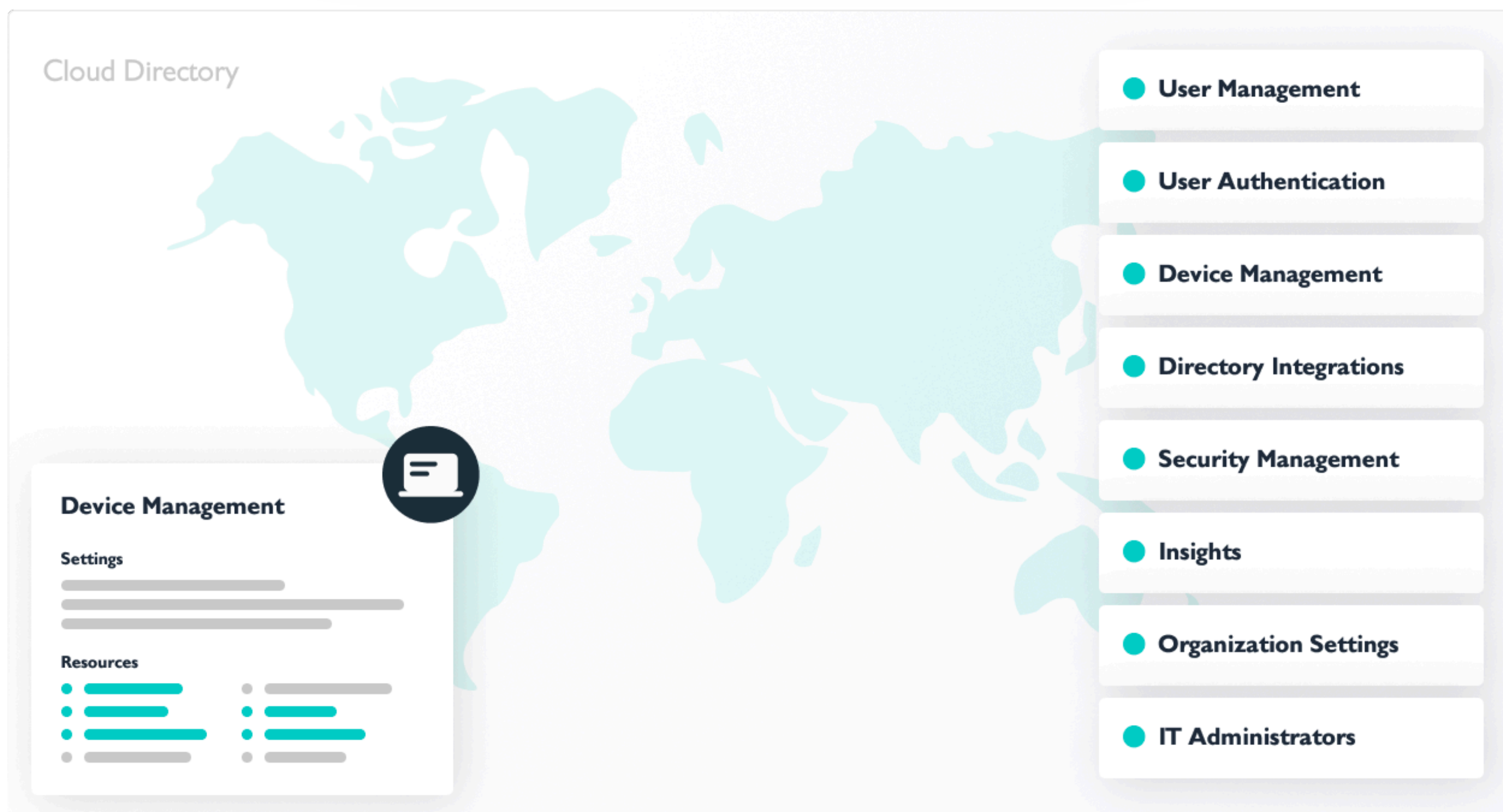
● Directory Integrations

● Security Management

● Insights

● Organization Settings

● IT Administrators







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



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

Cloud Directory

### Device Management

#### Settings

Horizontal bars representing settings fields.

#### Resources

Horizontal bars representing resource lists.



User Management

User Authentication

Device Management

Directory Integrations

Security Management

Insights

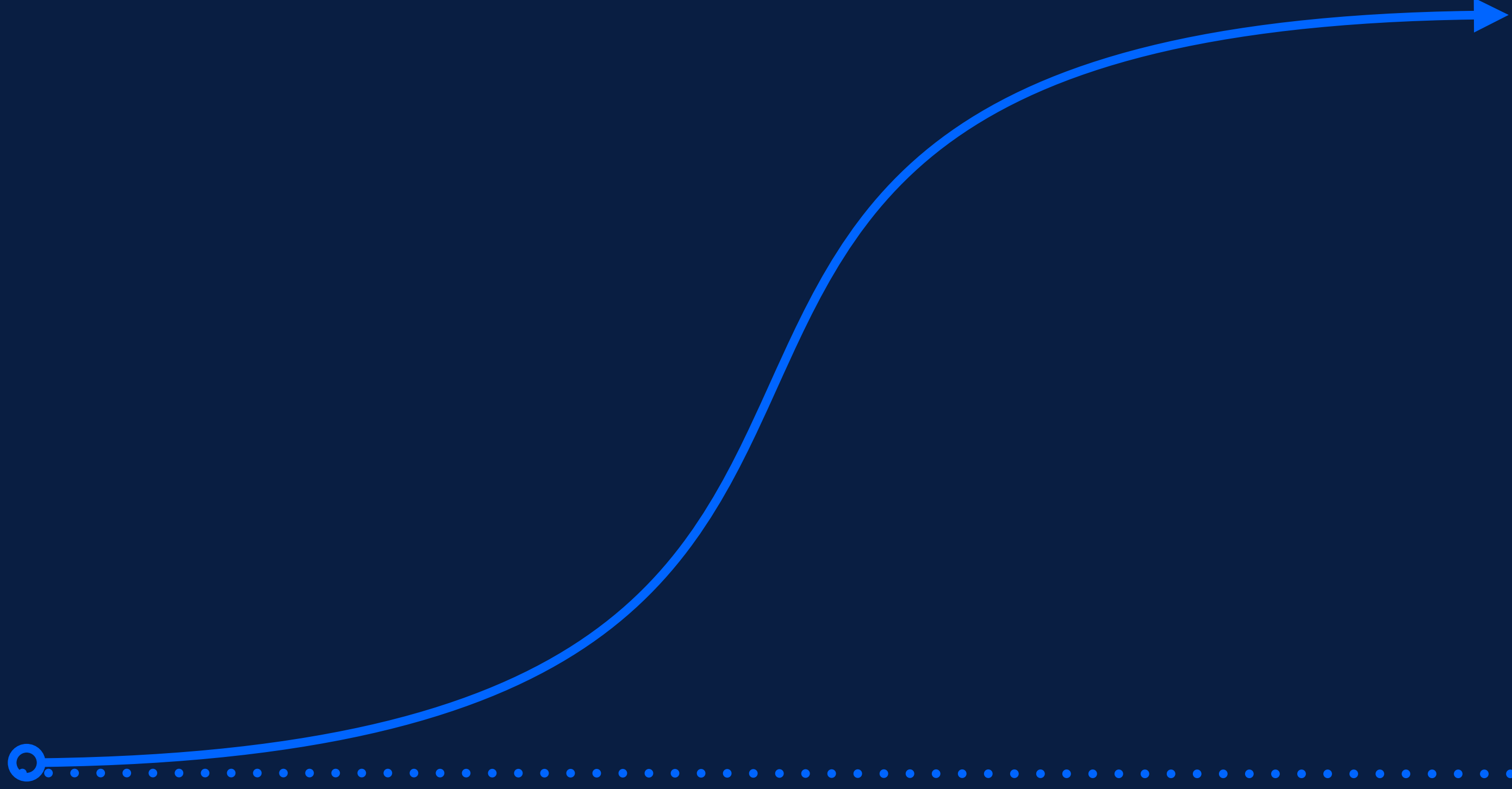
Organization Settings

IT Administrators

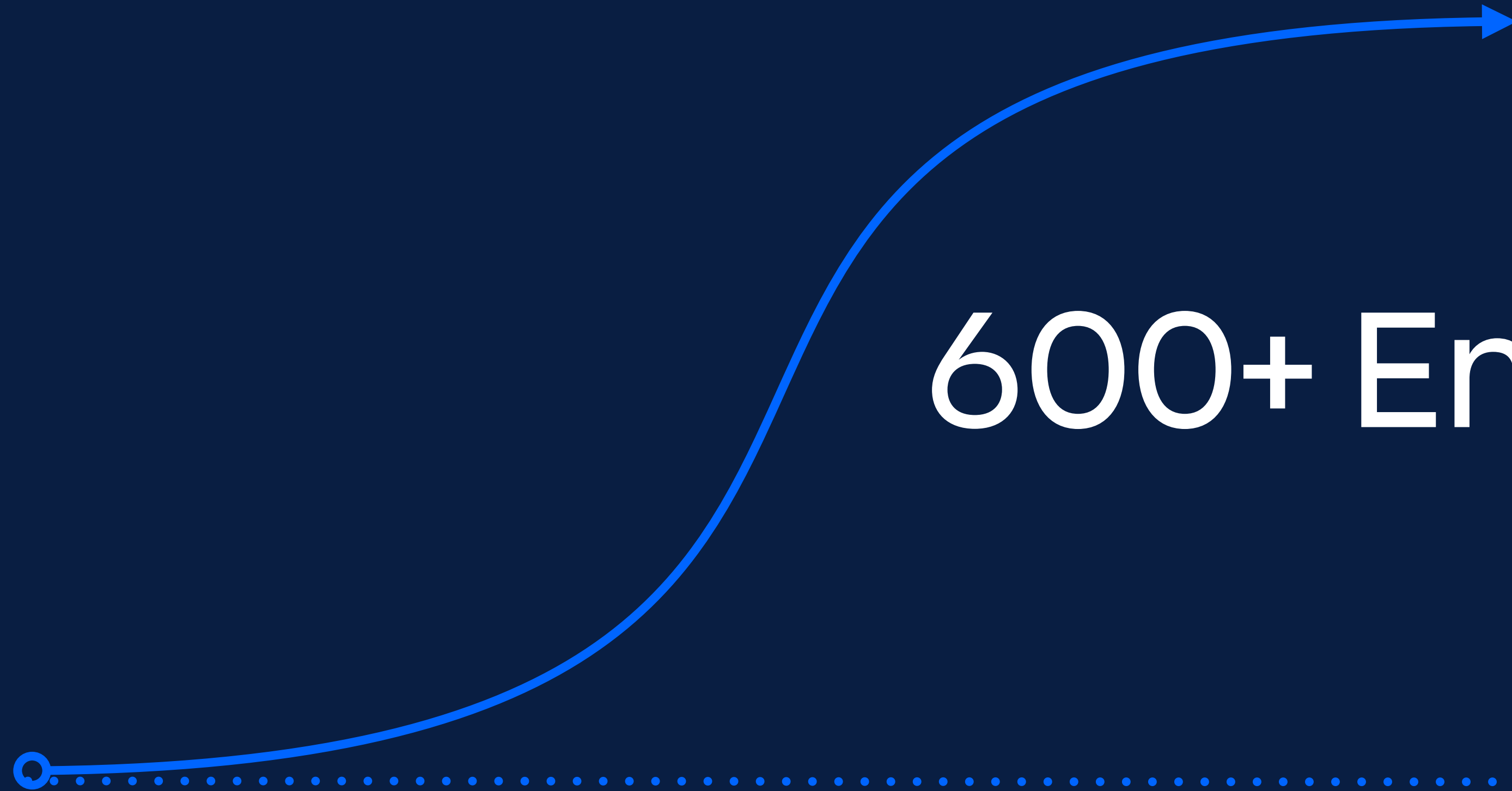
Number of Employees



Number of Employees



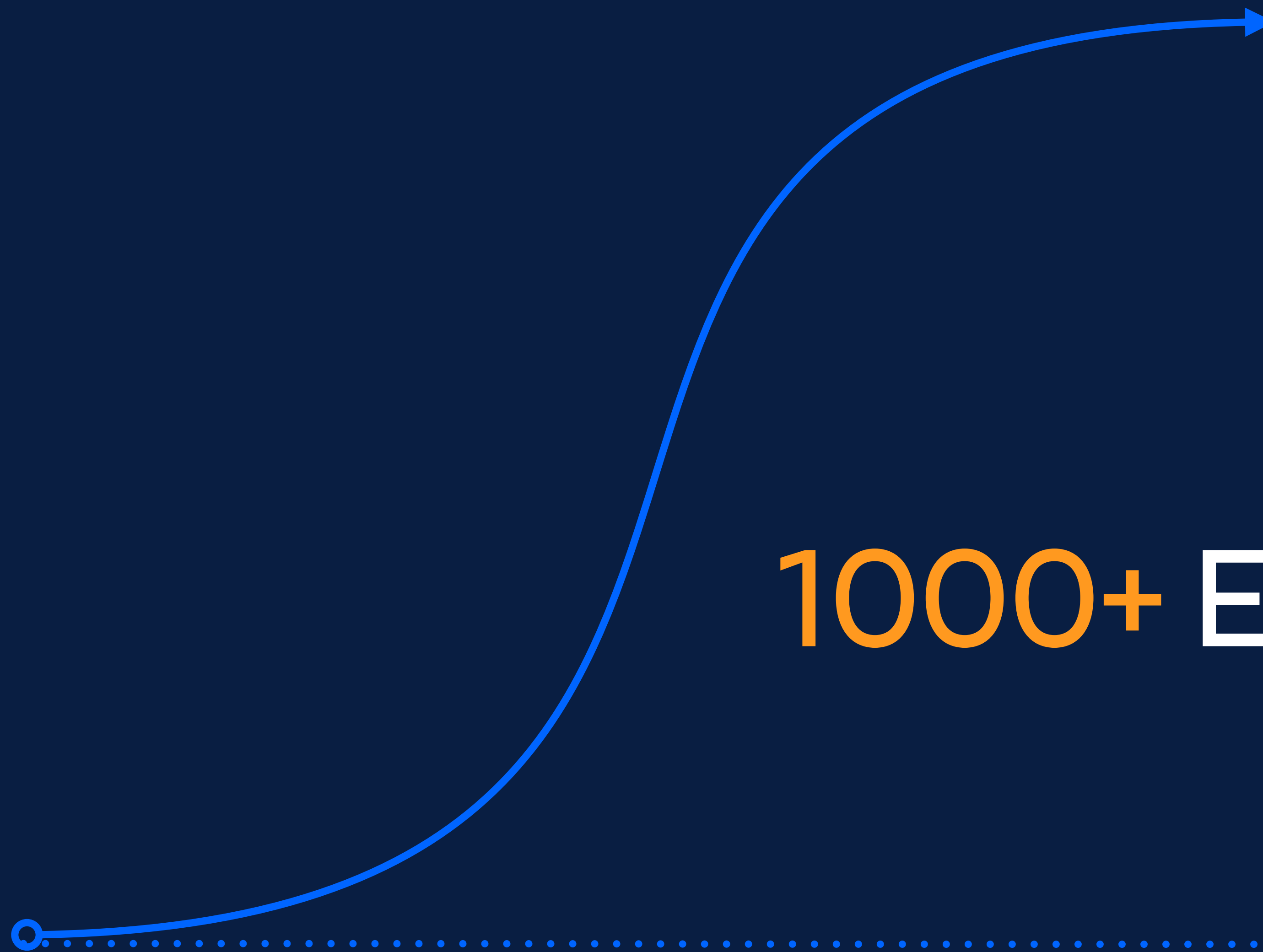
Number of Employees



600+ Employees

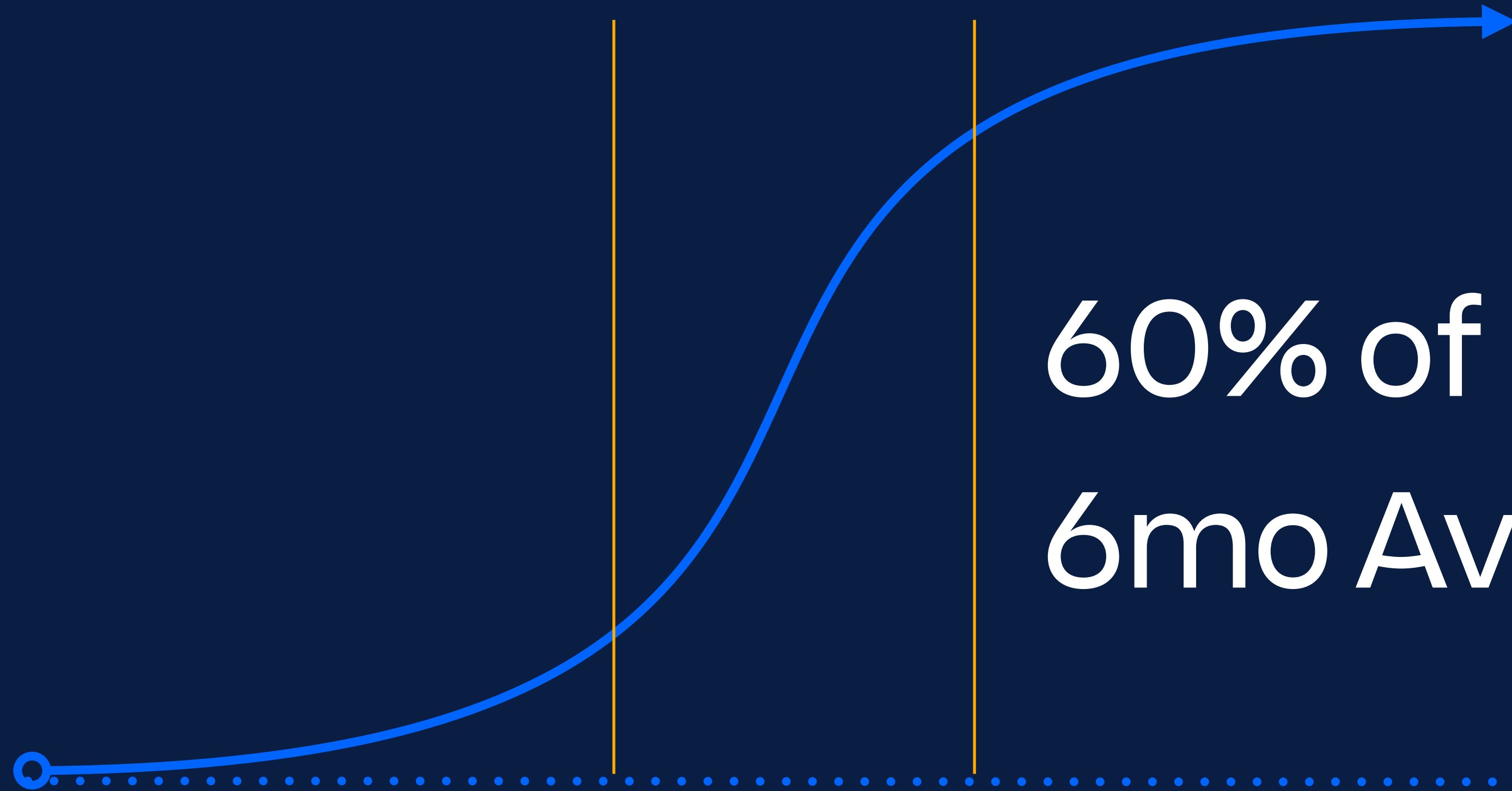


Number of Employees



1000+ Employees

Number of Employees



60% of Employees  
6mo Ave



# Meet the Team!

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**Jin Lim**

*Asset Inventory  
Service (AIS)*



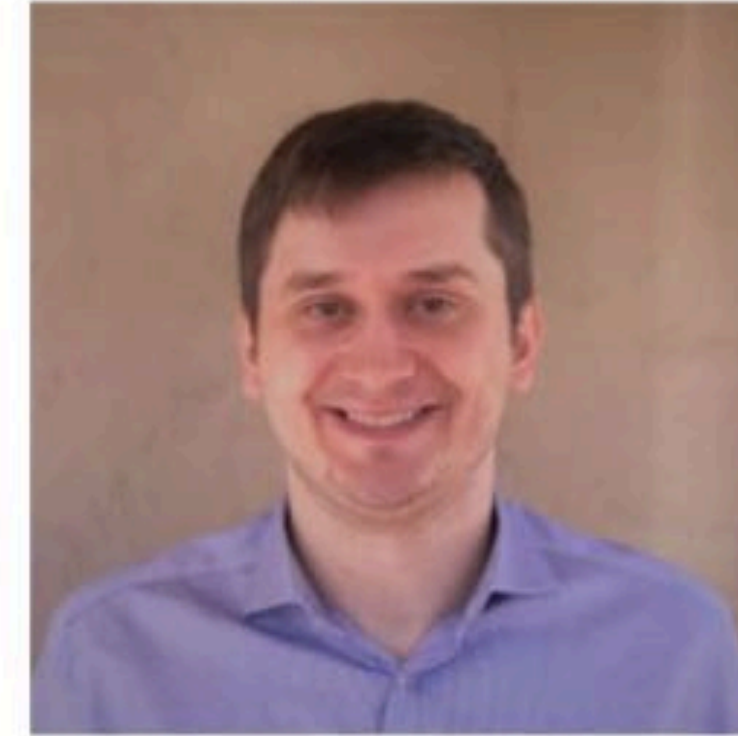
**Katrina  
Johnson**

*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!



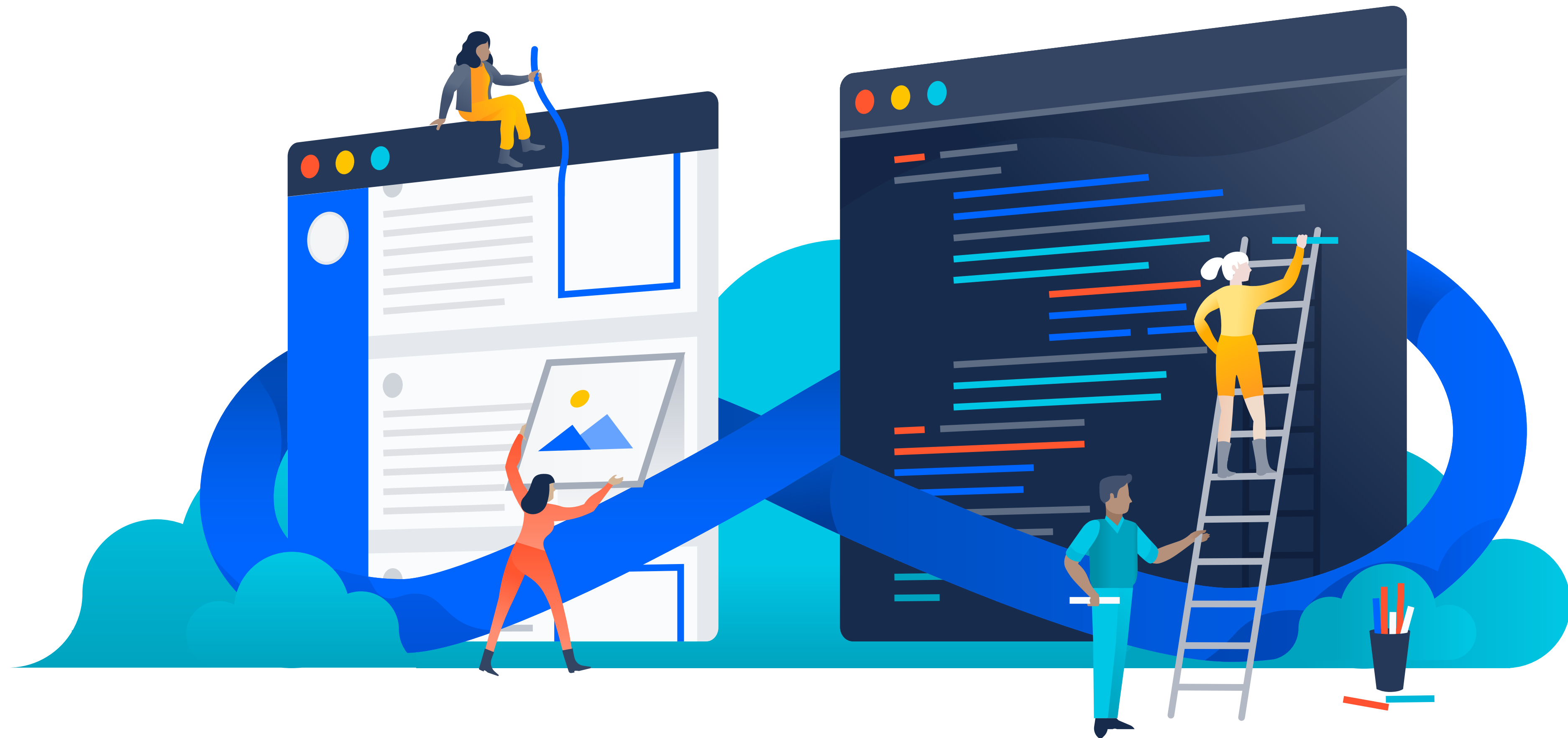








# Product Led Growth



# 115

Features Last Year

A FEATURE

2-3

DAYS



# CRAZY SAUCE





# PRODUCT





# PRODUCT



# EVERYONE ELSE





# We're here to tell the story!

We made it! Right?



Chase Doelling  
Principal Strategist , JumpCloud

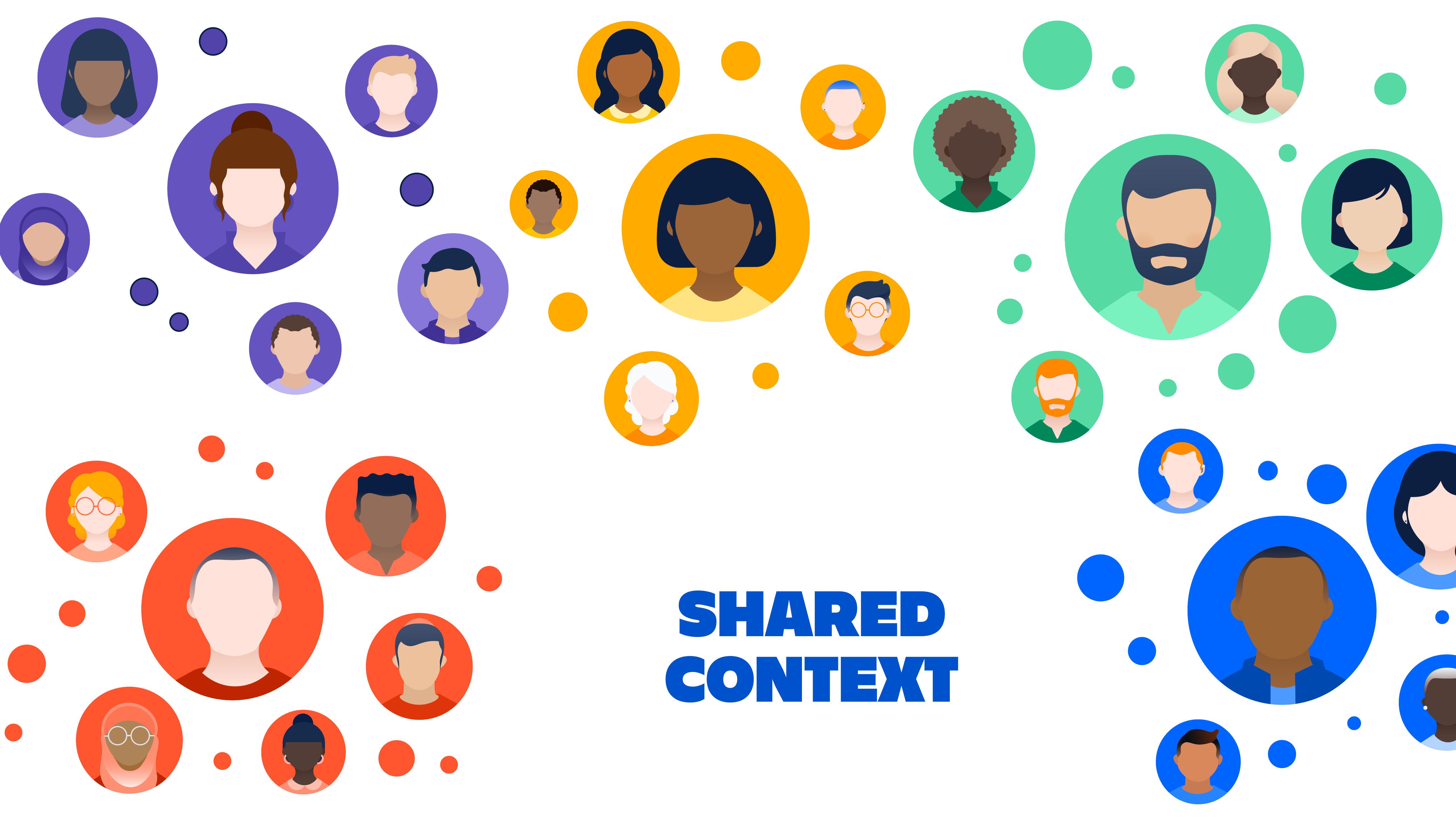






How did we deliver  
*and* enable all that  
stuff?

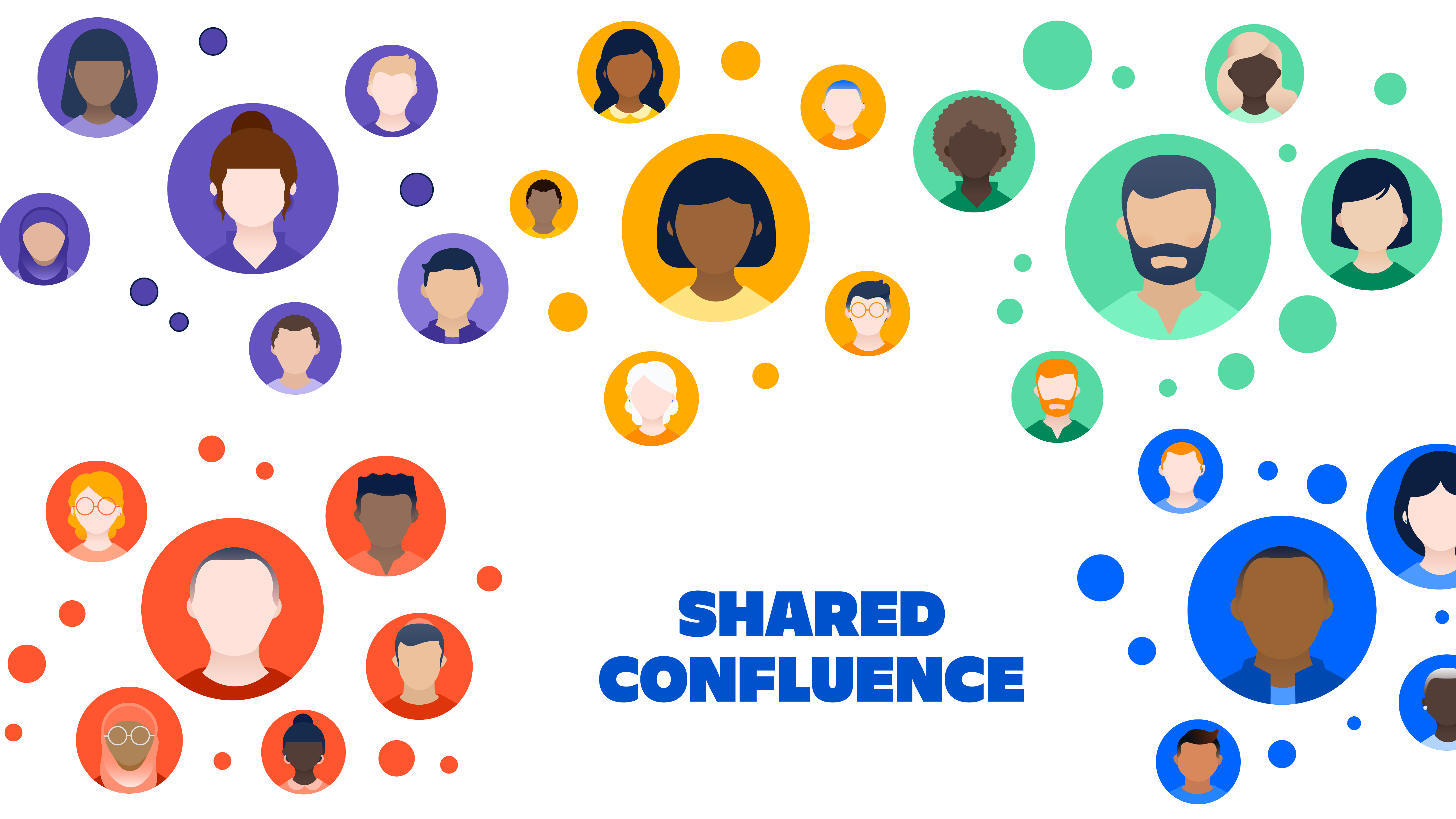




# SHARED CONTEXT

# MISSION: ENABLE EVERYONE





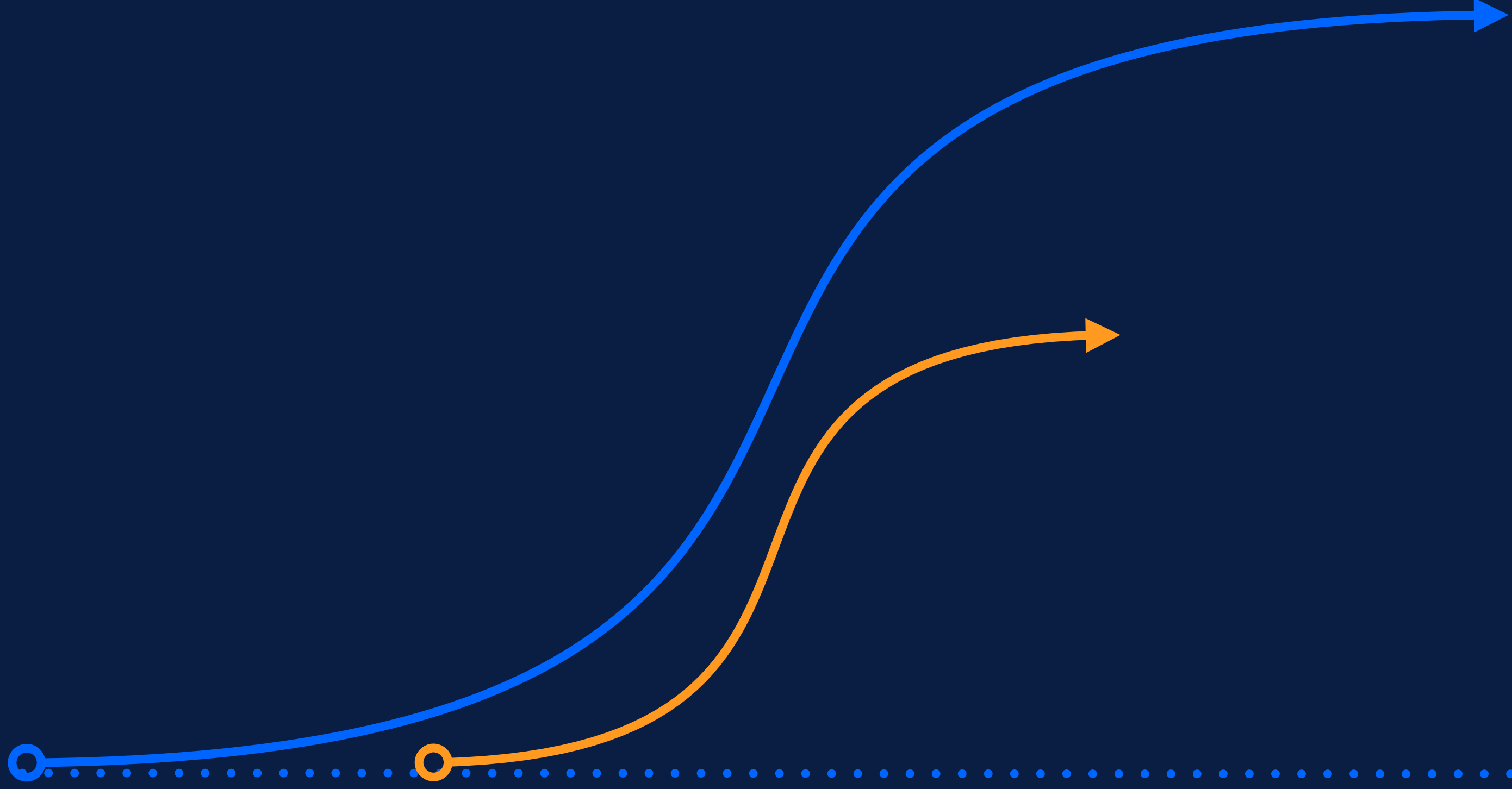
# SHARED CONFLUENCE





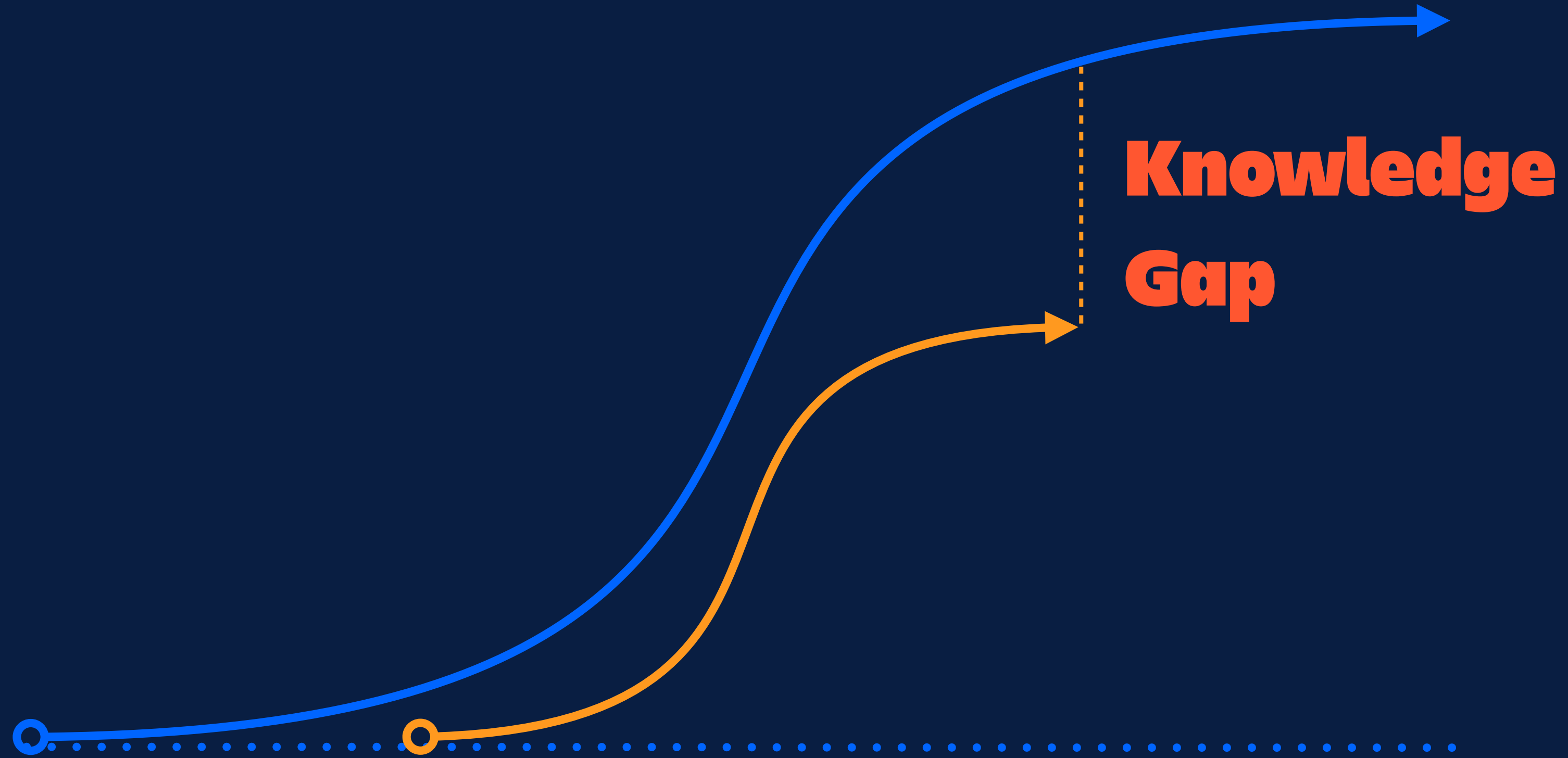
# SHARED CONFLUENCE

Number of Employees

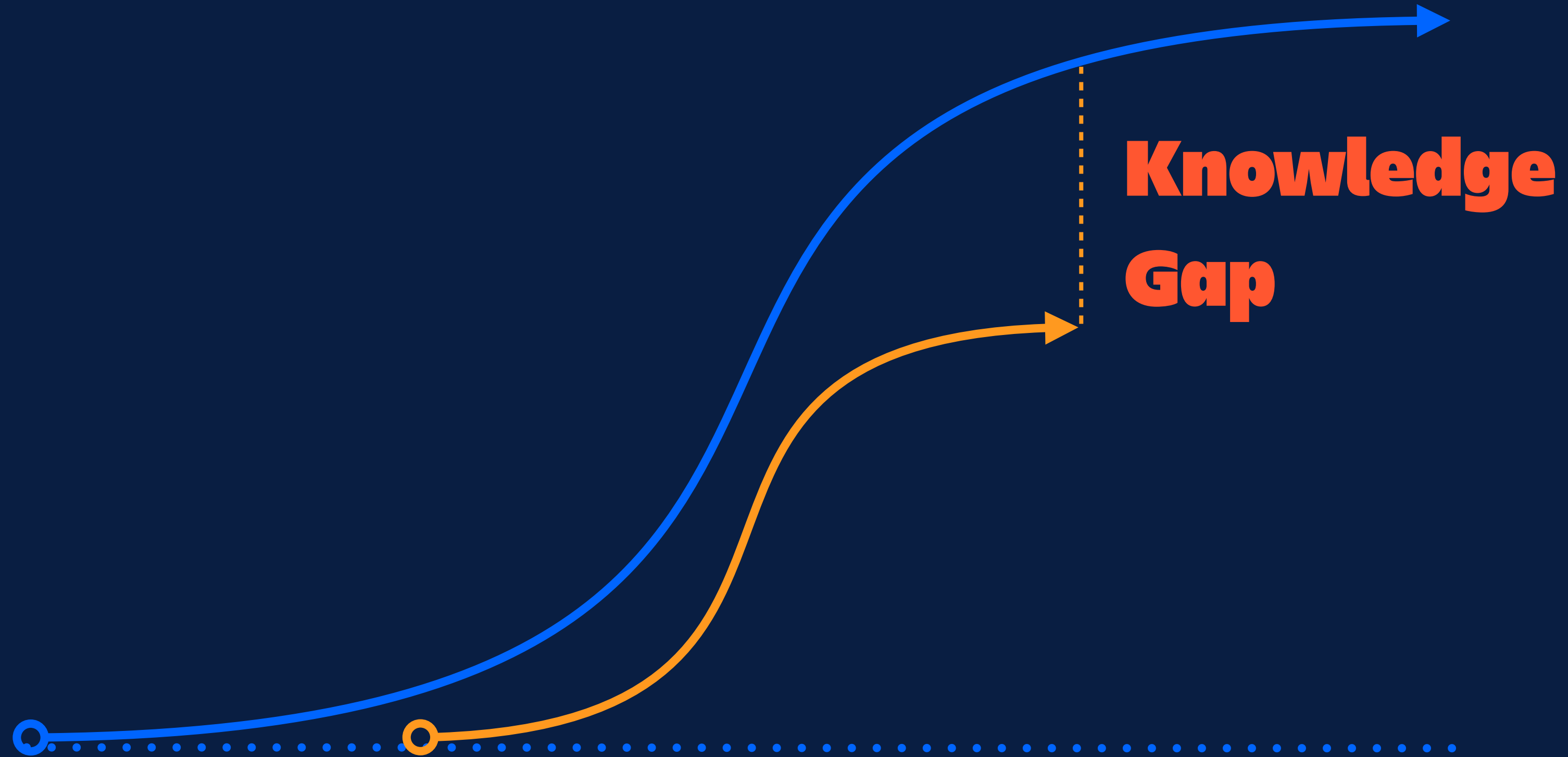




Number of Employees




Number of Employees




**OH SNAP**




Applications

Expensify


Expensify

GitHub Enterprise Cloud

GitHub - TheJumpCloud


GONG


Gong




**jumpcloud**  
API Docs

Internal API Documentation




JumpCloud


JumpCloud employee web...

KEEPER


Keeper

Lattice


Lattice

LEVER


Lever

monday.com

Monday


Outreach

Outreach




**jumpcloud**  
API Docs


Public API Documentation

aws

Sales DI demo

salesforce


SFDC

slack

Slack



Applications



Atlassian



Expensify



GitHub - TheJumpCloud



Gong



jumpcloud  
API Docs

Internal API Documentation




JumpCloud employee web...




Keeper




Lattice



Lever



Monday



Outreach



jumpcloud  
API Docs

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

Commands

MDM

Software Management

DIRECTORY INTEGRATIONS

Active Directory

Cloud Directories

HR Directories

SECURITY MANAGEMENT

Conditional Policies

Conditional Lists

SSO ⓘ

Featured Applications

Featured applications

aws

Single

←

AWS SS

Supported functionality

SSO Identity Managem

+

Search

Status

Name

✓

🔥

✓

15

✓

aw

✓

✓

Ah

Atlassian Cloud

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

Alerts

Resources

Support

CD



**THATS GREAT BUT...**









A FEATURE

2-3

DAYS



# PRODUCT



# EVERYONE ELSE





# PRODUCT



# EVERYONE ELSE





# CRAZY SAUCE





# SECRET SAUCE

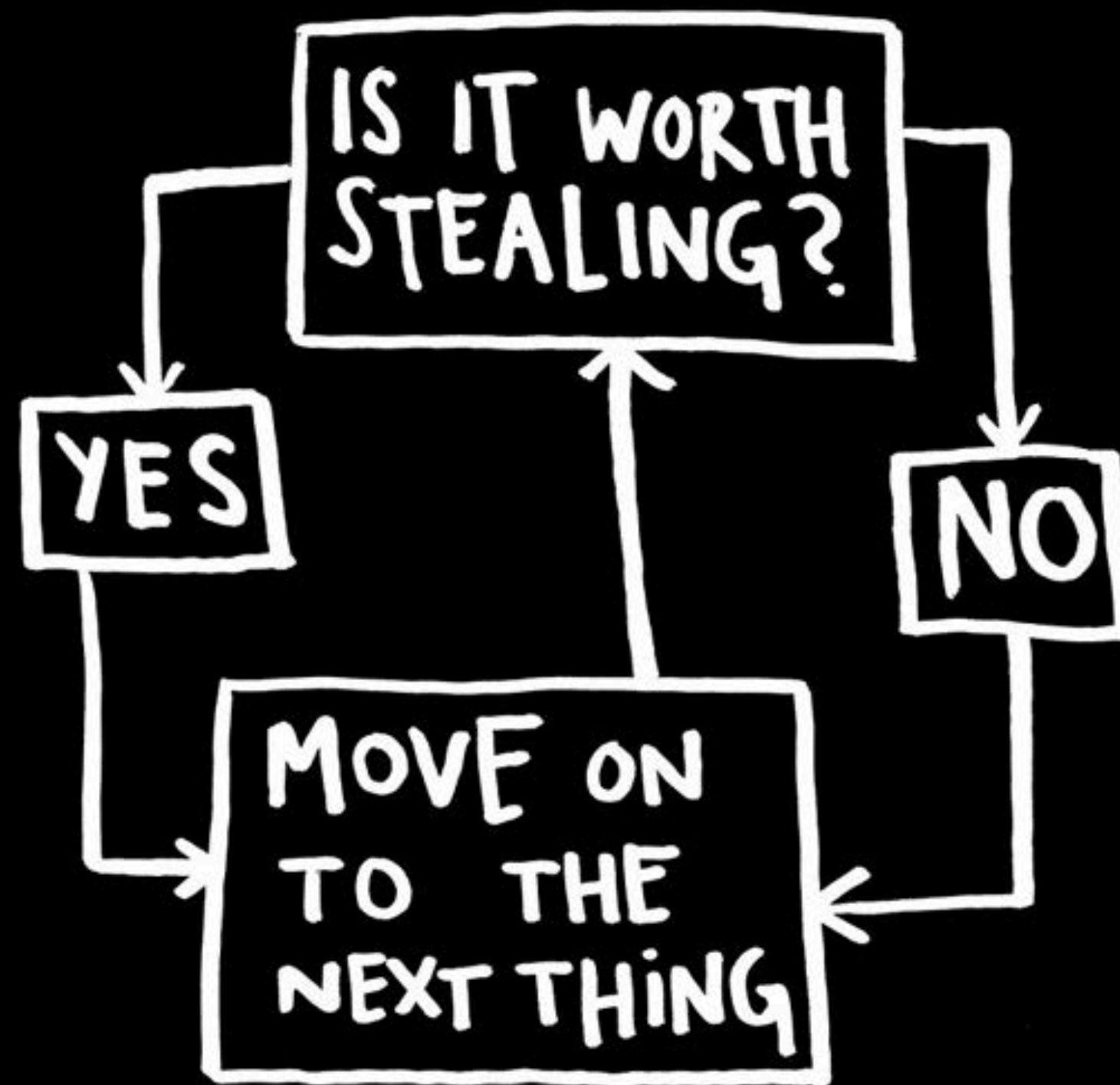




**Simplicity**

**Scales**













# Product Enablement

---

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 silver cooking pot on a stovetop. A wooden spoon is inside the pot. Thick white steam is rising from the pot, partially obscuring the background. To the right, a plate with green food is visible. The background is dark and out of focus.









WATCH

THIS

SPACE



A close-up photograph of a chef's hands and forearms. The chef is wearing a white chef's coat. Both forearms are covered in extensive, dark, tribal-style tattoos. The chef is using a silver spoon to carefully place a small portion of green food, possibly a garnish or a small vegetable, onto a white plate. Another plate with similar green food is visible in the foreground. The background is dark and out of focus.

# 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

---

What's Cooking

What's Coming

What's Here





# What We Found





# What We Found









# 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

KW

+4

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

OS Patch Management v1 GA. 

DP-37:

OS Patch Management EA EA

CONTINUING Q4 JAN

OS Patch v2 GA - View Available Updates on macOS and Win Devices. 

DP-39: OS

Patch Reporting PLANNING MAR

Ubuntu admins can enforce OS Patch management policy. 

TX-149: Ubuntu

Patch Mgmt V1 Capabilities EXECUTING

MAR

Admins can send iOS / iPadOS devices directly to end users with Automated

Retention

Eliminate Keychain PW prompt (CFI) on macOS 

HE-1736: Device Trust - mac-

OS endusers being prompted for JC key-chain password DONE JAN CONTINUING Q4

P0

Secure Token Remediation and "Needs Attention" Tab (CFI) 

HE-1787: Secure

Token Remediation DONE CONTINUING Q4

JAN P0

Ensure ADE 'always works' (CFI) on Apple devices. 

DP-64: Make Automated

Enrollments (ADE) Always Succeed

EXECUTING P0 DATE TBD

Pathfinding

Android POC - Basic CODE  
Enterprise Device Enrollment  
[https://docs.google.com/document/d/1bzzKL4dMK\\_UBcGw-eqGOSB1gKu9gRZeaUKs](https://docs.google.com/document/d/1bzzKL4dMK_UBcGw-eqGOSB1gKu9gRZeaUKs)  

Connect to preview

RMM POC - Demonstrate  
share and remote control  
(input capture).  
[https://docs.google.com/document/d/1D1y4h0VR8AS9E1D9Cz9ertR1GWOy3\\_gE8/edit](https://docs.google.com/document/d/1D1y4h0VR8AS9E1D9Cz9ertR1GWOy3_gE8/edit) - Connect to pre



All Systems Operational

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

Agent ?	Operational
Admin Console ?	Operational
Directory Insights	Operational
General Access API	Operational
G Suite Integration ?	Operational
LDAP ?	Operational
Office 365 Integration ?	Operational
RADIUS ?	Operational
SendGrid SMTP Services ?	Operational
SSO ?	Operational
System Insights	Operational
Support Site ?	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

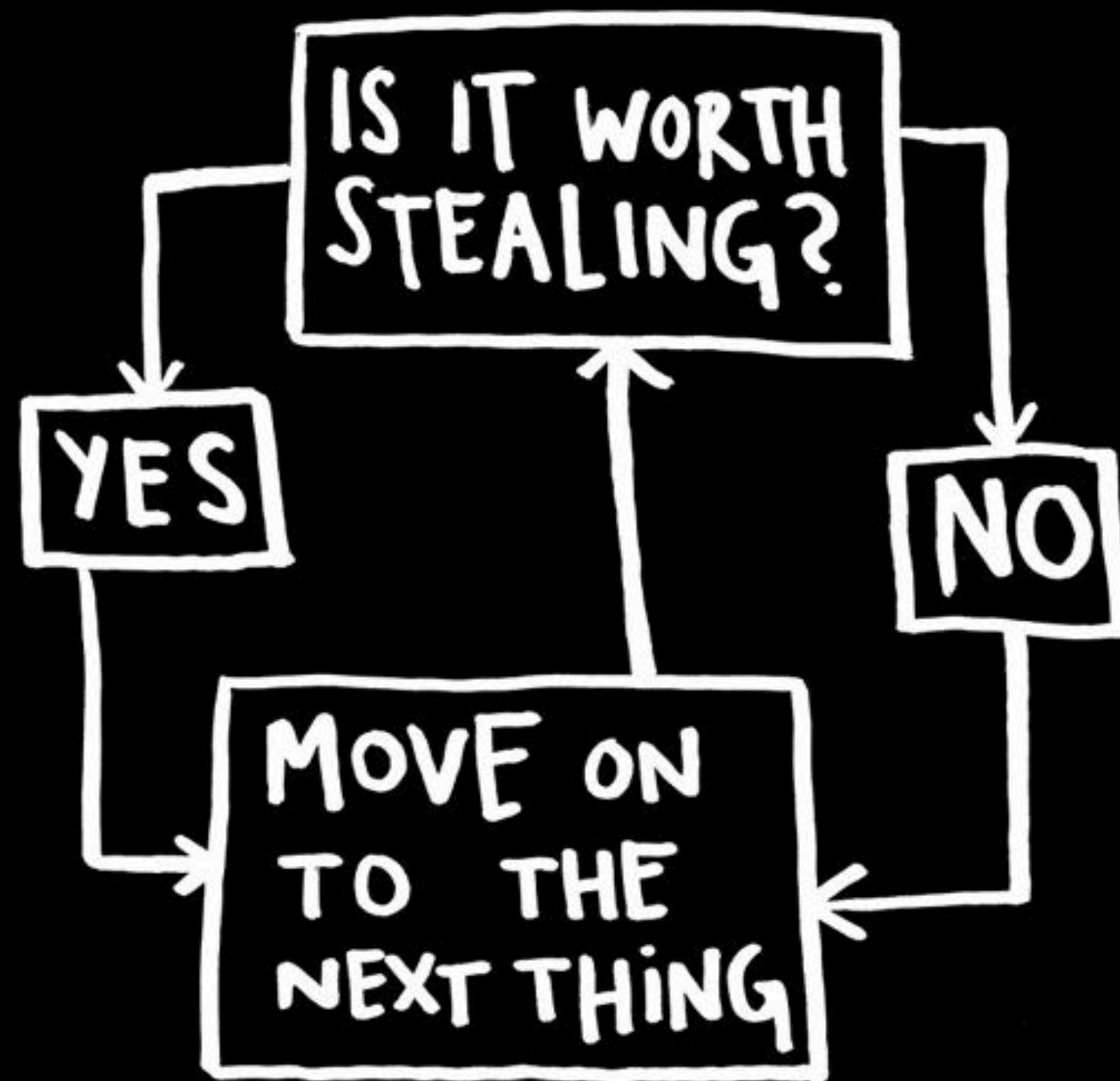
Create



# **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







Thank you!