

These 3 tech companies see opportunities in Denver despite Covid-19

By Jensen Werley

JumpCloud

The wave of companies working from home has offered market validation for JumpCloud, a cloud company that built its business on the belief that distributed workforces were the future.

Based in Denver, JumpCloud operates as a central clearinghouse for companies that were using servers at their location but now are transitioning to remote work and cloud computing. JumpCloud's software, which can be purchased through one of its agents or on its website, verifies that the appropriate staff in the client company have access to the IT resources they need.

"We're like a Grand Central Station for how you get to your resources," [Rajat Bhargava](#), JumpCloud's CEO, told Denver Business Journal. "We validate information and operate as a gatekeeper for connecting people to their IT resources. Our vision has been that there's going to be more companies going mobile and having their resources not all on their premises. That vision is consistent with what we're seeing today."

The company declined to share its employee count but acknowledged it's hiring. [In 2018, the company said it had plans to bring its headcount to 150 people.](#) It has two Colorado offices, one in Louisville and one in Denver. The company was formerly based in Boulder.

Xactly

San Jose, California-based software company Xactly Corp. is adjusting to the impacts of Covid-19. The company, which has about 243 people in [its Denver](#)

office, specializes in a suite of software that helps salespeople track their commissions, sales, data and performance.

As customers adjust their sales teams — such as reconfiguring their territories to accommodate 70 salespeople instead of 100 — they’re turning to Xactly’s suite of products, CEO [Chris Cabrera](#) told DBJ.

“We’re seeing a boon of our products being sold, but I don’t want to color it too rosy,” Cabrera said. “We’re seeing a slowdown, like anybody. But the diversity of our portfolio has been important. We want to be there for our customers and we’re doing the best we can to help them during these crazy times.”

Quizlet

Online learning platform [Quizlet](#), a San Francisco tech company with a [growing Denver office](#).

The company’s platform is used in school and studying, so the company has launched new programs to help support remote education. One of those is free teacher subscriptions to any educator through the end of June. The subscription includes the ability to track students’ progress and determine where they might be struggling, as well as advanced content creation tools.

“While remote learning is a huge challenge for students and teachers, we see a silver lining for Quizlet to continue being a resource for not only teachers and students, but parents as well,” a company spokesperson told DBJ in an email interview. “We have already seen an upswing in new account sign-ups around the world and expect for that to continue as more countries are moving fully to online learning. As a supplemental learning platform with various study tools, Quizlet is being used to help students practice and learn a variety of subjects and we anticipate seeing more and more creative usages with our platform as people get more comfortable with online learning.”