

Career-Launching Companies List

2020 EDITION

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23andMe
23andme.com

DNA testing service
Mountain View, CA

A

Affirm
affirm.com

Consumer installment loans
San Francisco, CA

Airtable
airtable.com

Collaborative database software
San Francisco, CA

Algolia
algolia.com

Hosted search API
San Francisco, CA

Amplitude
amplitude.com

Product analytics to help companies understand user behavior
San Francisco, CA

Andela
andela.com

Distributed software engineers
New York, NY

Apartment List

apartmentlist.com

Platform that connects renters with highly personalized rental listings
San Francisco, CA

App Annie

appannie.com

Business intelligence solutions
San Francisco, CA

AppZen

appzen.com

AI platform for finance teams
San Jose, CA

Arctic Wolf Networks

arcticwolf.com

Managed firebreak detection & response security service
Sunnyvale, CA

Asana

asana.com

Work-management software for teams
San Francisco, CA

Avetta

avetta.com

Cloud-based supply chain risk management platform
Irvine, CA

AxiomSL

axiomsl.com

Provider of risk data management and regulatory reporting solutions
New York, NY

B

Benchling

benchling.com

SaaS for life sciences R&D
San Francisco, CA

BetterCloud

bettercloud.com

SaaS operations management platform
New York, NY

Blend

blend.com

White-label consumer lending ecosystem
San Francisco, CA

Braze

braze.com

Customer engagement platform
New York, NY

Brex

brex.com

Credit cards & cash management accounts for startups
San Francisco, CA

Built

getbuilt.com

Construction vertical SaaS
Nashville, TN



C

Capsule

capsulecares.com

Online pharmacy
New York, NY

Carbon

carbon3d.com

3D manufacturing
Redwood City, CA

Carta

carta.com

Cap table management & compliance
Palo Alto, CA

Chainalysis

chainalysis.com

System for blockchain analysis
New York, NY

Chartboost

chartboost.com

In-app monetization and programmatic advertising platform
San Francisco, CA

Checkr

checkr.com

Professional background checks
San Francisco, CA

Chime

chimebank.com

Online fee-free full-service bank account
San Francisco, CA

CloudBees

cloudbees.com

Continuous deployment software
San Jose, CA

Clover Health

cloverhealth.com

Health insurance
Jersey City, NJ

Coalition

coalitioninc.com

Cybersecurity tools
San Francisco, CA

Code42

code42.com

Data loss protection, visibility, and recovery solutions
Minneapolis, MN

Cohesity

cohesity.com

Hyperconverged secondary storage
San Jose, CA

Collective Health

collectivehealth.com

Alternative to traditional health insurance
San Francisco, CA

Collibra

collibra.com

Data intelligence
New York, NY



CommonBond

commonbond.co

Online education lending platform

New York, NY

Confluent

confluent.io

Data streaming platform

Mountain View, CA

Contentful

contentful.com

Content management system as an API

San Francisco, CA

Convoy

convoy.com

Connects shippers with nearby carriers

Seattle, WA

Couchbase

couchbase.com

NoSQL database

Santa Clara, CA

Coursera

coursera.org

Online education platform

Mountain View, CA

Cradlepoint

cradlepoint.com

Connects people, places, and things over broadband

Boise, ID

Cumulus Networks

cumulusnetworks.com

Linux operating systems for networking hardware

Mountain View, CA

Cybereason

cybereason.com

Endpoint detection and response platform

Boston, MA

D

Databricks

databricks.com

Unified analytics platform based on Spark

San Francisco, CA

Dialpad

dialpad.com

Unified communications services

San Francisco, CA

Digit

digit.co

Spending & saving app

San Francisco, CA

DigitalOcean

digitalocean.com

Cloud hosting service for developers

New York, NY



Discord
discordapp.com

Voice, video, and text chat app for gamers
San Francisco, CA

Divvy
getdivvy.com

Corporate credit card & expense management
Lehi, UT

E

Earnin
earnin.com

Access to your pay whenever you need it
Palo Alto, CA

Envoy
envoy.com

Visitor management
San Francisco, CA

Everlane
everlane.com

Online vendor of luxury clothing
San Francisco, CA

Extrahop
extrahop.com

Real-time operational intelligence
Seattle, WA

F

Farmers Business Network
fbn.com

Network that connects farmers to share knowledge
San Carlos, CA

Fictiv
fictiv.com

Platform that enables users to design, develop, and deliver fabricate parts
San Francisco, CA

Figma
figma.com

Multi user design tools
San Francisco, CA

Figure
figure.com

Home equity loans
San Francisco, CA

FinancialForce
financialforce.com

Back-office applications for Salesforce CRM
San Francisco, CA

Fivetran
fivetran.com

Secure data pipeline for analytics
Oakland, CA



FLEXE

flexe.com

On-demand warehousing

Seattle, WA

Flywire

flywire.com

Service for complex payment problems

Boston, MA

ForgeRock

forgerock.com

Open source identity management solutions

San Francisco, CA

Freshworks

freshworks.com

Cloud-based customer support software

San Mateo, CA

Fundbox

fundbox.com

Financial factoring services

San Francisco, CA

Fuze

fuze.com

Unified communications services

Boston, MA

G

G2

g2.com

Collects and publishes business products reviews

Chicago, IL

Glossier

glossier.com

Direct-to-consumer beauty products

New York, NY

GOAT Group

goatgroup.com

Sneaker marketplace

Culver City, CA

Gong

gong.io

Sales call analysis tools

San Francisco, CA

goPuff

gopuff.com

Digital convenience retailer

Philadelphia, PA

Grammarly

grammarly.com

AI-powered products that help people communicate more effectively

San Francisco, CA

Guild Education

guildeducation.com

Education platform for working adults

Denver, CO

Gusto

gusto.com

Small company payroll & benefits

San Francisco, CA



H

HackerOne
hackerone.com

Hacker-powered application security platform
San Francisco, CA

Handshake
joinhandshake.com

The leading recruiting marketplace for college students
San Francisco, CA

HashiCorp
hashicorp.com

Cloud infrastructure provisioning and security
San Francisco, CA

Health IQ
healthiq.com

Insurance for the health conscious
Mountain View, CA

Hippo Insurance
myhippo.com

Home insurance
Palo Alto, CA

HireVue
hirevue.com

Intelligent hiring platform
South Jordan, UT

Hudl
hudl.com

Sports video analysis and coaching tools
Lincoln, NE

I

ibotta
ibotta.com

Tools to encourage consumers to learn about their favorite brands
Denver, CO

Illumio
illumio.com

Cloud security company that applies adaptive segmentation
Sunnyvale, CA

Imply
imply.io

Real-time analytics solution based on Apache Druid
Burlingame, CA

Instacart
instacart.com

Grocery delivery service
San Francisco, CA

Intercom
intercom.com

Customer communication platform
San Francisco, CA



InVisionApp

invisionapp.com

Design collaboration platform

New York, NY

Ionic Security

ionic.com

Data security platform

Atlanta, GA

ipsy

ipsy.com

Beauty products sampling service

San Mateo, CA

Iterable

iterable.com

Email management platform

San Francisco, CA

J

Jana

jana.com

App discovery service

Boston, MA

Juniper Square

junipersquare.com

Private equity fund raising platform

San Francisco, CA

Justworks

justworks.com

Payroll, benefits & compliance for SMBs

New York, NY

K

KeepTruckin

keeptruckin.com

Electronic logs and fleet management platform

San Francisco, CA

Kong

konghq.com

Open source microservices management platform

San Francisco, CA

Kustomer

kustomer.com

Omnichannel customer service platform

New York, NY

L

LaunchDarkly

launchdarkly.com

Feature management platform

Oakland, CA

LendingHome

lendinghome.com

Mortgage lender

San Francisco, CA



M

MarkForged
markforged.com

3D printing platform
Watertown, MA

Marqeta
marqeta.com

Open API issuer processor platform
Oakland, CA

Mattermost
mattermost.com

Enterprise-grade messaging solutions
Palo Alto, CA

Minted
minted.com

Graphic design crowdsourcing
San Francisco, CA

Modsy
modsy.com

Home design guidance and plans
San Francisco, CA

N

N3TWORK
n3twork.com

Mobile games creator and publisher
San Francisco, CA

Namely
namely.com

HR, payroll, and benefits platform
New York, NY

Narvar
corp.narvar.com

Customer experience platform for retailers
San Francisco, CA

Netskope
netskope.com

Cloud access security broker
Santa Clara, CA

Newsela
newsela.com

Education software
New York, NY

Next Insurance
next-insurance.com

Insurance for entrepreneurs/small businesses
Palo Alto, CA

Nextdoor
nextdoor.com

Neighborhood based social network
San Francisco, CA



O

OfferUp

offerup.com

C to C commerce platform
Bellevue, WA

OneSource Virtual

onesourcevirtual.com

Workday services
Irving, TX

Opendoor

opendoor.com

Online home-selling service
San Francisco, CA

Outreach

outreach.io

Sales engagement platform
Seattle, WA

Owl Labs

owllabs.com

Hardware and software systems for video conferencing
Somerville, MA

P

Panzura

panzura.com

Cloud data storage system
Campbell, CA

Payoneer

payoneer.com

Cross-border payment platform
New York, NY

Pendo

pendo.io

Platform that helps teams deliver software users love
Raleigh, NC

People.ai

people.ai

AI platform for enterprise sales, marketing, and customer success
San Francisco, CA

Perceptyx

perceptyx.com

Customer feedback tools
Temecula, CA

Pilot

pilot.com

Automated bookkeeping services
San Francisco, CA

Pindrop

pindrop.com

Voice security and authentication
Atlanta, GA



Plaid

plaid.com

Financial services API

San Francisco, CA

Podium

podium.com

Customer communication platform

Lehi, UT

Pond5

pond5.com

Hub to buy and sell media

New York, NY

Prodege

prodege.com

Rewards programs

El Segundo, CA

Q

Quora

quora.com

Q&A platform

Mountain View, CA

R

RaveMobileSafety.com

ravemobilesafety.com

Software that provides protection to mobile users

Framingham, MA

Rent the Runway

renttherunway.com

Designer dress and accessory rentals

New York, NY

Rigup

rigup.com

Marketplace for on-demand services and skilled labor in the energy industry

Austin, TX

Root Insurance

joinroot.com

Mobile-first insurance carrier

Columbus, OH

S

Salsify

salsify.com

Product experience management

Boston, MA

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|--|---|
| Samsara samsara.com | Cloud based sensor systems San Francisco, CA |
| Scale scale.com | Annotation of training data for AI San Francisco, CA |
| SeatGeek seatgeek.com | Event ticket marketplace New York, NY |
| Segment segment.com | Customer data infrastructure San Francisco, CA |
| SentinelOne sentinelone.com | Autonomous endpoint protection Mountain View, CA |
| ServiceChannel servicechannel.com | Platform to procure, manage and pay for facility maintenance services Pleasanton, CA |
| ServiceTitan servicetitan.com | Software for the home service industries Glendale, CA |
| Shape Security shapesecurity.com | Advanced application cyber-defense Santa Clara, CA |
| Side sideinc.com | Real estate brokerage services San Francisco, CA |
| Signal Sciences signalsciences.com | Security attack prevention Culver City, CA |
| Sila Nanotechnologies silanano.com | Developing advanced materials for lithium ion batteries Alameda, CA |
| Silver Peak silver-peak.com | Software defined WAN devices Santa Clara, CA |
| Snowflake snowflake.com | Data warehouse as a service designed for the cloud San Mateo, CA |
| Sojern sojern.com | Data-driven performance marketing engine that serves travel brands San Francisco, CA |
| Sonder sonder.com | A new way to stay in your favorite neighborhoods around the world San Francisco, CA |



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|-------------------------------------|--|
| SpotOn spoton.com | Software and payment processing for merchants San Francisco, CA |
| Strava strava.com | Global community of athletes San Francisco, CA |
| StreamSets streamsets.com | DataOps platform for modern data integration San Francisco, CA |
| Sumo Logic sumologic.com | Transforms big data into sources of operations, security and compliance intelligence Redwood City, CA |
| Synack synack.com | Scalable continuous testing for enterprise applications and networks Redwood City, CA |

T

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|---|---|
| Tally meettally.com | Free automated savings service San Francisco, CA |
| Tastemade watch.tastemade.com | Online food oriented destination Santa Monica, CA |
| Tastyworks tastyworks.com | Stock trading platform Chicago, IL |
| The Zebra thezebra.com | Auto insurance comparison marketplace Austin, TX |
| ThoughtSpot thoughtspot.com | Relational search engine designed for data analytics Sunnyvale, CA |
| ThredUp thredup.com | Fashion resale website San Francisco, CA |
| Thumbtack thumbtack.com | Online marketplace for home-related services San Francisco, CA |
| Toast pos.toasttab.com | Point-of-sale and restaurant management platform Boston, MA |



TradingScreen
tradingscreen.com SaaS-based liquidity, trading and investment technology
New York, NY

TripActions
tripactions.com Corporate travel management
Palo Alto, CA

Turo
turo.com Car sharing rental marketplace
San Francisco, CA

U

Upgrade
upgrade.com Consumer credit platform
San Francisco, CA

V

Varsity Tutors
varsitytutors.com Platform that connects students with personalized instruction
St. Louis, MO

Vectra AI
vectra.ai Cybersecurity platform
San Jose, CA

Venafi
venafi.com Automates security for keys and certificates
Salt Lake City, UT

Verkada
verkada.com Software-enabled enterprise security camera systems
San Mateo, CA

VSCO
vSCO.co Photography apps & tools
Oakland, CA

W

Warby Parker
warbyparker.com Eyeglass retailer
New York, NY



Watermark
watermarkinsights.com

Educational intelligence software for colleges and universities
New York, NY

Wealthfront
wealthfront.com

Nextgen banking service
Palo Alto, CA

Webflow
webflow.com

Design and hosting platform
San Francisco, CA

WordPress
wordpress.org

Open-source CMS & blog software
San Francisco, CA

X

XANT.ai
xant.ai

Sales acceleration platform
Provo, UT

XebiaLabs
xebialabs.com

Continuous delivery and DevOps software
Boston, MA

Y

YapStone
yapstone.com

Electronic payments for online marketplaces
Walnut Creek, CA

Z

Zest AI
zest.ai

Machine learning and AI tools for financial institutions
Burbank, CA

Zola
zola.com

Wedding registry
New York, NY

Zumper
zumper.com

Apartment rental marketplace
San Francisco, CA

