









ABOUT CONNECTED COMMONS

Who we are

Our mission

Our members

Consistent with the purpose-built networks that are transforming the nature of business, the Connected Commons is an intentional network dedicated to developing the research, relationships and resources that enable individuals and organizations to thrive in the Connected Economy.

Summit member host

The Connected Commons is a consortium of diverse organizations co-managed by Rob Cross and i4cp. Based on over 25 years of research in organizational networks, we collectively develop insights and tools that impact performance and well-being through a social capital lens.

We believe that in an interdependent world, networks are the organizing principle of our social and work lives. We seek to develop network ideas that advance the performance and well-being of individuals, organizations and society as a whole. The Connected Commons is a consortium of academic and business leaders collaborating through an intentional network to pioneer research and build personal and organization capabilities in social network science.

We appreciate the dedication and commitment of our members and the support of their organizations including the companies below:





















































Associated British Foods plc



We thank the Broad Institute for their generous support and collaboration to host our May Summit and contribute to our vibrant community.





SUMMIT LOCATION



This event is hosted at The Broad Institute of MIT and Harvard Located in Kendall Square – "the most innovative square mile on Earth" Cambridge, Massachusetts



THE BROAD INSTITUTE OF MIT AND HARVARD

Broad Institute was launched in 2004 to improve human health by using genomics to advance our understanding of the biology and treatment of human disease, and to help lay the groundwork for a new generation of therapies. To reach these goals, Broad Institute fosters an atmosphere of creativity, risk-taking, and open sharing of data and research. Broad Institute is an "experiment" in this new way of doing science. Today, the Broad community includes more than 3,000 scientists, spanning across Boston's leading institutions and scientific disciplines.

KENDALL SQUARE INNOVATION ECOSYSTEM

Described as the mecca for biotech and life sciences and an epicenter of innovation, Kendall Square contains over 150 life science and biotech companies, institutes, start-ups and organizations. Formerly a bleak post-industrial area, the transformation of Kendall Square has been startling and complete. Now a thriving ecosystem has been built that places Kendall Square at the forefront of 21st century growth and innovation in the life sciences.





SUMMIT SCHEDULE

DAY 1: WEDNESDAY, MAY 8

Explore the evolution of the Broad Institute and the Kendall Square ecosystem, from industrial park to world-renowned innovation hub and discover ground-breaking biomedical research as a product of cross-organization collaboration.

Time	Activity	Description	Presenter / Location
12 - 1 PM	REGISTRATION & WELCOME LUNCH	Pick up your name badge and summit folder. Join a lunch table for networking and opening remarks on the local innovation and talent ecosystem. Grab your bag of candy invented in Kendall Square.	Rob Cross Andy Porter Location: Lobby
1 - 2 PM	HISTORICAL JOURNEY OF KENDALL SQUARE & BROAD INSTITUTE	Join Cambridge Historical Tours for a whimsical walking tour to discover the roots, ingenuity, and collaborative inventions of Kendall Square that make it the world's most innovative square mile.	Daniel Berger-Jones Local Tour Guides Location: Kendall Square
2 - 3 PM	INNOVATION SERIES	Hear from local scientists and innovators who are leading scientific projects and building empowering movements as a product of collaboration between the Broad Institute and talent ecosystem, featuring: Count Me In: Empowering patient partnered research to change the course of cancer Data Science Platform: Maximizing the impact of the data sciences in life sciences AGENCY@CIC: Pioneering and shaping the global narrative on healthy aging	Local Innovators, Conveners, and Scientists Facilitator: Jack McCarthy Location: Auditorium
3 - 3:30 PM	APPLICATION DISCUSSION	Discuss the process behind these innovations and identify obstacles to achieving collaboration in our own organizations. Explore ways to resolve these barriers.	Facilitator: Jack McCarthy Location: Auditorium
3:30 - 4 PM	NETWORK BREAK	Enjoy light snacks while you swap Kendall candies and stories using the Connecting with Questions app.	Carrie Bevis Location: Lobby
4 - 5 PM	MEMBER PANEL & CASE DISCUSSION	Learn from our community through member-led cases on recent network and talent engagement projects and implications. Our panel includes Workday, Bank of America, Western Digital, and Cigna.	Greg Pryor Steve Lindia Marilyn Becker Leah Alibozek Bill Sipe Facilitator: Rob Cross Location: Auditorium
5 - 5:30 PM	INTEGRATION & CLOSING REMARKS	Broad hosts share how they integrated the tools and resources to activate the network at the Broad.	Kate O'Brien Andy Porter Location: Auditorium
5:30 - 8 PM	COCKTAIL RECEPTION AND DINNER AT ARTSCIENCE CULTURE LAB AND CAFÉ	Walk to the <u>Café ArtScience</u> , a culture lab pioneering a sustainable human future, for our innovative cocktail party and dinner to celebrate the intersection of science, technology, design, <i>and food</i> . Join us in a toast to celebrate the launch of our latest research.	Rob Cross Andy Porter Location: Café ArtScience 650 E Kendall St, Cambridge





SUMMIT SCHEDULE

DAY 2: THURSDAY, MAY 9

Apply new learnings and past experience in design sprints focused on four areas of emerging research in personal, organizational and cross-discipline network science and network with a community of leaders and experts.

Time	Activity	Description	Presenter / Location
7:30 - 8 AM	WELCOME BREAKFAST	Reconvene for a networking breakfast while we continue to digest our learning from Day 1.	Location: Lobby
8 - 8:15 AM	CONNECTED COMMONS OVERVIEW	Rob Cross and i4cp CEO, Kevin Oakes, paint the future trajectory of the Connected Commons community in partnership with i4cp.	Rob Cross Kevin Oakes Location: Auditorium
8:15 - 9 AM	DEEP DIVE INTO COLLABORATION ANALYTICS IN TALENT/HR	Tom Davenport discusses how companies are increasingly applying collaboration analytics to drive and measure critical business results.	Tom Davenport Location: Auditorium
9 - 9:45 AM	RESEARCH – IN – ROADS ROUND 1	Choose one out of three design sprints focused on emerging research and application: Improving Talent Mobility and Transitions (Galapagos) Driving Team Effectiveness and Network Execution (Auditorium) Creating an Agile Culture (Boardroom)	Location: Auditorium / Galapagos / Boardroom
9:50 - 10:35 AM	RESEARCH – IN – ROADS ROUND 2	Choose one out of three design sprints focused on emerging research and application: Improving Talent Mobility and Transitions (Galapagos) Driving Team Effectiveness and Network Execution (Auditorium) Creating an Agile Culture (Boardroom)	Location: Auditorium / Galapagos / Boardroom
10:35 - 11 AM	NETWORKING BREAK	Enjoy a coffee break while you swap Kendall candies and stories using the Connecting with Questions app.	Carrie Bevis Location: Lobby
11 - 11:45 AM	RESEARCH PLENARY	Reconvene to explore the fourth applied research topic: Cultivating Employee Well-Being and Performance through Personal Networks	Rob Cross Jean Singer Location: Auditorium
11:45 - 12 PM	CONFERENCE CLOSE AND NEXT STEPS	Close out the summit with summarizing remarks and a call to action from summit hosts.	Rob Cross Andy Porter Location: Auditorium
12 - 1 PM	PURPOSE LUNCH	Join us for a healthy lunch where we continue the conversation on personal well-being and purpose. - OPTIONAL -	Carrie Bevis Location: Lobby
1 - 4 PM	ORGANIZATIONAL NETWORK ANALYSIS AND METHODOLOGY WORKSHOP	Stay for a hands-on workshop to learn how to apply network analysis within your organization and pull out key insights to improve your people practices.	Rob Cross Peter Gray Inga Carboni Jean Singer Sal Parise Location: Auditorium





SUMMIT TEAM

Connected Commons Founder



Dr. Rob Cross
Edward A. Madden
Professor of Global
Business
Babson College
Website: robcross.org
E-mail:

rcross@babson.edu

Dr. Rob Cross is the founder and Chief Research Scientist of the Connected Commons, and regarded as the world's leading expert on applying social network analysis to business issues for actionable insights and bottom-line results. Rob is the Edward A. Madden Professor of Global Business at Babson College.

For more than twenty years, he has worked with approximately 300 leading organizations (companies, government agencies, and non-profit organizations) on a variety of solutions including innovation, organizational change and alignment, talent optimization and leadership effectiveness. Rob is the author of three books on Social Network Science and numerous articles that have appeared in academic and business publications. His Harvard Business Review cover story on Collaborative Overload was one of HBR's 2017 most distinguished and must read publications.

Connect with Rob to learn more about:

LEADERSHIP WORKSHOPS

On-site and off-site tailored workshops

ORGANIZATION AND TEAM CONSULTING

Executive coaching and network consulting

TOOLKITS & COURSES

Cards, assessments, online resources, and courses

SPEAKING ENGAGEMENTS

Keynote and conference presentations





SUMMIT TEAM

Spring Summit Hosts – The Broad Institute



Andy Porter
Chief People Officer
Broad Institute of MIT
and Harvard

Andy Porter is the chief people officer at the Broad Institute of MIT and Harvard. There, he leads the Human Resources function and is responsible for creating an organizational environment that fully enables the success of the Broad mission by attracting, developing, and retaining top talent.

Porter brings over fifteen years of experience to the job, most recently as Vice President of Human Resources and Organizational Development at Merrimack Pharmaceuticals. Prior to joining Merrimack, he served as head of Human Resources at Dyax Corp, worked for several years as an independent consultant within the biotech and pharmaceutical industries, and held roles in Human Resources at Harvard-affiliated hospitals. Additionally, Porter has spent time outside of his full-time roles teaching as an adjunct professor at MCPHS University, and sharing his views on organizations and talent management as a contributor to the blog "Fistful of Talent."



Kate O'Brien
Director, People
Analytics
Broad Institute of MIT
and Harvard

Kate O'Brien is the Director, People Analytics at the Broad Institute of MIT and Harvard. Kate and her team share a passion for applying research, data, and analytics to position individuals and teams for success. She works to create the best environment for Broadies to practice great science and revolutionize biomedicine.

Over the past 20 years, Kate has gained expertise in consulting, change management, and organizational development roles focusing on how to empower people to measurably achieve an organization's vision. Kate has worked across industries, including financial and professional services, healthcare, and government. Prior to joining the Broad Institute in 2015, Kate spent over a decade in healthcare at Partners Healthcare and its affiliates Massachusetts General Hospital and Brigham & Women's Hospital. Kate previously worked for Balanced Scorecard Collaborative, a boutique consulting firm focused on strategy execution. Kate holds a B.S. degree in industrial and labor relations from Cornell University, and an M.S. in organizational psychology from William James College.





SUMMIT TEAM

Summit Designer



Carrie Bevis
Managing Director,
Communities &
Partnerships
i4cp, Connected Commons
Email:
carrie.bevis@i4cp.com

Carrie Bevis is the Managing Director of Communities & Partnerships at i4cp and Connected Commons, where she manages the partnership between i4cp and Connected Commons, helps members access and apply the research and tools, and oversees community engagement. In addition, Carrie is the experience design architect of the Connected Commons Summit, aiming to inspire our members and spark community collaboration. She draws from her experience developing cross-sector partnerships, strategic workshops, and innovative models that tackle the future of work and community health and well-being. As a convener, strategist, and designer, she harnesses the power of networks to foster collective action and intentional and connected communities.

Before joining Connected Commons, Carrie was a strategy and analytics consultant at Monitor Deloitte, supporting clients across the healthcare and life science spectrum to shape growth strategies, align partnerships, and redesign organizational structures. She is a former student of Rob Cross at the University of Virginia, McIntire School of Commerce.

Summit Co-Facilitator



Dr. Jack McCarthy
Senior Lecturer in
Management
Babson College
Email:
jmccarthy3@babson.edu

Dr. Jack McCarthy is a senior lecturer in management at Babson College, where he teaches courses on leadership, talent management and entrepreneurship. He was previously an associate professor of organizational behavior at the Questrom School of Business at Boston University, where he also served as the director of the Hubert H. Humphrey Fellowship Program, comprised of distinguished professionals from developing nations. From 2007 to 2017 he was the director of the Executive Development Roundtable at Boston University, a major consortium and research center on leadership and talent management. Dr. McCarthy received major grant funding from the university in recognition of numerous innovations in teaching and learning and was awarded the school-wide 2012 Broderick Prize for Excellence in Teaching at the Questrom School of Business at Boston University. He was previously an assistant professor at the University of New Hampshire, where he launched and led the undergraduate business program at the university's urban campus in Manchester, New Hampshire.



DAY 1

May 8th

Explore the evolution of the Broad Institute and the Kendall Square ecosystem, from industrial park to world-renowned innovation hub and discover ground-breaking biomedical research as a product of cross-organization collaboration.

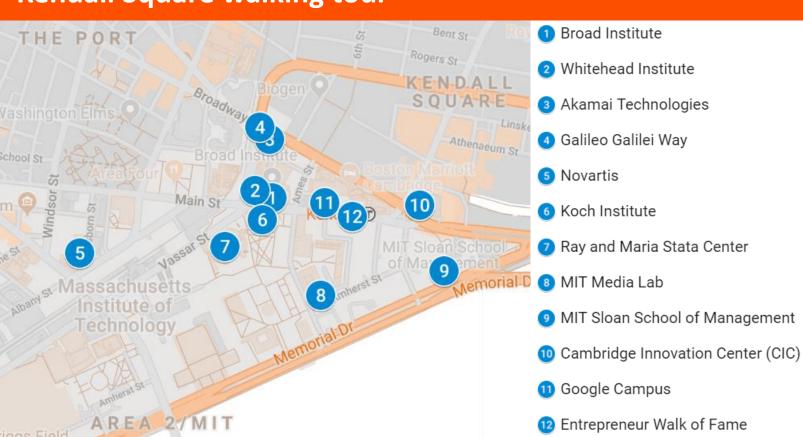
HISTORICAL JOURNEY



Daniel Berger-Jones *Co-founder, CEO*Cambridge Historical Tours

Daniel Berger-Jones is a Boston-based entrepreneur, actor, producer, and director. In 2011, he founded Cambridge Historical Tours to engage audiences in history, art, and science. In the classical music world, Daniel has enjoyed sharing the stage with the Boston Symphony Orchestra, The Boston Pops, The BYSO, Boston Chamber Symphony, Odyssey Opera, among others. As an actor, he has been in productions with the ART, Huntington, Lyric Stage, Speakeasy Stage, Boston Playwright's Theatre, Actors' Shakespeare Project, Shakespeare and Company, Greater Boston Stage, and many other small companies and performances which have given equal and sometimes more delight. As a cofounder of the Fringe Theatre company Orfeo Group, he is proud to have had a hand in 3 Eliot Norton Awards for Best Production by a Fringe Company in five years, starring in five of the group's productions.

Kendall Square walking tour







DAY 1

May 8th 2:00 – 3:00

Delve into the innovative projects that have catalyzed in the talent ecosystem as a product of collaboration. We'll get an insider's peek into the emerging scientific discoveries, start-ups, and ideas that challenge our conventions.

INNOVATION SERIES

Count Me In, Broad Institute



Through "Count Me In," we are opening up new opportunities for patients and researchers to accelerate the pace of discovery for therapies and better treatment options. Since late 2015, thousands of women and men living with cancer from around the United States have said "Count Me In" to partnering directly with researchers from the Broad Institute to gain new insights into how tumors develop and why they often resist treatment.

Broad Data Sciences Platform, Broad Institute

The **Broad Data Sciences Platform (DSP)** is a methods development and software engineering group dedicated to maximizing the impact of the data sciences on the life sciences. DSP engineers, analysts, and designers build applications and capabilities to serve the Broad and beyond. To bring the tools of machine learning and cloud computing to bear on problems of fundamental importance to biomedicine, the DSP collaborates with world leading technology corporations, philanthropic organizations, and pharmaceutical companies such as: American Heart Association, A-T Children's Project, Amazon Web Services, Chan-Zuckerberg Initiative, etc.



AGENCY: the CIC Global Longevity Collective



AGENCY: Worldwide Innovation for Living Longer and Aging Better, combines coworking for aging-focused startups and enterprises, with expert programming, and an international community of innovators. Their mission is to enable millions of elders and their families to thrive, and to help professionals, communities, and institutions flourish in the worldwide longevity economy. **Danielle D. Duplin** is cofounder and Global Launch Director of AGENCY. Danielle draws from her experience as a VP in innovation initiatives at Fidelity Investments, Executive Producer of events on emerging technology and business trends, Cofounder of TEDxBoston, and producer of HUBweek.





DAY
May 8th
4:00 - 5:00

Learn from the successes and challenges faced by members of our Connected Commons community on recent projects to implement network-driven solutions and programs.

MEMBER CASE PANEL

Embedding network analytics for talent mobility

As the frequency of team formation and reformation increases, the need to accelerate transitions becomes a personal and organizational imperative. Based on Rob's research on the network practices of "fast movers," the team at Workday has embedded these strategies in a series of initiatives for new joiners, designed to accelerate their performance.

Greg is Senior Vice President, People and Performance Evangelist at Workday and a founding member of Connected Commons. He is responsible for applying Workday's technology to optimize the company's internal talent management programs, including leadership and manager effectiveness, learning management, and career engagement.





Greg PryorVP, People and
Performance

Using network analysis for organizational health

In Bank of America's journey to simplify and improve its services through a deep inspection of its work processes, they focused on identifying and eliminating unnecessary or redundant work, automating manual processes, and leveraging synergies across businesses. But to understand the heart of what drives success—how effectively people work with each other, Bank of America used Organizational Network Analysis to gain understanding of how work flows and people are leveraged in Global Human Resources.

Steve is an Executive of Talent Management Analytics and Organizational Effectiveness. He has led a recent case study with the Connected Commons to examine these concepts.

Bank of America 🧼



Steve Lindia
Executive,
Talent
Management
Analytics and
Organizational
Effectiveness

Driving employee development via network analysis

Cigna used personal network data, along with performance and engagement data to isolate the aspects of networks that drive important employee outcomes, and to identify opportunities for employee development. Using the results, they designed a variety of learning opportunities to help employees improve their networks.

Leah is the Learning Experience Director for Cigna Corporation, a global health services company. She focuses on employees and leaders in transition and has sponsored social network studies at Cigna. **Bill** leads HR Analytics for Cigna. Prior to joining Cigna, Bill was a consultant with Mercer's workforce strategy and analytics practice for 15 years.





Leah Alibozek
Learning
Experience
Director
Bill Sipe
Director of
Workforce
Analytics

Diagnosing bottlenecks with network and sentiment analytics

Western Digital conducted network, sentiment, and text analysis to understand the collaboration and communication issues within the distributed Engineering team, in an effort to support the redesign of a purpose-built network.

Marilyn is a leading practitioner of Workforce Analytics with a focus on tying people analytics to business strategy using leading technologies and methods. She has over 20 years of experience in Workforce Analytics and Planning, HR Strategy, HR Technology and HR Operations in the high tech sector.

Western Digital.



Marilyn Becker Director, People Analytics





DAY
2 May 9th
8:30 – 1:00

Choose two of the three research-in-roads design sprints to rotate between for an interactive workshop to learn and engage in the emerging research. Decide where you want to help shape the developing research and associated tools.

RESEARCH IN ROADS

Creating an agile culture

Our typical tools to measure culture mask the degree to which culture is local and distributed in networks; they create averages or personas that prevent us from finding echo chambers of opinion, identifying misalignments in goals and values, seeing pockets of trust, energy, and purpose, and much more. Network analysis however, enables traction critical to culture transformation by being able to customize change programs to drive desired outcomes. Explore how to better measure and plan for successful culture transformations.

Kevin has led the production of 100+ studies on best and next-practices in human capital management, and is recognized as a Top 100 HR Influencer by HR Examiner. **Laura** is an executive coach, leadership trainer, and facilitator, working with a broad spectrum of leaders from Fortune 500 companies to non-profits and government agencies. **Bennet** leads a people analytics and data science consultancy focusing on organizational network analysis, advanced workforce analytics and planning, and labor market analysis.



Kevin Martin *Chief Research Officer*i4cp



Laura Mendelow
Owner
Mendelow
Consulting



Bennet Voorhees
Principal
twenty-one
analytics LLC

Supporting talent mobility and transitions

As the collaborative intensity of work explodes and organizational agility fuels greater individual mobility, accelerating onboarding and transitions is increasingly a productivity and employee experience imperative. Building off the latest Connected Commons research on Accelerating Transitions, join a three part discussion on the 1) context – fundamentals of the research, 2) content – practical application of the research to curate content to new joiners and 3) course of action – next steps of the what the Connected Commons community to build on this imperative.

Greg and **Karrie** support learning, people and performance at Workday. They have spearheaded the applied research and network-driven programming around rapid onboarding and talent mobility, and served as last year's Summit hosts.



Greg Pryor *VP, People and Performance*Workday



Karrie Wainscott Global Talent Management Director Workday

Driving team effectiveness and network execution

Explore the network practices of top-performing leaders at the point of execution, including collaborative practices that enable these leaders to promote healthy network patterns, hacks that mitigate excessive collaboration friction, and practices that create a context for productive collaboration to emerge.

Inga consults and researches on issues related to networks and networking, diversity and inclusion, and leadership. Her 2019 book, *Connect the Dots*, is now available at Information Age Publishing. **Stacy** is an industrial and organizational psychologist who specializes in leadership development and creates innovative learning solutions.



Inga Carboni
Ph.D, Professor
College of William &
Mary



Stacy McManus
Ph.D, Principal
Park Spencer Group





2

May 9th 8:15 – 9:00 11:00 – 11:45

Learn about our emerging research from our collaborators. Get early insights from our recent interviews and data analysis in the emerging field of collaborative analytics and workplace well-being.

RESEARCH SPOTLIGHTS

Collaboration analytics in talent and HR

Explore how Connected Commons members are using analytics to measure and manage both collaboration and the business outcomes it generates. Learn more about current activities and future approaches to collaboration analytics, and solicit current practices and future plans from Commons members.

Tom Davenport is the President's Distinguished Professor of Information Technology and Management at Babson College, a fellow of the MIT Initiative on the Digital Economy, co-founder of the International Institute for Analytics, and a Senior Advisor to Deloitte.



Tom DavenportProfessor, IT and
Management
Babson College

Well-being through personal networks



Jean Singer
Ph.D., Principal
Collaborative Analytics

Well-being at work has surprising impacts on critical outcomes such as productivity, engagement, creativity and retention. Yet by most measures, well-being is in decline. In this session, learn about four key sources of well-being, explore with us the many ways that our personal networks drive well-being, and help co-create the next phase of the Connected Commons' research in this area.

Jean Singer specializes in the use of organizational network analysis to help drive collaboration, innovation and change. She is co-editor with Rob Cross and Sally Colella of *The Organizational Network Fieldbook:*Best Practices, Techniques and Exercises to Drive Organizational Innovation and Performance.



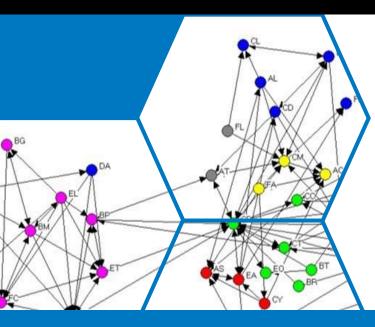


DAY 2

May 9th

Stay for an optional afternoon workshop and crash course in Organizational Network Analysis (ONA) and methodology from our team of network scientists and consultants.

ORGANIZATIONAL NETWORK ANALYSIS WORKSHOP



This hands-on workshop will introduce participants to the fundamentals of using network analysis within an organization. The session will begin with an overview of organizational network analysis projects, focusing on the importance of designing the network analysis around a presenting business issue, staffing the project and managing it across the project life cycle, and transitioning to action after the analysis is complete. We will also practice using NetDraw to visualize data, and explore more advanced topics around the passive capture of network data, and the use of network data in predictive analytics, all with plenty of time for Q&A.

Workshop Facilitators



Peter Gray



Sal Parise



Jean Singer



Inga Carboni



Rob Cross

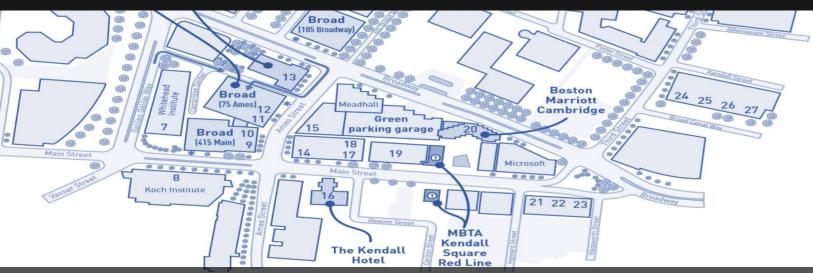
Visit ConnectedCommons.com for details about our next virtual Network Analysis of Business Performance Course this Fall. Our 6-session course covers the following topics:

Session 1 Session 2 Session 3 Session 4 Session 5 Session 6 Predictive Panel Discussion Managing an Collecting Network Analyzing **ONA for Business Network Data** / Q&A Visualization and Analytics with Technology-**Network Data** mediated **Impact** Measurement Using NetDraw Networks using and Ucinet NodeXL





LODGING



LODGING: If you require more budget-friendly pricing, we recommend booking accommodations through reputable discount sites like Hotwire.com, Hotels.com, Airbnb, and Trivago.

Boston Marriott Cambridge

50 Broadway

Cambridge, MA 02142

(617) 494 - 6600

Distance to Broad Institute: 0.2 miles

The Kendall Hotel

350 Main Street

Cambridge, MA 02142

(866) 566 - 1300

Distance to Broad Institute: 0.1 miles

Le Meridien Cambridge-MIT

20 Sidney Street

Cambridge, MA 02142

(617) 577 - 0200

Distance to Broad Institute: 0.6 miles

Royal Sonesta Boston

40 Edwin H. Land Boulevard

Cambridge, MA 02142

(617) 806-4200

Distance to Broad Institute: 0.9 miles

PARKING: As parking is limited and costly in the area, we encourage you to use public transportation. The MBTA metro is easily accessible from the airport to the summit location.

REGISTRATION

PARTICIPANTS	COST
Connected Commons Members Complimentary 1 Complimentary Pass with Membership	\$0
Connected Commons Members Additional Up to 2 Additional Seats, by availability	\$ 600
Non Members By Invitation and availability only	\$ 850

REGISTER HERE





SUMMIT LOGISTICS

If you have any questions during or after the event, or want to learn more about our membership and tools, please reach out to us at:

Carrie Bevis (703) 314-5464 Carrie.Bevis@i4cp.com **Liz Daniels** (617) 406-9991 ConnectedCommons@gmail.com







Download the Connecting through Questions app, developed in-house by our friends at Workday, to use during our networking breaks!

Password: connect18

Why these questions? We didn't just make these questions up. They are based on the "fast friends" protocol, a proven method for deepening connections created by psychologist Arthur Aron at Stony Brook University. A study published in *Personality and Social Psychology Bulletin* actually showed that following this protocol made pairs feel as close as others reported feeling in their closest relationships!

