

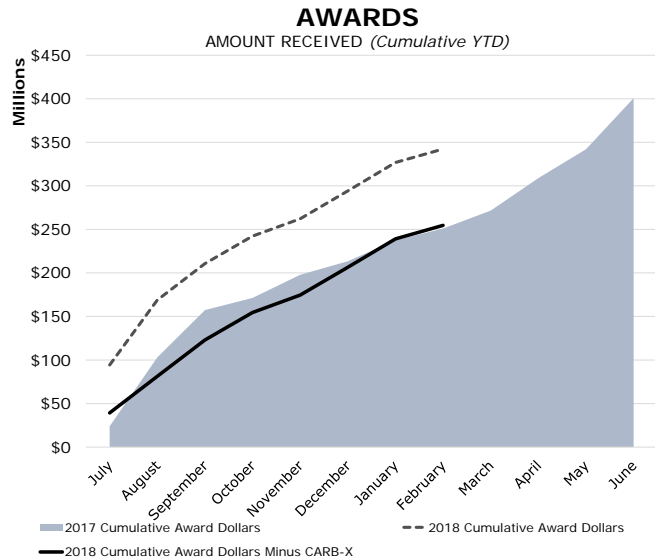
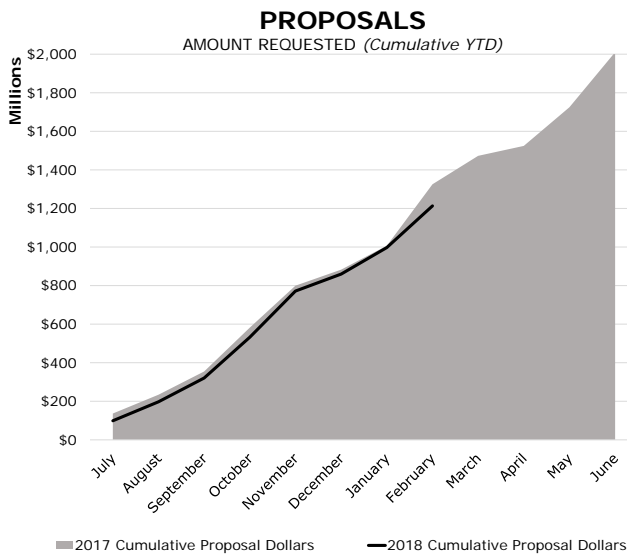
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

Purpose: Represent summary information for each BU School on the number of proposals submitted and awards received fiscal year-to-date, as well as dollar amounts proposed and received, compared to the year-to-date proposal and award performance at this same time last year, in order to understand directionality of BU's overall sponsored project activity for FY2018.

Note: This data is based on Sponsored Programs' (SP) preliminary reporting of activity for the previous month and is subject to minimal variances from the Sponsored Proposal and Award Activity Reports released mid-month due to on-going data review and potential reclassification.

PROPOSAL SUBMISSIONS						SPONSORED AWARDS					
	CHANGE (\$) FY18 vs. FY17	FEBRUARY FY18 YTD		FEBRUARY FY17 YTD		CHANGE (\$) FY18 vs. FY17	FEBRUARY FY18 YTD		FEBRUARY FY17 YTD		
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)	
MED	-11%	483	518,260,208	519	584,556,873	49%	549	104,957,959	364	70,548,398	
CAS	-17%	373	213,175,988	409	255,824,734	12%	263	42,370,931	213	37,804,357	
ENG	17%	243	184,653,892	260	158,088,771	-31%	166	25,213,712	139	36,579,437	
SPH	-21%	194	124,651,816	202	158,038,363	-16%	189	29,030,486	212	34,358,970	
SAR	-29%	44	25,853,007	43	36,452,896	-6%	47	7,441,081	38	7,918,833	
GSDM	54%	31	45,259,966	27	29,365,656	2%	32	5,795,299	27	5,693,249	
AIC	-25%	31	33,482,205	44	44,923,142	-11%	35	12,651,335	29	14,231,576	
SED	-49%	32	10,855,282	46	21,421,003	-33%	31	3,116,812	21	4,665,226	
SSW	20%	30	15,877,758	27	13,209,668	153%	17	4,602,233	21	1,819,261	
NEIDL	95%	19	28,035,142	6	14,385,619	454%	8	10,995,655	9	1,984,979	
QST	-90%	2	301,762	7	2,907,240	13%	3	358,579	4	316,601	
PAR	-40%	3	135,453	3	224,801	-4%	4	377,756	3	391,669	
STH	1947%	7	4,135,370	2	202,000	1425%	8	1,906,281	1	125,000	
COM	1680%	4	444,945	1	25,000	402%	3	213,367	3	42,500	
MET	100%	1	567,577	0	-	0%	0	-	0	-	
LAW	450%	3	550,000	1	100,000	192%	3	87,705,000	2	30,029,999	
OTHER ¹	17%	17	6,982,285	10	5,975,775	25%	10	5,556,782	8	4,453,809	
TOTAL	-8%	1517	1,213,222,655	1607	\$1,325,701,541	36%	1368	342,293,268	1094	\$250,963,863	

1. Other includes smaller volume submitting units and schools, including CFA, CGS, and WBUR.



TRENDS & ANALYSIS

- Compared to February of FY2017, the overall number of awards made to and contracts executed with Boston University for external funding increased by 25%. The funding associated with these awards represents an **increase of 36% to \$342.3M**, due to the receipt of the CARB-X award. Without this award, award funding increased from last year by 1%.
- There was a decrease in the number of BU proposals submitted in January FY2018 compared to January FY2017 (90 fewer) and represented a decrease in requested funds by 8%.

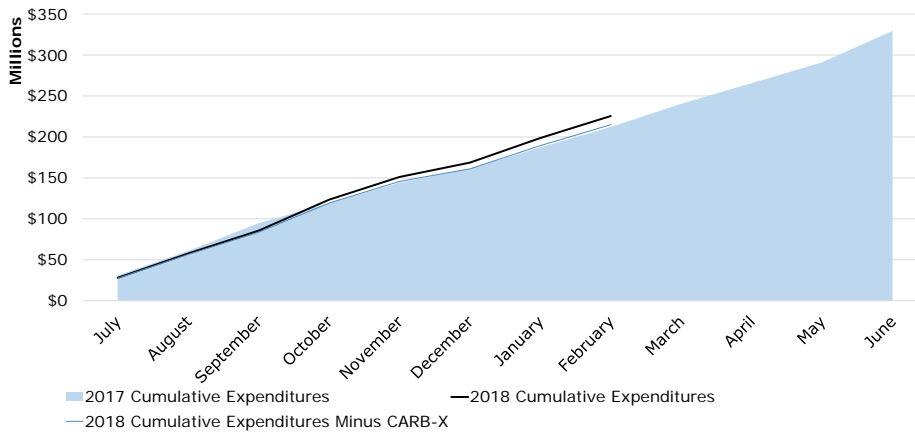
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

Purpose: Represent summary information for each BU School on the level of sponsored expenditures, direct and F&A, for the fiscal year-to-date compared to the year-to-date expenditure levels for this quarter last year, in order to understand directionality of BU's overall sponsored project activity for FY2017.

Note: This data is based on SP's preliminary reporting of activity for the previous month and is subject to minimal variances from the Sponsored Proposal and Award Activity Reports released mid-month due to on-going data review and potential reclassification.

SPONSORED EXPENDITURES								
	CHANGE FY18 vs. FY17	FEBRUARY FY18 YTD			FEBRUARY FY17 YTD			
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)	
MED	0%	63,770,630	21,380,123	85,150,753	63,198,542	21,674,591	84,873,133	
CAS	1%	25,075,785	10,108,752	35,184,537	25,056,888	9,940,601	34,997,489	
ENG	9%	17,935,891	7,898,861	25,834,752	16,706,227	7,043,170	23,749,397	
SPH	-8%	20,450,016	5,909,837	26,359,853	22,746,839	5,954,817	28,701,656	
SAR	15%	5,730,236	2,348,601	8,078,837	5,097,286	1,945,195	7,042,481	
GSDM	-10%	4,147,578	1,545,293	5,692,871	4,561,202	1,789,632	6,350,834	
AIC	32%	7,252,132	2,323,735	9,575,867	5,523,953	1,755,757	7,279,710	
SED	54%	4,167,840	732,369	4,900,209	2,774,165	417,749	3,191,914	
SSW	69%	2,438,166	537,070	2,975,237	1,447,214	316,034	1,763,248	
NEIDL	-6%	6,800,376	2,094,266	8,894,641	7,541,319	1,939,411	9,480,730	
QST	34%	97,291	29,753	127,045	72,575	22,115	94,690	
PAR	1%	179,669	13,167	192,835	180,297	11,117	191,414	
STH	-11%	233,754	18,198	251,953	247,601	36,355	283,956	
COM	-22%	55,021	-	55,021	69,626	668	70,294	
MET	100%	-	0	0	-	-	-	
LAW	650%	9,696,348	905,462	10,601,810	1,133,093	280,261	1,413,354	
CFA	-26%	29,643	-	29,643	40,000	-	40,000	
CGS	-100%	-	-	-	9,789	-	9,789	
OTHER ²	-37%	1,655,428	4,829	1,660,257	2,640,397	10,209	2,650,606	
TOTAL	6%	\$ 169,686,162	\$ 55,850,317	\$ 225,536,479	\$ 158,997,224	\$ 53,137,682	\$ 212,134,906	

2. Other includes smaller volume submitting units and schools, including WBUR, and Financial Aid.

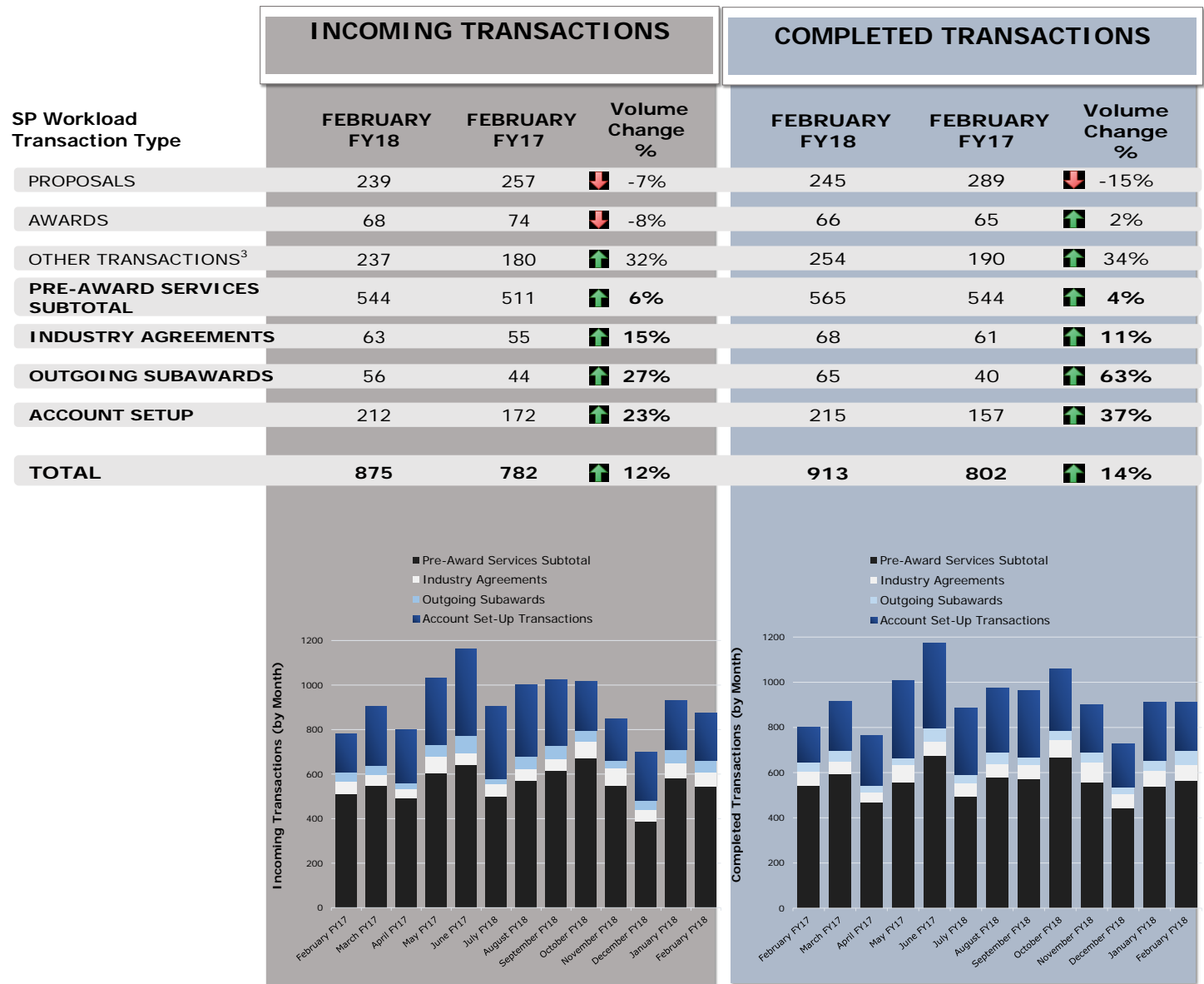


TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU increased by 6% compared to February FY2017.

SPONSORED PROGRAMS: Workload and Productivity

Purpose: Represent the workload coming into and being completed by SP Team (Pre-Award Services, Industry Agreements, Outgoing Subawards and Account Set-ups) and transaction type for this month, compared to this same month last year, and across the last fiscal year (bar graphs below) to understand how workload and productivity of the SP Teams are trending over the last year.



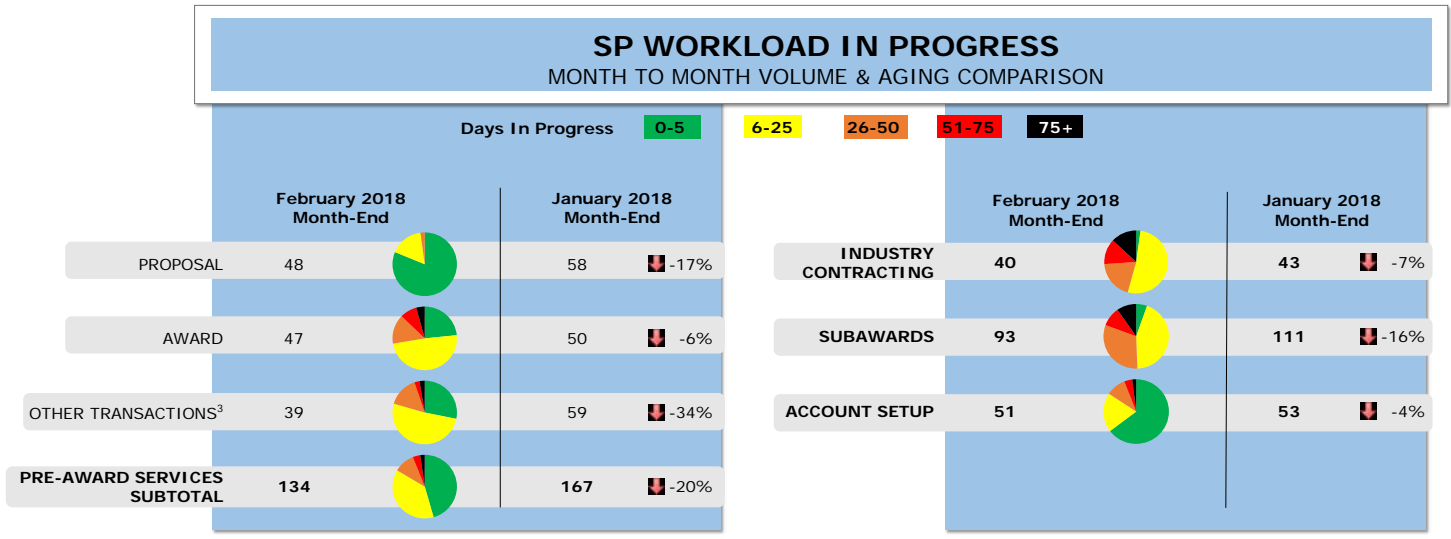
TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 12% compared to February FY17.**
- Completed transactions shows an overall increase of 14%. February FY18 shows SP completed 111 more transactions as compared to February FY17.
- Compared to January FY18, incoming transactions decreased by 6% and completed transactions remained the same.

3. Other Transactions included those additional items processed and managed by the SP Pre-Award Service Team, including Progress Reports, Pre-Award Documentation, Sponsor Approval Actions and Other Internal Actions.

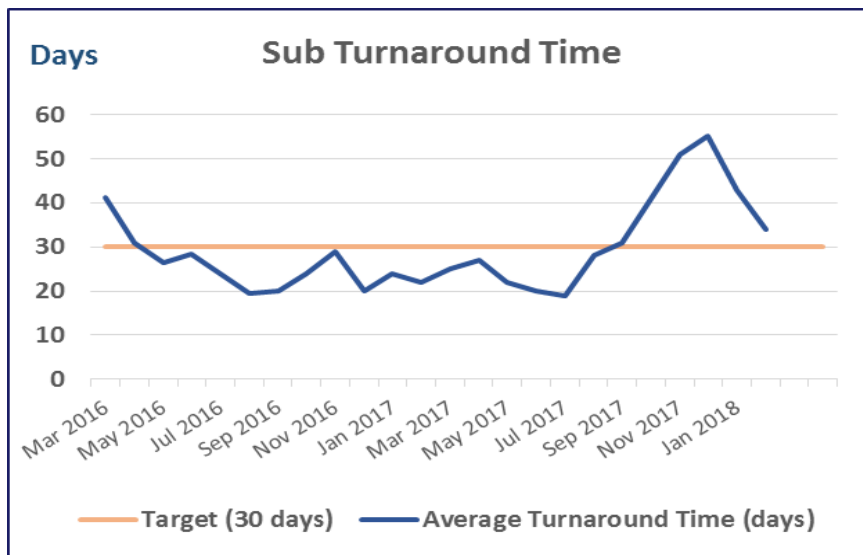
SPONSORED PROGRAMS: Workload and Productivity (continued)

Purpose: Represent the workload in-progress at the end of this month as compared to the end of last month by the number of transactions actively being processed and the age of those transactions (pie charts below; age based on receipt in SP) by SP Team/transaction type to understand if backlogs are accumulating and to ensure older items are being processed and closed.



TRENDS & ANALYSIS

- All SP Teams have been focusing on addressing aging items.
- The Industry Contracting Team's aging items are primarily related to Clinical Trials which are waiting for budget negotiations between the study team and sponsor to complete or waiting on the Industry sponsor.
- We are beginning to see a decrease in the average subaward turn around time and anticipate meeting our 30 day average again in the coming months. This subaward team has worked very hard to overcome the staffing changes.



3. Other Transactions included those additional items processed and managed by the SP Pre-Award Service Team, including Progress Reports, Pre-Award Documentation, Sponsor Approval Actions and Other Internal Actions.

SCHOOL-BASED PROPOSAL DEVELOPMENT: Submission Timeliness and Quality Metrics

Purpose: Represent the timeliness of proposal submissions to SP for each BU School this month in conjunction with the quality of those proposal submissions (pie charts below); the percentage needing to go on-hold for some additional communication with the Principal Investigator (PI) or Department Administrator (DA) to understand which Schools are following the SP 5-Day Advance Submission Policy and what portion of proposals require further revisions and refinements once received by SP.

PROPOSAL SUBMISSION TIMELINESS						
PROPOSAL SUBMISSION TO SP vs. SPONSOR DEADLINE						
	PROPOSAL COUNT	SAME DAY	1 DAY	2 DAY	3+ DAYS	No Deadline
MED	89	30	25	16	16	2
CAS	63	36	8	5	12	2
ENG	35	14	9	4	5	3
SPH	33	7	5	4	17	0
SAR	7	1	2	1	2	1
GSDM	7	4	3	0	0	0
SED	2	0	0	1	1	0
SSW	2	0	0	1	0	1
Other CRC ⁴	7	5	0	0	0	2
TOTAL	245	97	52	32	53	11

TRENDS & ANALYSIS

Timeliness

- 74% of proposals (181 out of 245) were not compliant with the 3 day deadline for full proposal submission to Sponsored Programs.
- Five schools (MED, CAS, ENG, GSDM, and Other CRC) submitted **50% or more of proposals to SP within one day or less** of the sponsor proposal deadline.

Quality

- The data captured around quality is lacking due to the volume of late proposal submissions. Late proposals do not get the same level of review and detail entry follow-up as those received on time.

PROPOSAL QUALITY WHEN RECEIVED BY SP

	PROPOSAL COUNT	SUBMISSION TIMELINESS				FIRST PASS YIELD (NO HOLDS) ⁵	BUDGET ADJUSTMENT		MISSING INFORMATION		OTHER HOLD ⁶	
		SAME DAY	1 DAY	2 DAYS	3+ DAYS		%	%	%	%	%	%
MED	89					49%		2%		18%		36%
CAS	63					83%		0%		13%		10%
ENG	35					51%		11%		29%		23%
SPH	33					91%		0%		6%		9%
SAR	7					100%		0%		0%		0%
GSDM	7					71%		0%		29%		14%
SED	2					100%		0%		0%		0%
SSW	2					100%		0%		0%		0%
Other CRC ⁴	7					29%		14%		43%		57%

4. Other CRC represents submitting schools in the Charles River Campus including: School of Theology, College of Communication, Pardee School of Global Studies, Questrom School of Business, College of Fine Arts, Metropolitan College, School of Law, School of General Studies.

5. First Pass includes proposals that did not need to be placed "on-hold" for information or additional data from the PI, Department or for any other reason and could be transitioned straight to submission.

6. Other Hold Types includes items that require follow-up with the department administrator and/or PI, not classified as budget issues or Missing Information.

TRANSACTION PROCESSING TIMES: SP Ownership vs. External Ownership

Purpose:

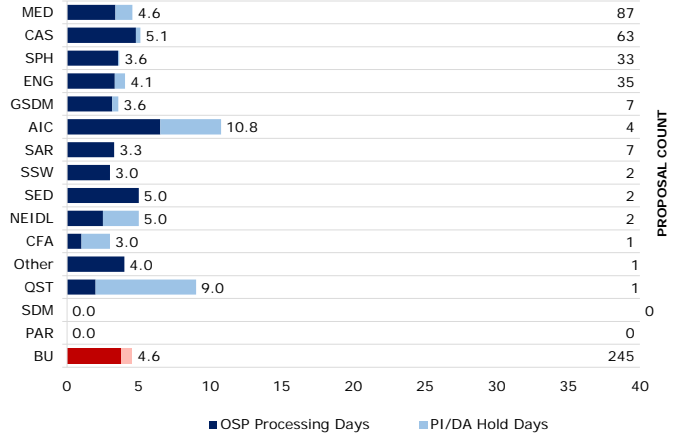
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
- **Graph IV:** Represent the average number of business days it takes to process outgoing subawards through BU by each BU School (dark colors) versus the number of business days in process with the subrecipient institution (light colors).
- **Graph V:** Represent the average number of business days it takes to complete an account set-up for each set-up transaction type versus the SP Service Level

I-III Cycle Days Start: Initial receipt of documents in SP, regardless of whether the materials are complete/ready for submission.
I-III Cycle Days End: Confirmed submission to the sponsor or transaction completed/closed.

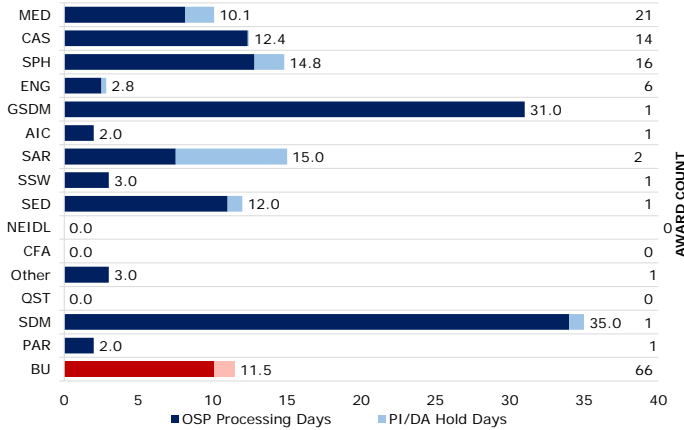
TRENDS & ANALYSIS

- **SP processed proposals within 4.6 business days from initial receipt of documents on average.** Of this, proposals were on-hold 0.8 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 36.1 days on average, with **25.6 business days of BU processing time** (versus the subrecipient institution's processing time), representing an 24% decrease from January 2018.
- The **Account Set-Up Team has decreased their average processing time to 4.1 days**, meeting our stated 5- day Service Level Agreement.

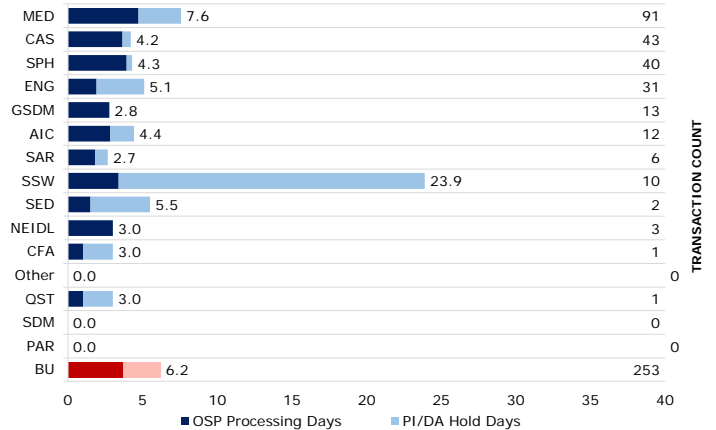
I: PROPOSAL PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



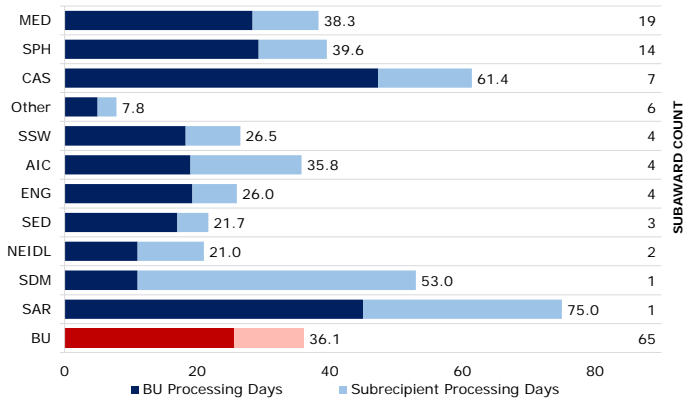
II: AWARD PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



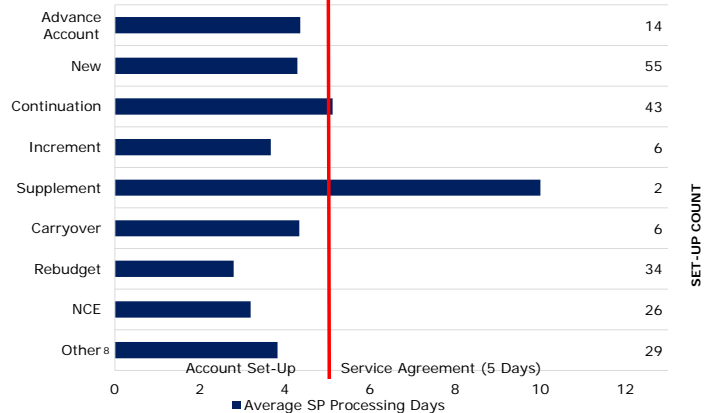
III: OTHER TRANSACTIONS³
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



IV: OUTGOING SUBAWARD PROCESSING
 AVERAGE CYCLE TIME (BU vs. Subrecipient)



V: ACCOUNT SETUP
 AVERAGE CYCLE DAYS (SP)



3. Other Transactions included those additional items processed and managed by the SP Pre-Award Service Team, including Progress Reports, Pre-Award Documentation, Sponsor Approval Actions and Other Internal Actions.

7. New includes "Renewals" which specifically indicates NIH segments

8. Other Account Set-up Actions include miscellaneous non-monetary transactions, including, administrative change and corrections