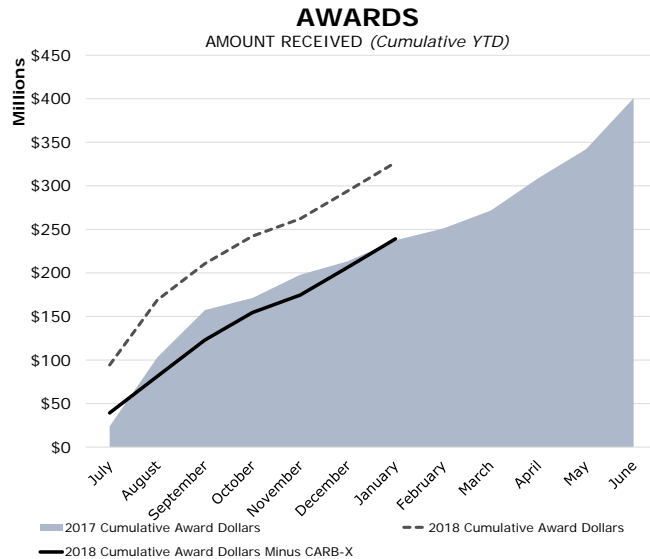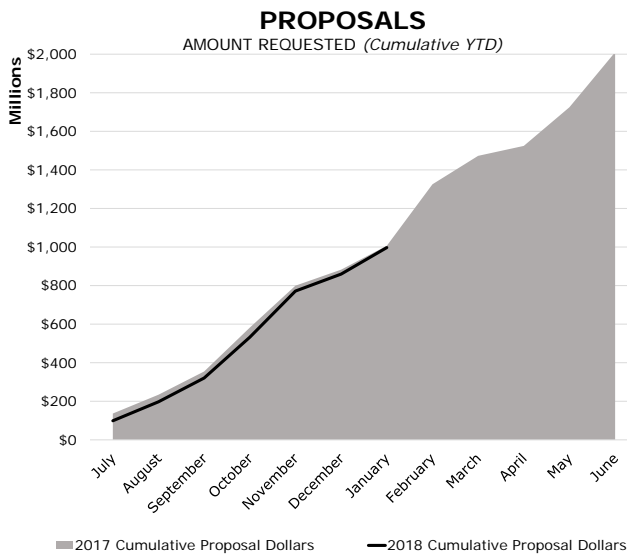## BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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

	CHANGE ($) FY18 vs. FY17	JANUARY FY18 YTD		JANUARY FY17 YTD	
		Count	Value ($)	Count	Value ($)
MED	-2%	399	412,713,427	392	423,230,528
CAS	-13%	314	173,897,076	344	198,997,394
ENG	9%	206	149,992,288	224	138,038,495
SPH	16%	162	109,264,049	169	94,560,367
SAR	-37%	37	17,705,886	34	27,897,123
GSDM	52%	25	39,328,226	22	25,902,204
AIC	-27%	28	31,650,817	42	43,521,769
SED	-51%	30	9,512,782	42	19,568,291
SSW	19%	28	15,710,008	26	13,199,689
NEIDL	72%	15	24,784,898	6	14,385,619
QST	-90%	2	301,762	7	2,907,240
PAR	-80%	2	45,453	3	224,801
STH	1947%	7	4,135,370	2	202,000
COM	1680%	4	444,945	1	25,000
MET	100%	1	567,577	0	-
LAW	450%	3	550,000	1	100,000
OTHER[1]	71%	13	6,492,848	6	3,797,402
TOTAL	**-1%**	**1276**	**997,097,411**	**1321**	**$1,006,557,922**

SPONSORED AWARDS

	CHANGE ($) FY18 vs. FY17	JANUARY FY18 YTD		JANUARY FY17 YTD	
		Count	Value ($)	Count	Value ($)
MED	48%	472	98,593,168	337	66,840,781
CAS	10%	238	39,367,995	190	35,643,520
ENG	-29%	153	24,268,767	119	34,010,797
SPH	-19%	170	26,373,552	198	32,731,771
SAR	8%	44	7,173,343	34	6,651,976
GSDM	-10%	26	4,687,359	26	5,200,338
AIC	-11%	33	12,314,118	28	13,854,350
SED	-30%	29	2,782,507	18	3,980,525
SSW	144%	16	4,443,861	21	1,819,261
NEIDL	622%	7	10,789,665	8	1,493,880
QST	13%	3	358,579	4	316,601
PAR	5%	3	349,713	2	332,000
STH	1425%	8	1,906,281	1	125,000
COM	402%	3	213,367	3	42,500
MET	0%	0	-	0	-
LAW	192%	2	87,655,000	2	30,029,999
OTHER[1]	24%	9	5,531,782	8	4,453,809
TOTAL	**38%**	**1216**	**326,809,057**	**999**	**$237,527,108**

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

PROPOSALS
AMOUNT REQUESTED (Cumulative YTD)

2017 Cumulative Proposal Dollars — 2018 Cumulative Proposal Dollars

AWARDS
AMOUNT RECEIVED (Cumulative YTD)

2017 Cumulative Award Dollars -- 2018 Cumulative Award Dollars
2018 Cumulative Award Dollars Minus CARB-X

TRENDS & ANALYSIS

- Compared to January of FY2017, the overall number of awards made to and contracts executed with Boston University for external funding increased by 22%. The funding associated with these awards represents an **increase of 38% to $326.8M**, 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 (45 fewer) and represented a decrease in requested funds by 1%.
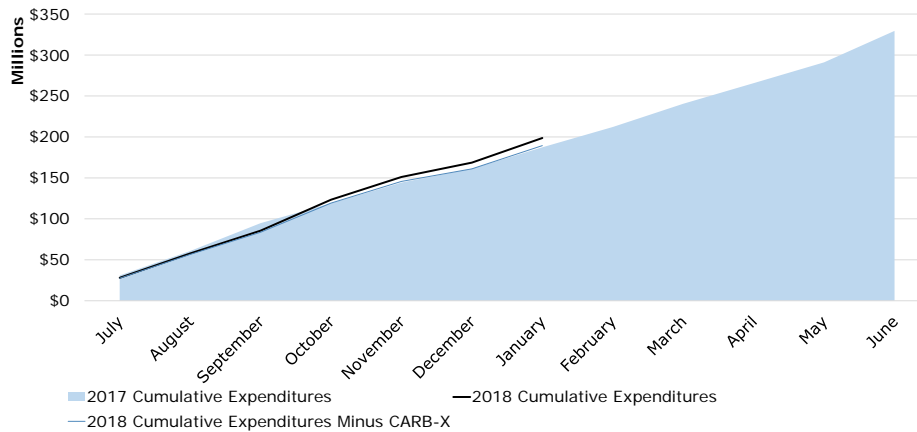
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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	JANUARY FY18 YTD				JANUARY FY17 YTD		
		DIRECT ($)	F & A ($)	TOTAL ($)		DIRECT ($)	F & A ($)	TOTAL ($)
MED	0%	56,319,690	18,790,649	75,110,339		55,813,651	18,949,671	74,763,322
CAS	0%	22,543,410	9,007,687	31,551,097		22,499,579	8,908,791	31,408,370
ENG	8%	15,862,484	7,053,033	22,915,517		14,933,178	6,343,691	21,276,869
SPH	-7%	18,210,490	5,219,410	23,429,900		20,023,261	5,151,751	25,175,012
SAR	16%	5,093,238	2,055,664	7,148,902		4,492,433	1,688,739	6,181,172
GSDM	-20%	3,213,111	1,361,039	4,574,150		4,146,137	1,600,914	5,747,051
AIC	25%	6,195,924	1,891,190	8,087,114		4,868,351	1,576,706	6,445,057
SED	49%	3,704,121	641,006	4,345,127		2,543,124	367,236	2,910,360
SSW	68%	2,071,428	449,299	2,520,727		1,225,817	277,522	1,503,339
NEIDL	-5%	5,963,521	1,834,904	7,798,425		6,488,514	1,696,233	8,184,747
QST	54%	91,054	29,068	120,122		57,160	20,934	78,094
PAR	3%	174,581	13,544	188,125		171,423	10,382	181,805
STH	-9%	199,611	15,450	215,061		207,815	28,669	236,484
COM	-26%	44,988	-	44,988		60,540	668	61,208
MET	0%	-	-	-		-	-	-
LAW	895%	8,499,349	804,092	9,303,441		728,311	206,732	935,043
CFA	-26%	29,643	-	29,643		40,000	-	40,000
CGS	-100%	-	-	-		9,789	-	9,789
OTHER[2]	-41%	1,323,874	4,670	1,328,544		2,230,024	12,041	2,242,065
TOTAL	6%	$ 149,510,874	$ 49,170,705	$ 198,681,579		$ 140,489,318	$ 46,840,680	$ 187,329,998

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

Legend: 2017 Cumulative Expenditures — 2018 Cumulative Expenditures — 2018 Cumulative Expenditures Minus CARB-X
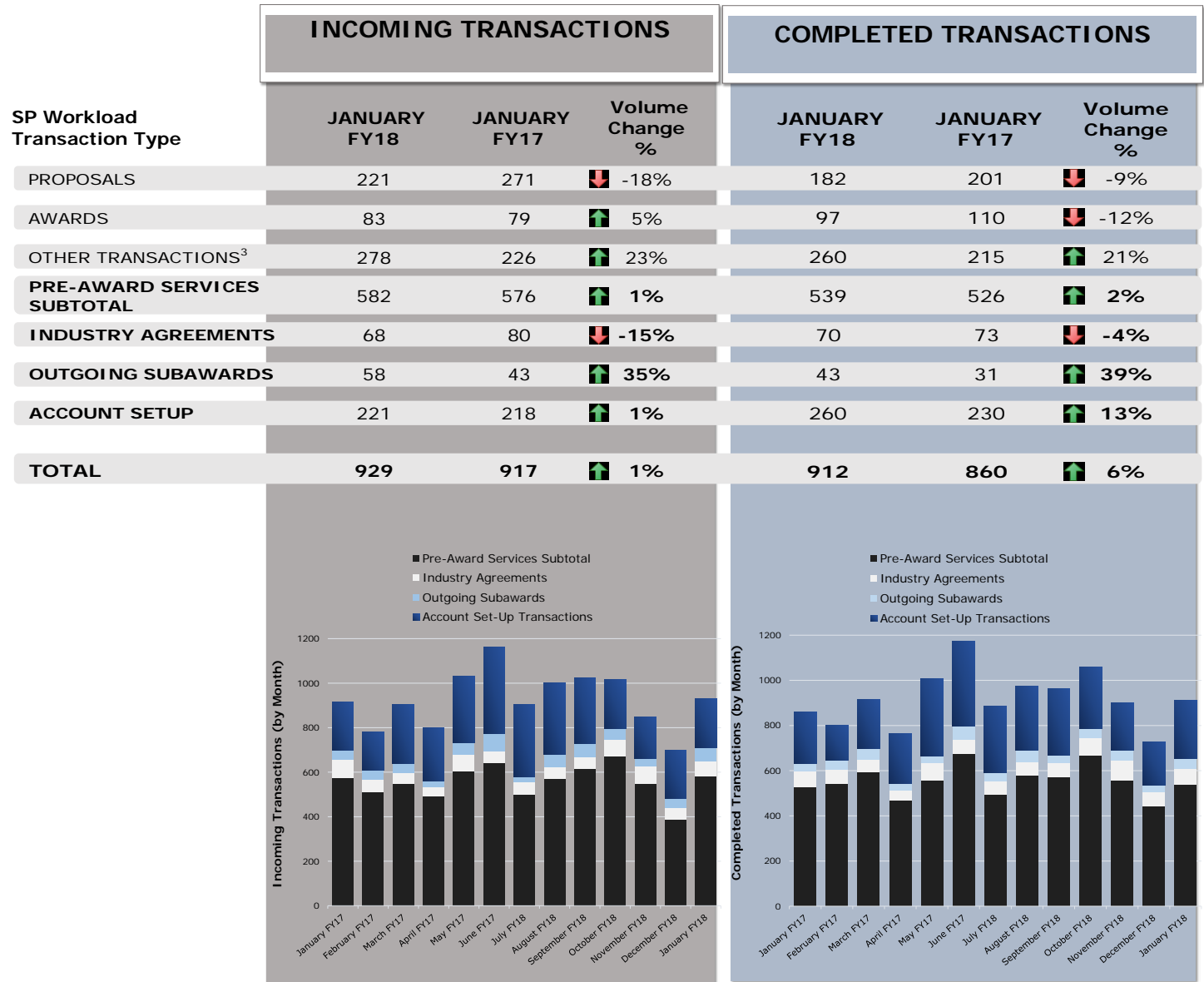
TRENDS & ANALYSIS

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

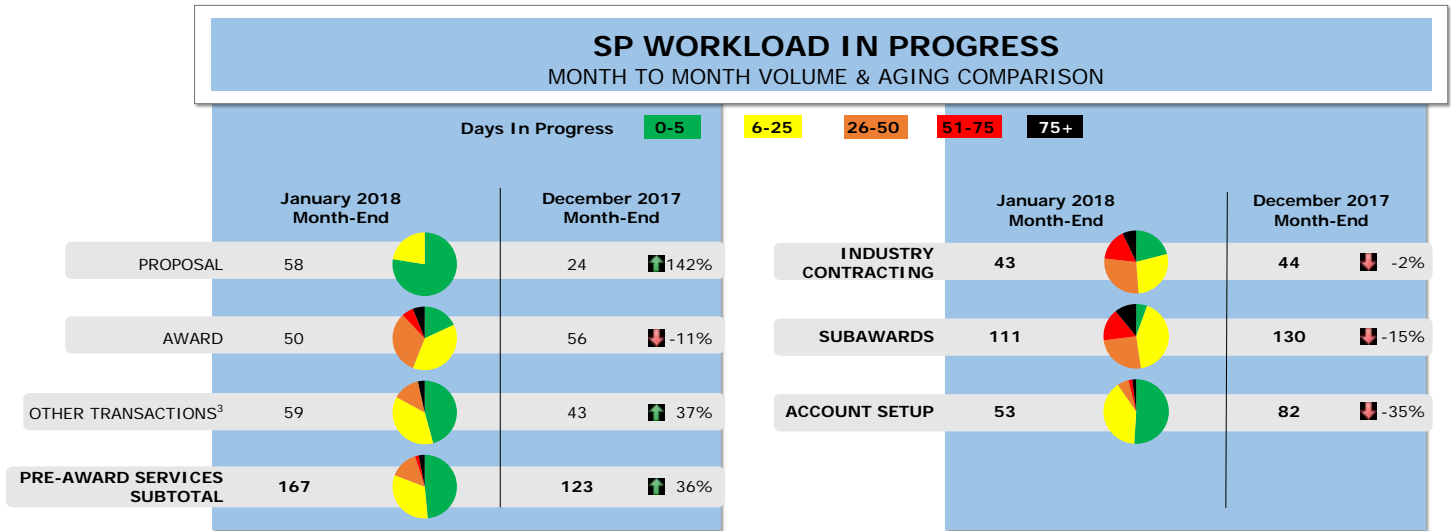| SP Workload Transaction Type	INCOMING TRANSACTIONS			COMPLETED TRANSACTIONS		
	JANUARY FY18	JANUARY FY17	Volume Change %	JANUARY FY18	JANUARY FY17	Volume Change %
PROPOSALS	221	271	⬇ -18%	182	201	⬇ -9%
AWARDS	83	79	⬆ 5%	97	110	⬇ -12%
OTHER TRANSACTIONS[3]	278	226	⬆ 23%	260	215	⬆ 21%
PRE-AWARD SERVICES SUBTOTAL	582	576	⬆ 1%	539	526	⬆ 2%
INDUSTRY AGREEMENTS	68	80	⬇ -15%	70	73	⬇ -4%
OUTGOING SUBAWARDS	58	43	⬆ 35%	43	31	⬆ 39%
ACCOUNT SETUP	221	218	⬆ 1%	260	230	⬆ 13%
TOTAL	929	917	⬆ 1%	912	860	⬆ 6%

TRENDS & ANALYSIS
- The number of transactions for **SP incoming workload is up by 1% compared to January FY17.**
- Completed transactions shows an overall increase of 6%. January FY18 shows SP completed 52 more transactions as compared to January FY17.
- Compared to December FY18, incoming transactions increased by 33% and completed transactions increased by 25%.

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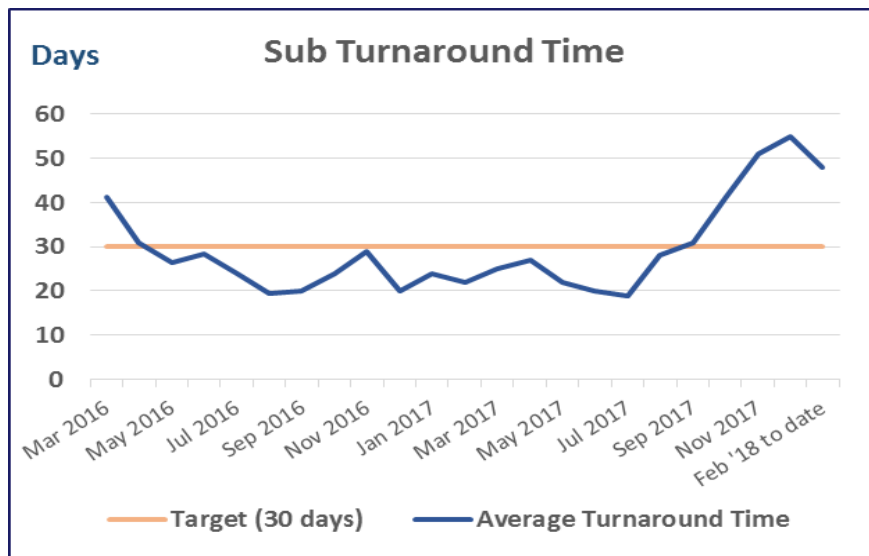
Purpose: Represent the workload in-progress at the end of this month as compared to the end of last month by the number of transactions actively being processed and the age of those transactions (pie charts below; age based on receipt in SP) by SP Team/transaction type to understand if backlogs are accumulating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

SP WORKLOAD IN PROGRESS
MONTH TO MONTH VOLUME & AGING COMPARISON

Days In Progress   `0-5`   `6-25`   `26-50`   `51-75`   `75+`

	January 2018 Month-End	December 2017 Month-End			January 2018 Month-End	December 2017 Month-End
PROPOSAL	58	24	▲142%	INDUSTRY CONTRACTING	43	44	▼ -2%
AWARD	50	56	▼ -11%	SUBAWARDS	111	130	▼ -15%
OTHER TRANSACTIONS[3]	59	43	▲ 37%	ACCOUNT SETUP	53	82	▼ -35%
PRE-AWARD SERVICES SUBTOTAL	167	123	▲ 36%			

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.
- There is an increase in the average turnaround time, due to staffing turnover. We have a new staff member who is in training. We are starting to see movement on older items, reducing aging somewhat.

Sub Turnaround Time chart. Y-axis: Days (0–60). X-axis: Mar 2016 through Feb '18 to date. Legend: Target (30 days), Average Turnaround Time.

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	59	17	12	14	16	0
CAS	45	15	11	3	9	7
ENG	26	7	2	2	7	8
SPH	26	6	7	4	8	1
SAR	6	4	1	0	1	0
GSDM	7	1	1	0	4	1
SED	1	0	0	0	1	0
SSW	8	0	3	4	0	1
Other CRC[4]	4	3	0	0	1	0
TOTAL	**182**	**53**	**37**	**27**	**47**	**18**

TRENDS & ANALYSIS
Timeliness
- 64% of proposals (117 out of 182) were not compliant with the 3 day deadline for full proposal submission to Sponsored Programs.
- Three schools (CAS, SAR, 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

SAME DAY 1 DAY 2 DAYS 3+ DAYS

	PROPOSAL COUNT	SUBMISSION TIMELINESS	FIRST PASS YIELD (NO HOLDS)[5]	BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD[6]
MED	59		61%	2%	19%	32%
CAS	45		82%	0%	9%	11%
ENG	26		50%	0%	27%	42%
SPH	26		69%	4%	12%	19%
SAR	6		100%	0%	0%	0%
GSDM	7		29%	14%	43%	29%
SED	1		100%	0%	0%	0%
SSW	8		100%	0%	0%	0%
Other CRC[4]	4		75%	0%	0%	25%

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 Infomration.

TRANSACTION PROCESSING TIMES: SP Ownership vs. External Ownership
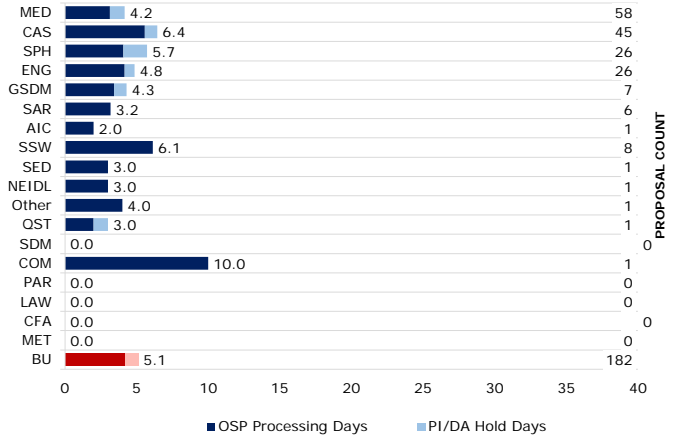
Purpose:

- **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

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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.
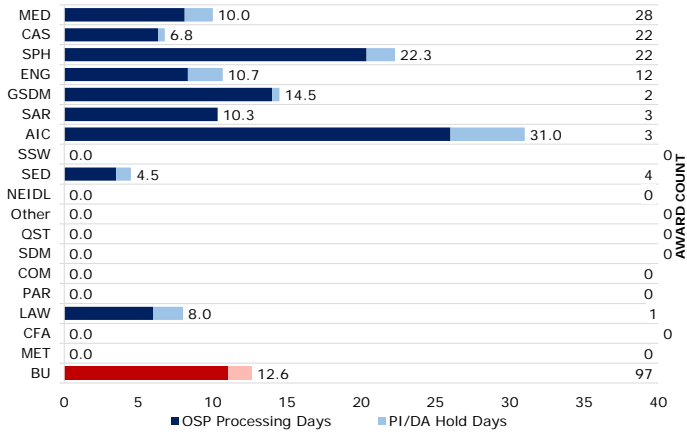
TRENDS & ANALYSIS

- **SP processed proposals within 5.1 business days from *initial* receipt of documents** on average. Of this, proposals were on-hold 0.9 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 44.0 days on average, with **33.9 business days of BU processing time** (versus the subrecipient institution's processing time), representing an 8% decrease from December 2017.
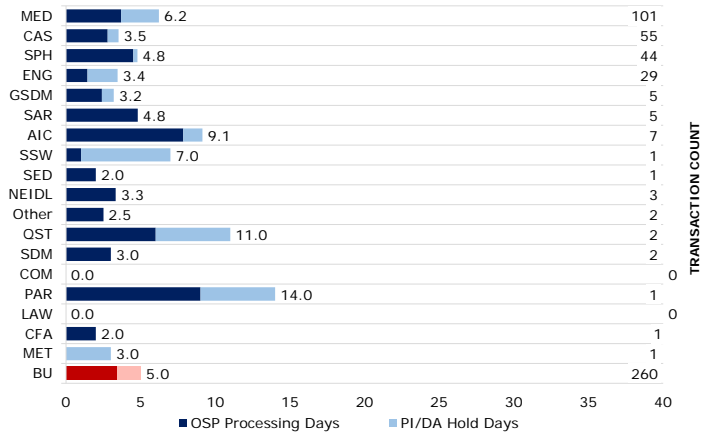- The **Account Set-Up Team has increased their average processing time to 7.4 days**.

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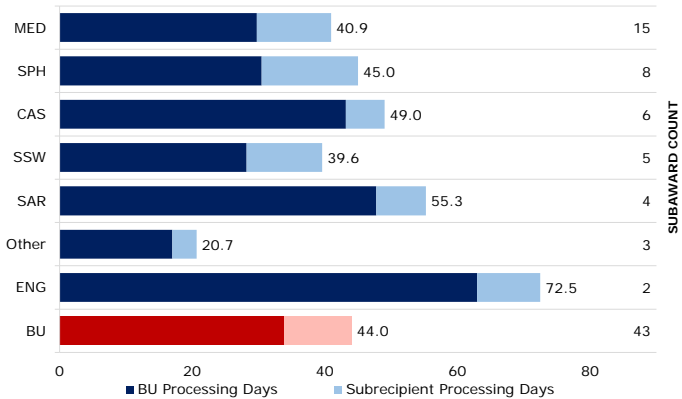#### AVERAGE CYCLE DAYS (SP vs. Customer Holds)

School	OSP Processing Days / PI/DA Hold Days	PROPOSAL COUNT
MED	4.2	58
CAS	6.4	45
SPH	5.7	26
ENG	4.8	26
GSDM	4.3	7
SAR	3.2	6
AIC	2.0	1
SSW	6.1	8
SED	3.0	1
NEIDL	3.0	1
Other	4.0	1
QST	3.0	1
SDM	0.0	0
COM	10.0	1
PAR	0.0	0
LAW	0.0	0
CFA	0.0	0
MET	0.0	0
BU	5.1	182

Legend: OSP Processing Days, PI/DA Hold Days

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

School	OSP Processing Days / PI/DA Hold Days	AWARD COUNT
MED	10.0	28
CAS	6.8	22
SPH	22.3	22
ENG	10.7	12
GSDM	14.5	2
SAR	10.3	3
AIC	31.0	3
SSW	0.0	0
SED	4.5	4
NEIDL	0.0	0
Other	0.0	0
QST	0.0	0
SDM	0.0	0
COM	0.0	0
PAR	0.0	0
LAW	8.0	1
CFA	0.0	0
MET	0.0	0
BU	12.6	97

Legend: OSP Processing Days, PI/DA Hold Days

III: OTHER TRANSACTIONS[3]
AVERAGE CYCLE DAYS (SP vs. Customer Holds)

School	OSP Processing Days / PI/DA Hold Days	TRANSACTION COUNT
MED	6.2	101
CAS	3.5	55
SPH	4.8	44
ENG	3.4	29
GSDM	3.2	5
SAR	4.8	5
AIC	9.1	7
SSW	7.0	1
SED	2.0	1
NEIDL	3.3	3
Other	2.5	2
QST	11.0	2
SDM	3.0	2
COM	0.0	0
PAR	14.0	1
LAW	0.0	0
CFA	2.0	1
MET	3.0	1
BU	5.0	260

Legend: OSP Processing Days, PI/DA Hold Days

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

School	BU Processing Days / Subrecipient Processing Days	SUBAWARD COUNT
MED	40.9	15
SPH	45.0	8
CAS	49.0	6
SSW	39.6	5
SAR	55.3	4
Other	20.7	3
ENG	72.5	2
BU	44.0	43

Legend: BU Processing Days, Subrecipient Processing Days

V: ACCOUNT SETUP
AVERAGE CYCLE DAYS (SP)
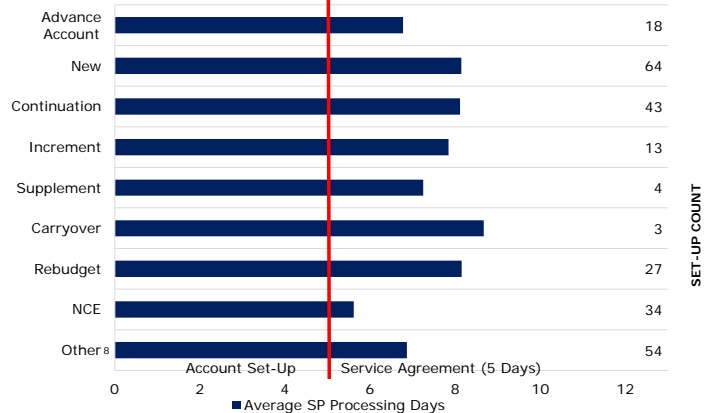
Type	Average SP Processing Days	SET-UP COUNT
Advance Account	—	18
New	—	64
Continuation	—	43
Increment	—	13
Supplement	—	4
Carryover	—	3
Rebudget	—	27
NCE	—	34
Other[8]	—	54

Account Set-Up | Service Agreement (5 Days)

Legend: Average SP Processing Days

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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