

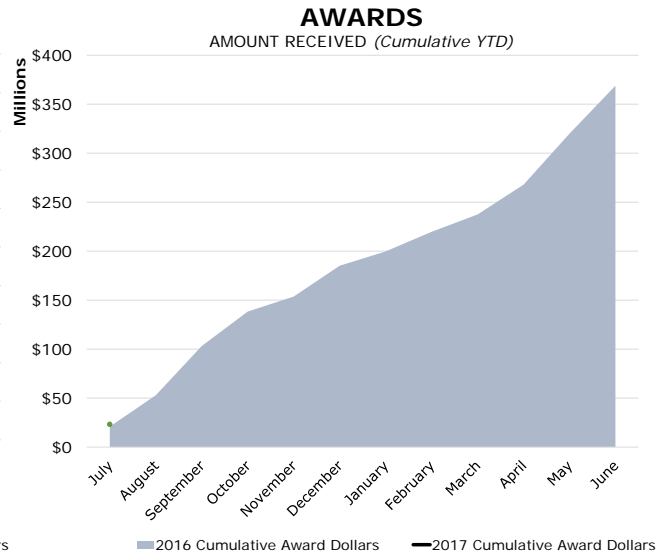
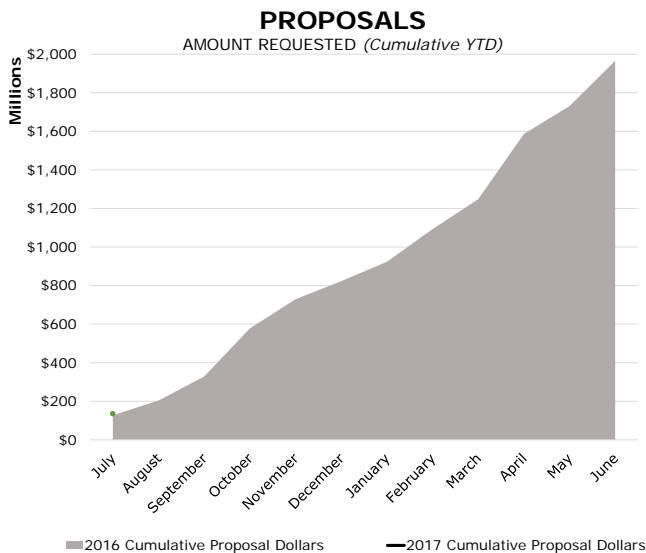
### BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

**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 FY2017.

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 (\$) FY16 vs. FY15	JULY FY17 YTD		JULY FY16 YTD		CHANGE (\$) FY16 vs. FY15	JULY FY17 YTD		JULY FY16 YTD	
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)
MED	↑ 48%	56	78,416,234	72	52,872,635	↓ -6%	71	7,876,779	23	8,416,253
CAS	↓ -24%	42	18,725,740	47	24,563,218	↑ 73%	35	6,085,032	20	3,517,183
ENG	↓ -74%	15	5,053,587	17	19,591,532	↑ 6%	16	2,057,797	11	1,942,001
SPH	↓ -18%	16	13,356,630	28	16,354,245	↓ -25%	28	3,639,462	14	4,823,163
SAR	↑ 118%	5	1,237,194	2	566,530	↑ 27%	6	1,240,035	5	973,313
GSDM	↑ 22%	4	7,937,493	5	6,506,047	↑ 100%	4	199,321	0	0
AIC	↑ 179%	3	1,704,642	2	611,303	↓ -12%	4	598,794	3	683,212
SED	↑ 180%	8	7,695,253	5	2,752,754	↓ -100%	0	0	3	140,000
SSW	↓ -76%	2	691,168	2	2,827,908	↑ 54%	2	378,009	1	244,848
NEIDL	→ 0%	0	0	0	0	↑ 100%	3	833,536	0	0
QST	↑ 100%	2	363,754	0	0	↑ 18%	1	37,712	1	32,080
PAR	→ 0%	0	0	0	0	↑ 100%	1	265,000	0	0
STH	→ 0%	0	0	0	0	→ 0%	0	0	0	0
COM	↓ -100%	0	0	2	135,000	↓ -91%	1	7,500	1	85,000
MET	→ 0%	0	0	0	0	→ 0%	0	0	0	0
CFA	→ 0%	0	0	0	0	→ 0%	0	0	0	0
OTHER <sup>1</sup>	↑ 6%	1	557,580	1	525,752	→ 0%	0	0	0	0
<b>TOTAL</b>	<b>↑ 7%</b>	<b>154</b>	<b>\$ 135,739,275</b>	<b>183</b>	<b>\$ 127,306,924</b>	<b>↑ 11%</b>	<b>172</b>	<b>\$ 23,218,977</b>	<b>82</b>	<b>\$ 20,857,053</b>

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



### TRENDS & ANALYSIS

- Compared to July FY2016, the overall number of awards made to and contracts executed with Boston University for external funding has doubled. The funding associated with these awards represents an **increase of 11% to \$23M**.
- There was a slight reduction in the number of BU proposals submitted in July 2016 as compared to July 2015 (29 less) but represented an increase in requested funds by 7%.

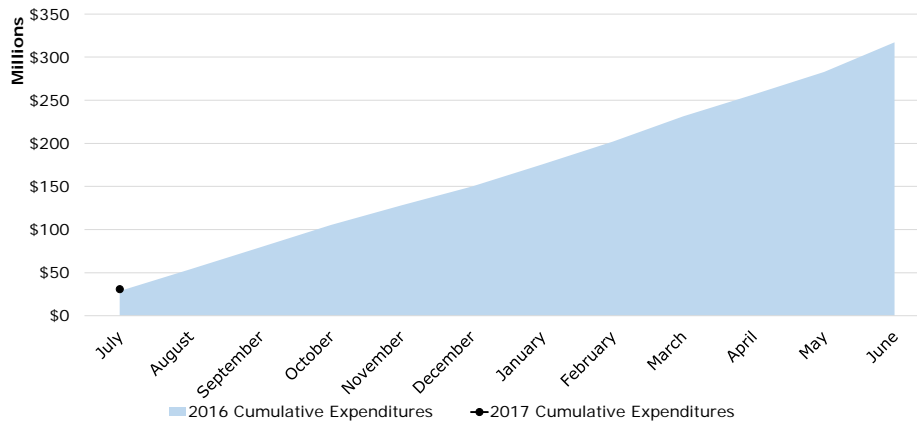
## BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

**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 FY2016.

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 FY16 vs. FY15	July FY17 YTD			July FY16 YTD			
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)	
MED	↑ 21%	8,683,622	2,882,601	11,566,223	7,118,938	2,422,374	9,541,312	
CAS	↓ -5%	4,627,195	1,923,989	6,551,184	4,818,528	2,089,700	6,908,227	
ENG	↑ 8%	2,748,104	1,352,134	4,100,238	2,715,366	1,065,889	3,781,255	
SPH	↓ -1%	2,421,039	689,641	3,110,680	2,519,704	625,976	3,145,680	
SAR	↑ 5%	683,231	277,697	960,928	669,098	244,987	914,085	
GSDM	↑ 8%	530,332	265,997	796,329	495,569	242,673	738,242	
AIC	↓ -29%	869,562	240,241	1,109,803	1,237,312	317,275	1,554,587	
SED	↑ 9%	486,151	66,686	552,837	450,418	58,389	508,806	
SSW	↓ -22%	188,801	69,019	257,820	249,184	83,361	332,545	
NEIDL	↑ 13%	945,520	221,339	1,166,859	799,167	231,881	1,031,048	
QST	↓ -62%	22,342	1,682	24,024	47,454	16,095	63,549	
PAR	↑ 100%	17,614	1,518	19,132	0	0	0	
STH	↓ -50%	18,379	3,293	21,672	38,119	5,292	43,411	
COM	↓ -57%	6,681	0	6,681	15,574	0	15,574	
MET	↓ -100%	0	0	0	12,926	8,234	21,160	
LAW	↓ -96%	44	0	44	1,130	0	1,130	
CFA	→ 0%	0	0	0	0	0	0	
CGS	→ 0%	0	0	0	0	0	0	
OTHER <sup>2</sup>	↑ 65%	152,604	8,773	161,377	98,637	-919	97,718	
<b>TOTAL</b>	<b>↑ 5%</b>	<b>\$ 22,401,221</b>	<b>\$ 8,004,610</b>	<b>\$ 30,405,831</b>	<b>\$ 21,607,076</b>	<b>\$ 7,411,207</b>	<b>\$ 29,018,282</b>	

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

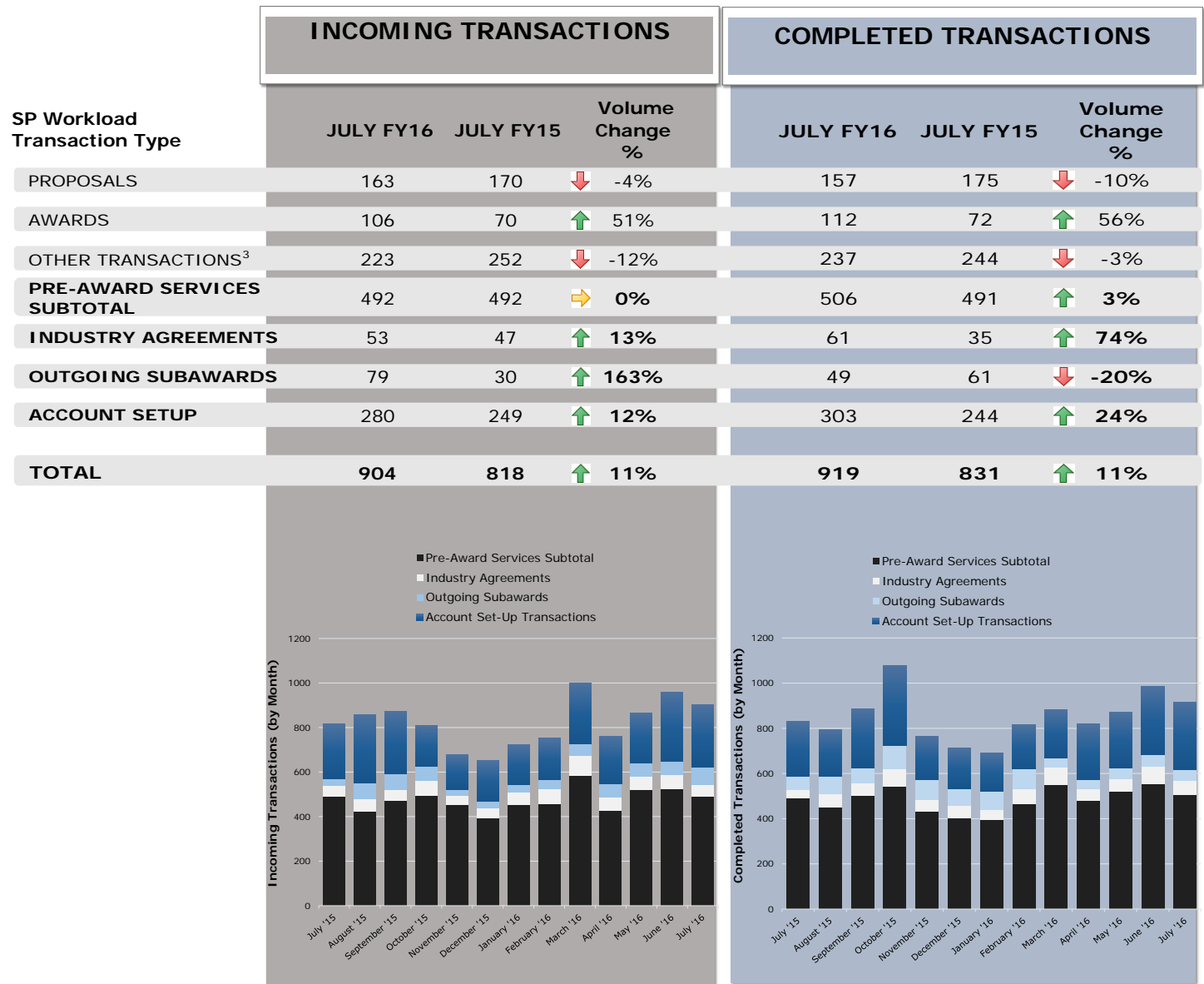


### TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU remains relatively steady and is up by 5% over July 2015.

## 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. Note that this metric is new and not all data is currently available for this time last year.



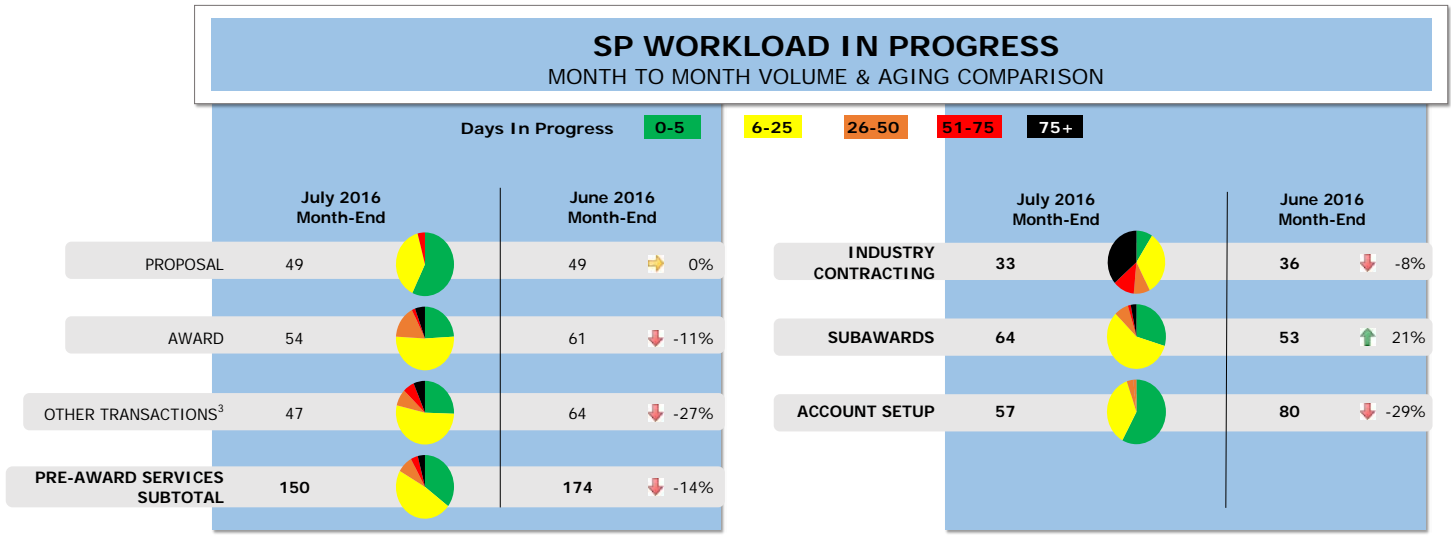
### TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 11%** compared to July 2015, most notably in awards and subsequent account set-up.
- **Productivity has increased by 11%** in the number of items completed in July 2016 by the SP Pre-Award Services Team, The Account set-up team and the Industry Team.

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

- SP Pre-Award Services Team proposal progress remains steady.
- All SP Teams have been focusing on addressing aged items and **transactions aged 51-75 and 75+ days** continue to decrease over the previous month, with the exception of Industry agreements.
- The Industry Contracting Team's aging items are primarily related to Clinical Trials which are waiting for budget negotiations to complete or waiting on the Industry sponsor.
- The SP Subaward Team has been **focusing on reducing the backlog of outgoing subawards** requiring BU execution and processing. All but one item of the current population of outgoing subawards to be executed have been in-process for 50 days or less, 68% being 25 days or less.

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
MED	56	6	11	7	32
CAS	43	4	4	8	27
ENG	16	1	4	2	9
SPH	16	0	2	4	10
SAR	5	0	0	0	5
GSDM	4	1	2	0	1
SED	8	4	1	2	1
SSW	2	0	0	1	1
Other CRC <sup>4</sup>	7	0	1	1	5
<b>TOTAL</b>	<b>157</b>	<b>16</b>	<b>25</b>	<b>25</b>	<b>91</b>

### TRENDS & ANALYSIS

- 58% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (a slightly smaller percentage than the 60% from June).
- Two schools (GSDM & SED) submitted **40% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- MED, SPH, GSDM, SED and SSW submitted **at least half of proposals to SP ready for sponsor submission** (not requiring to go back to the PI or Department Administrator).
  - Note that this may be due to the lateness of proposal submissions to SP necessitating a lesser review in order to meet sponsor deadlines.

## PROPOSAL QUALITY WHEN RECEIVED BY SP

	PROPOSAL COUNT	SUBMISSION TIMELINESS	FIRST PASS YIELD (NO HOLDS) <sup>5</sup>	BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD <sup>6</sup>
MED	56		50%	14%	36%	27%
CAS	43		47%	9%	42%	26%
ENG	16		38%	0%	63%	6%
SPH	16		75%	6%	13%	19%
SAR	5		40%	20%	40%	20%
GSDM	4		50%	25%	25%	25%
SED	8		88%	0%	0%	13%
SSW	2		50%	0%	0%	50%
Other CRC <sup>4</sup>	7		71%	29%	29%	0%

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:**

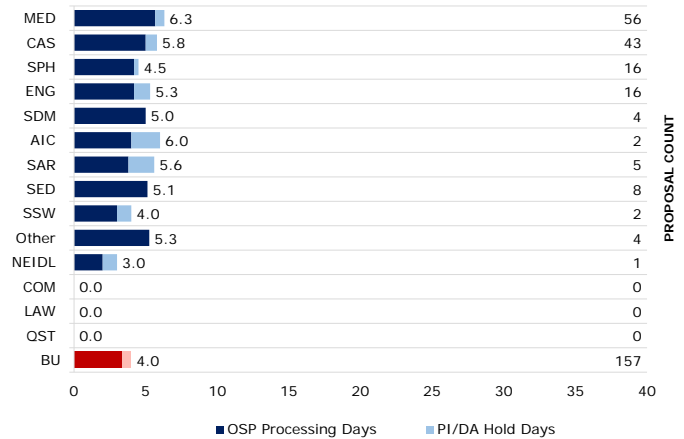
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
- **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.

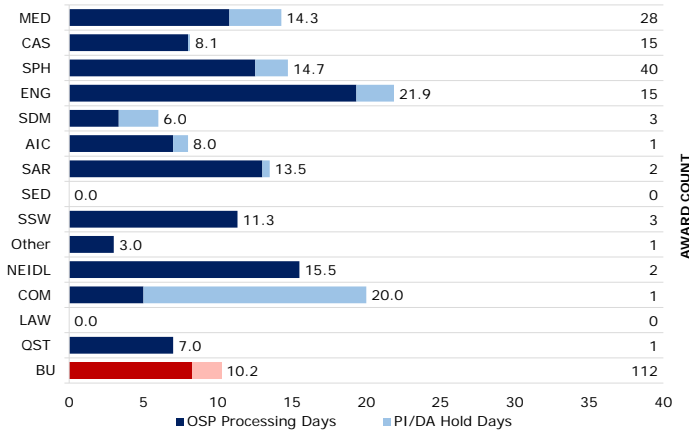
**TRENDS & ANALYSIS**

- **SP processed proposals within 4.0 business days from initial receipt of documents on average.** Of this, proposals were on-hold 0.6 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 22.5 days on average, with **13.4 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 20% improvement from June 2016.
- The **Account Set-Up Team has decreased their average processing time, meeting the Service Level of Agreement** of processing awards within 5 business days or less.

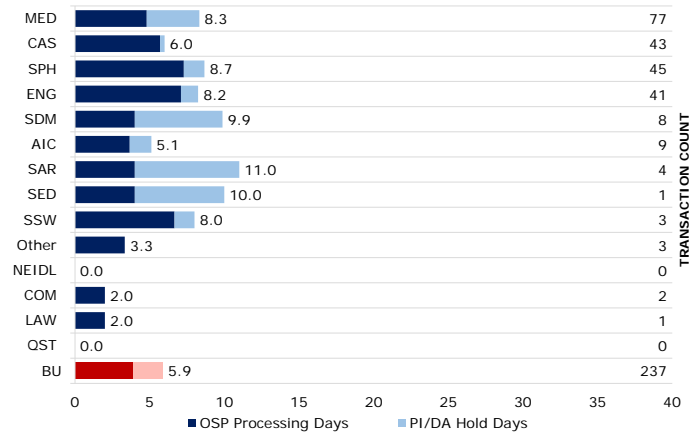
**I: PROPOSAL PROCESSING**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



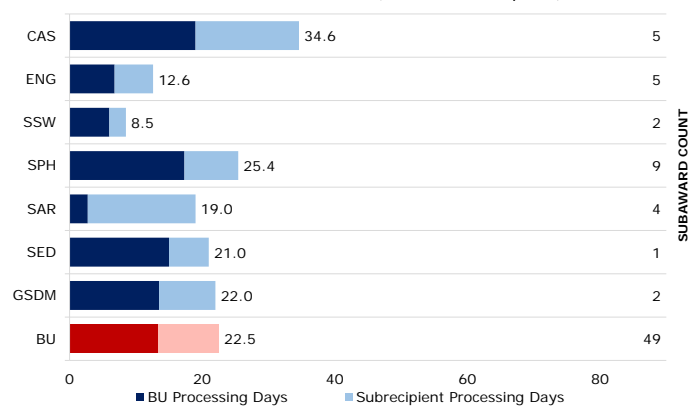
**II: AWARD PROCESSING**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



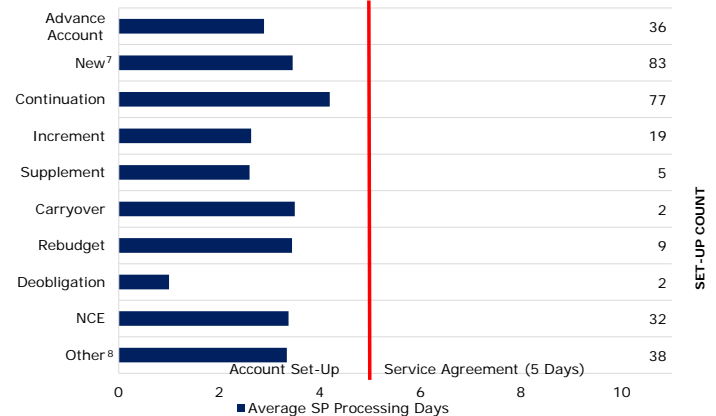
**III: OTHER TRANSACTIONS<sup>3</sup>**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



**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