

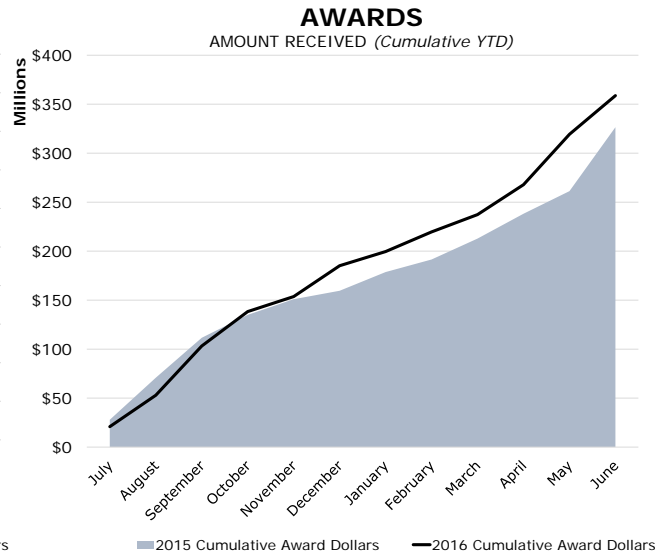
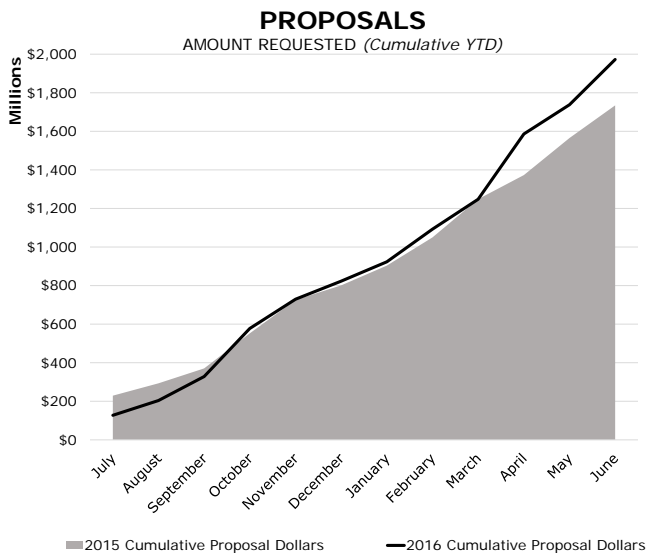
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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 FY2016.

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	JUNE FY16 YTD		JUNE FY15 YTD		CHANGE (\$) FY16 vs. FY15	JUNE FY16 YTD		JUNE FY15 YTD		
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)	
MED	-10%	715	750,717,426	703	756,678,600	19%	649	152,266,547	540	128,314,254	
CAS	13%	522	292,455,317	490	266,164,117	-7%	373	57,940,704	375	62,013,230	
ENG	-23%	296	195,934,827	339	250,076,825	23%	202	41,120,788	194	33,541,060	
SPH	41%	269	212,340,259	253	155,339,546	10%	287	48,046,385	254	43,827,866	
SAR	15%	84	68,162,461	69	54,496,275	31%	62	11,663,408	52	8,909,681	
GSDM	-15%	53	62,468,407	56	70,956,736	18%	42	10,107,336	42	8,552,427	
AIC	34%	58	64,937,055	35	36,636,211	-57%	33	5,758,312	34	13,272,984	
SED	-22%	56	25,562,385	42	35,113,899	43%	34	5,305,539	23	3,714,144	
SSW	21%	37	16,315,854	45	18,233,072	-17%	23	4,245,820	27	5,090,870	
NEIDL	-78%	10	15,829,270	10	82,695,152	5%	20	16,304,842	15	15,602,427	
QST	282%	11	3,921,283	9	722,679	-18%	10	737,666	13	903,415	
PAR	-44%	8	1,567,721	1	200,000	100%	8	1,074,212	0	0	
STH	6311%	6	833,424	2	13,000	-80%	2	80,000	5	395,359	
COM	-21%	10	655,000	4	987,466	696%	9	597,000	1	75,000	
MET	-85%	2	583,716	4	3,947,027	-100%	0	0	1	57,721	
CFA	-53%	1	100,000	3	211,029	-3%	1	40,000	2	41,100	
OTHER ¹	12216%	23	260,202,465	7	2,097,357	56%	14	3,493,548	10	2,235,297	
TOTAL	14%	2160	\$ 1,972,586,870	2072	\$ 1,734,568,991	10%	1769	\$358,782,107	1588	\$326,546,835	

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



TRENDS & ANALYSIS

- As of June (close of FY16) the volume of proposals for sponsored project funding has **increased 14% to \$1.97B** in cumulative proposed dollars, versus \$1.73B for FY15.
- As of June (close of FY16) the overall volume of awards made to and contracts executed with Boston University for external funding has **increased 10% to \$358M** in cumulative awarded dollars, versus \$326M cumulative awarded dollars as of June 2015.

BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

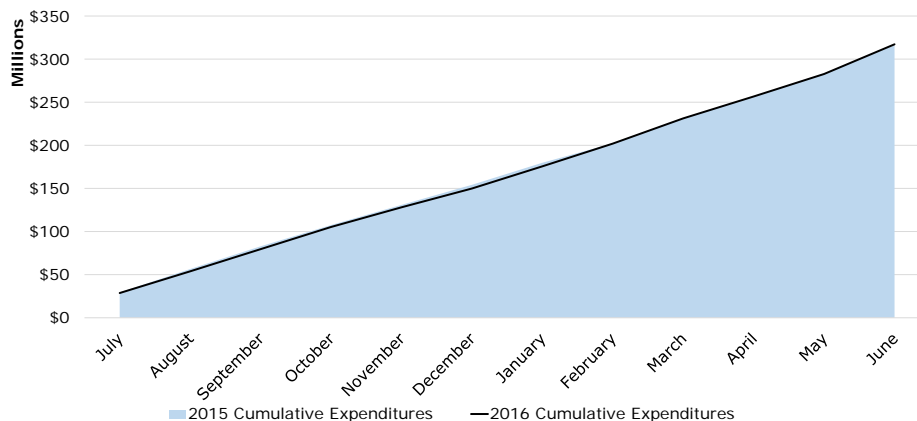
Purpose: Represent summary information for each BU School on the level of sponsored expenditures, direct and F&A, for the fiscal year-to-date compared to the year-to-date expenditure levels for this quarter last year, in order to understand directionality of BU's overall sponsored project activity for 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	June FY16 YTD			June FY15 YTD		
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	1%	95,687,184	32,008,334	127,695,518	93,997,297	32,413,372	126,410,669
CAS	-4%	42,880,170	16,842,067	59,722,237	44,719,858	17,431,154	62,151,013
ENG	-4%	24,949,074	9,435,016	34,384,090	26,007,592	9,739,855	35,747,447
SPH	5%	31,819,217	8,586,041	40,405,258	30,213,003	8,202,260	38,415,263
SAR	2%	7,057,782	2,544,832	9,602,615	6,931,425	2,459,942	9,391,367
GSDM	12%	6,544,929	3,021,543	9,566,473	5,813,976	2,739,354	8,553,331
AIC	-24%	7,662,148	1,960,189	9,622,337	9,593,015	3,098,341	12,691,356
SED	14%	3,239,076	411,964	3,651,040	2,821,658	377,951	3,199,609
SSW	15%	2,722,658	593,842	3,316,500	2,366,455	518,718	2,885,173
NEIDL	22%	10,344,977	2,952,912	13,297,888	8,591,127	2,284,856	10,875,983
QST	-64%	351,371	122,154	473,524	1,012,369	311,040	1,323,409
PAR	100%	214,257	8,271	222,528	0	0	0
STH	-25%	453,270	54,807	508,078	608,102	70,965	679,066
COM	91%	509,539	874	510,413	265,650	1,617	267,267
MET	-112%	7,033	-26,052	-19,019	109,636	46,659	156,295
LAW	-13%	62,317	1,247	63,564	72,854	0	72,854
CFA	100%	41,100	0	41,100	0	0	0
CGS	-100%	0	0	0	8,407	0	8,407
OTHER ²	18%	4,094,468	27,004	4,121,472	3,425,374	54,750	3,480,124
TOTAL	0%	\$ 238,640,571	\$ 78,545,043	\$ 317,185,614	\$ 236,557,799	\$ 79,750,834	\$ 316,308,633

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

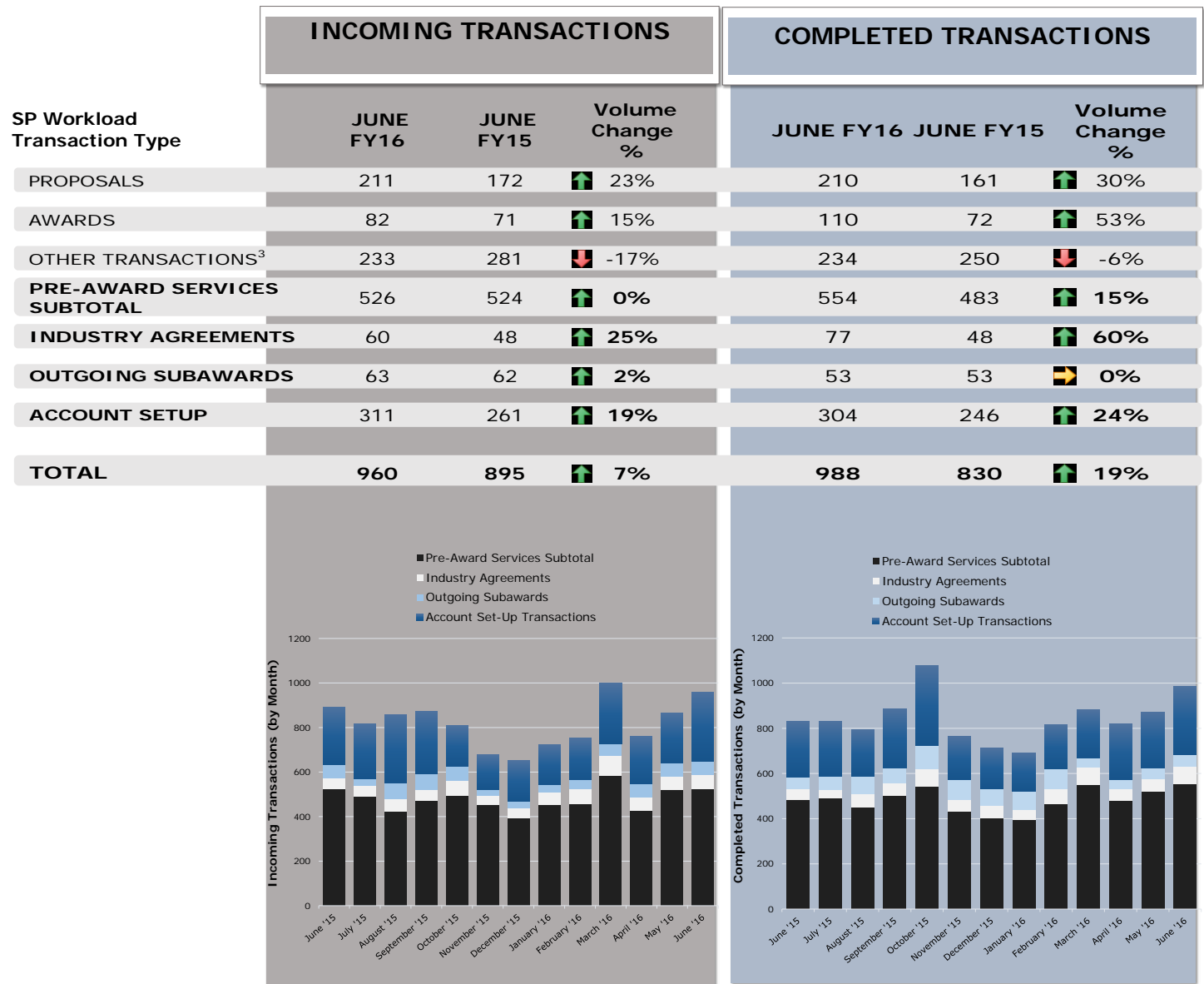


TRENDS & ANALYSIS

- As of June 2016, the overall level of **sponsored project expenditures for BU has remained steady at \$317.2M**, with only a slight increase from FY2015 level.
- FY2016 saw a slight shift in the split between direct and indirect expenditures, with a **1% increase in direct sponsored project expenditures**.

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.



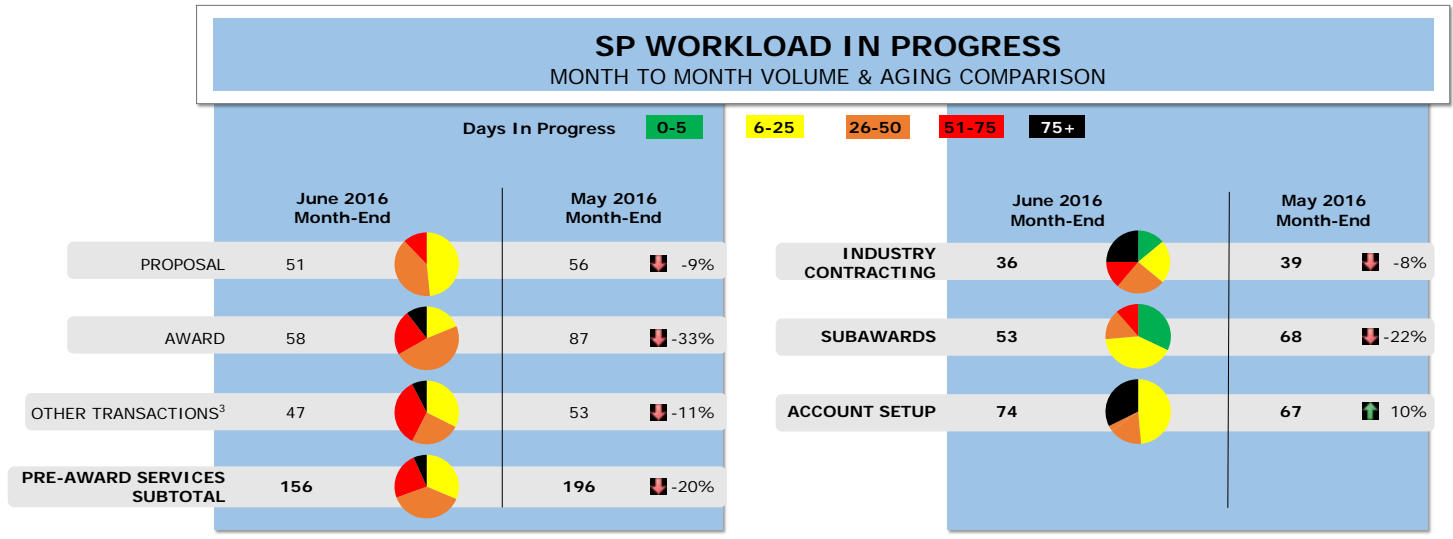
TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload has increased in June 2016, compared to May 2016**, most notably for the Pre-Award Services Team.
- **Productivity has increased** in the number of items completed in June 2016 by the SP Pre-Award Services Team and Account Setup Team. The number of completed transactions in June increased by 14% from May.

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 aged items and **transactions aged 51-75 and 75+ days** continue to decrease over the previous month.
- The Industry Contracting Team has a lower volume of in-progress contract transactions.
- The SP Subaward Team has been **focusing on reducing the backlog of outgoing subawards** requiring BU execution and processing. 89% of the current population of outgoing subawards to be executed has been in-process for 50 days or less, 74% 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	73	9	11	16	37
CAS	42	4	8	6	24
ENG	34	7	6	0	21
SPH	26	0	1	2	23
SAR	7	0	1	1	5
GSDM	8	0	1	2	5
SED	6	1	2	2	1
SSW	1	0	0	0	1
Other CRC ⁴	13	1	1	3	8
TOTAL	210	22	31	32	125

TRENDS & ANALYSIS

- **60% of proposals were submitted to SP within the requested 3 days** prior to the sponsor proposal submission deadline (a larger percentage than the 48% from May 2016).
- Only one school (SED) submitted **40% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- ENG, SPH, Sargent, GSDM and SED 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) ⁵	BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD ⁶
MED	73		40%	11%	30%	33%
CAS	42		43%	12%	50%	10%
ENG	34		50%	9%	44%	6%
SPH	26		54%	15%	19%	23%
SAR	7		57%	14%	29%	14%
GSDM	8		63%	25%	13%	38%
SED	6		83%	0%	17%	17%
SSW	1		0%	0%	100%	100%
Other CRC ⁴	13		31%	15%	31%	31%

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

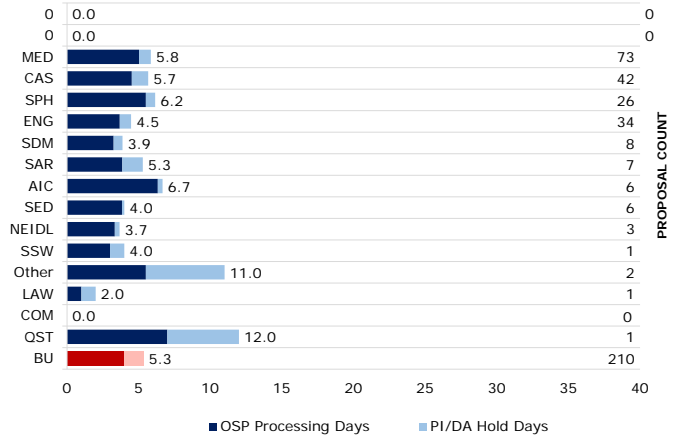
I-III Cycle Days Start: Initial receipt of documents in SP, regardless of whether the materials are complete/ready for submission.

I-III Cycle Days End: Confirmed submission to the sponsor or transaction completed/closed.

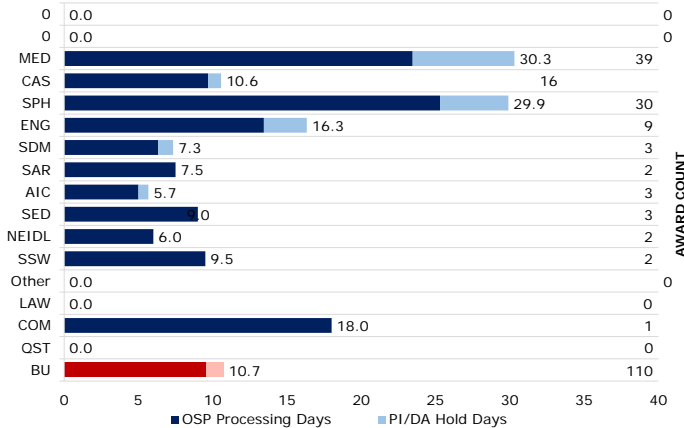
TRENDS & ANALYSIS

- **SP processed proposals within 5.3 business days from initial receipt of documents on average.** Of this, proposals were on-hold 1.3 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 28.2 days on average, with **18.2 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 11% increase from May 2016.
- **The Account Set-Up Team is meeting the Service Level of Agreement** of processing awards within 5 business days or less, despite receiving and processing an increased volume of transactions.

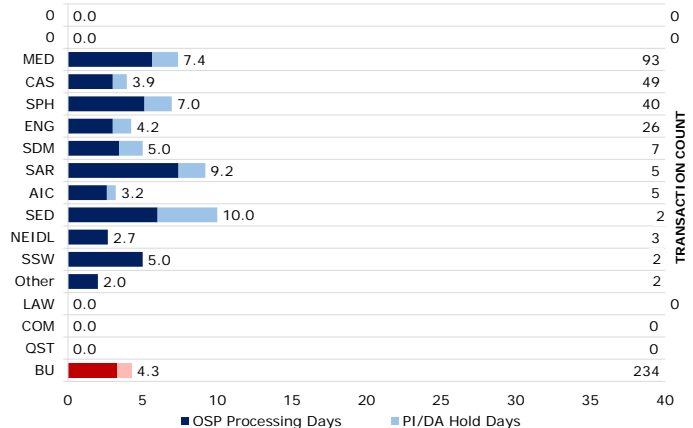
I: PROPOSAL PROCESSING
AVERAGE CYCLE DAYS (SP vs. Customer Holds)



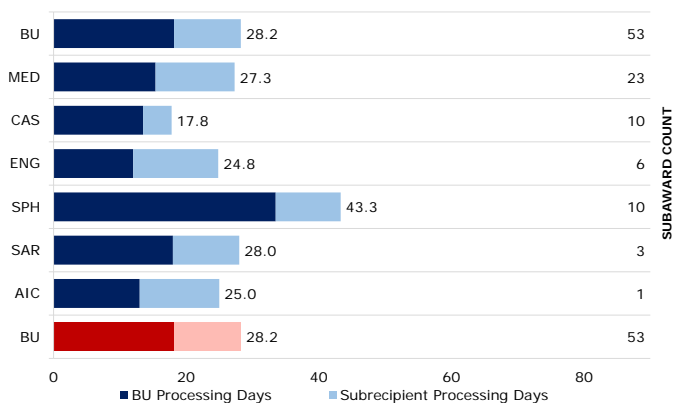
II: AWARD PROCESSING
AVERAGE CYCLE DAYS (SP vs. Customer Holds)



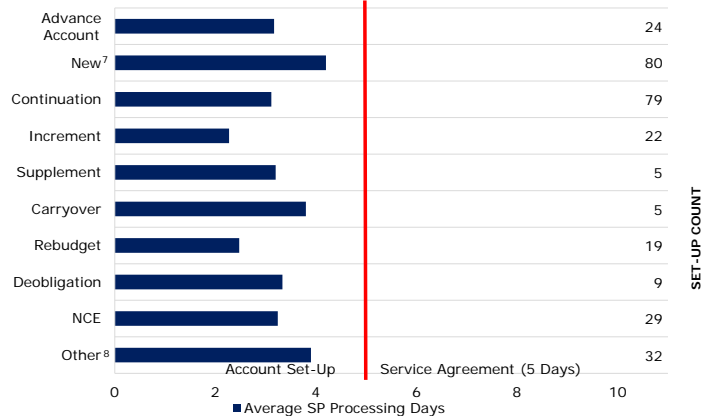
III: OTHER TRANSACTIONS³
AVERAGE CYCLE DAYS (SP vs. Customer Holds)



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