

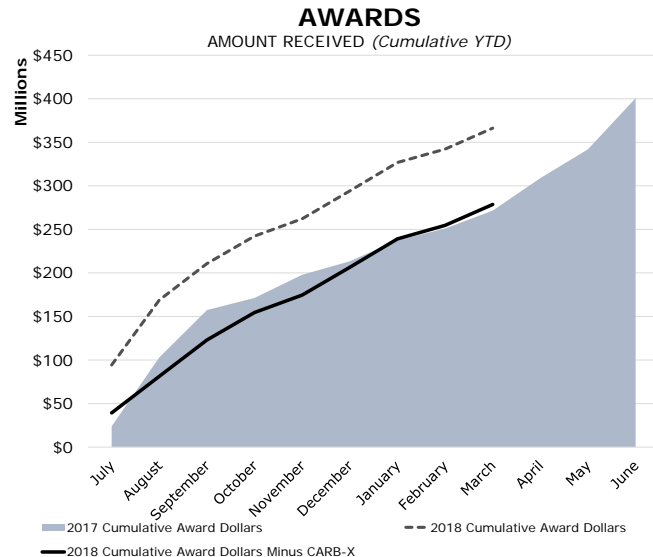
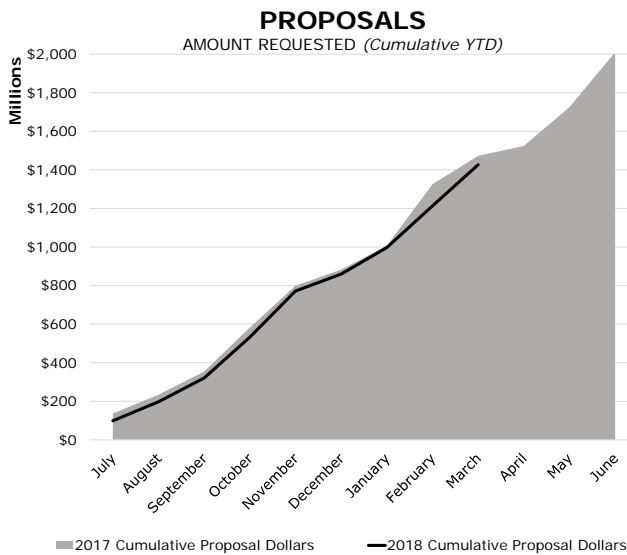
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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	MARCH FY18 YTD		MARCH FY17 YTD		CHANGE (\$) FY18 vs. FY17	MARCH FY18 YTD		MARCH FY17 YTD	
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)
MED	-7%	545	599,354,058	567	647,198,034	49%	599	120,803,187	416	81,079,654
CAS	-4%	429	264,644,917	454	276,748,443	9%	285	44,870,324	240	41,233,695
ENG	18%	267	203,617,324	290	171,925,903	-29%	181	27,351,567	151	38,739,440
SPH	-14%	224	149,358,777	233	174,093,596	-14%	202	30,573,718	228	35,539,168
SAR	-43%	52	27,300,606	52	48,171,743	8%	53	9,105,485	40	8,411,645
GSDM	59%	35	48,123,566	30	30,226,634	-4%	32	5,800,590	31	6,050,680
AIC	-39%	39	36,980,171	56	60,445,438	-13%	36	12,689,779	33	14,609,859
SED	-53%	37	10,958,282	52	23,380,324	-42%	33	3,333,939	27	5,782,449
SSW	10%	35	16,695,605	36	15,237,267	154%	18	4,613,677	21	1,819,261
NEIDL	89%	19	28,035,142	7	14,829,749	268%	8	10,995,655	10	2,984,971
QST	-90%	2	301,762	9	2,956,205	13%	3	358,579	4	316,601
PAR	-40%	3	135,453	3	224,801	4%	5	407,756	3	391,669
STH	617%	7	4,135,370	7	576,858	1425%	8	1,906,281	1	125,000
COM	256%	4	444,945	2	125,000	402%	3	213,367	3	42,500
MET	100%	1	567,577	0	-	0%	0	-	0	-
LAW	27857%	5	27,957,200	1	100,000	192%	3	87,705,000	2	30,029,999
OTHER ¹	21%	27	7,930,304	14	6,529,464	24%	10	5,556,782	10	4,472,384
TOTAL	-3%	1731	1,426,541,058	1813	\$1,472,769,459	35%	1479	366,285,687	1220	\$271,628,975

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



TRENDS & ANALYSIS

- Compared to March of FY2017, the overall number of awards made to and contracts executed with Boston University for external funding increased by 21%. The funding associated with these awards represents an **increase of 35% to \$366.3M**, due to the receipt of the CARB-X award. Without this award, award funding increased from last year by 3%.
- There was a decrease in the number of BU proposals submitted in March FY2018 compared to March FY2017 (82 fewer) and represented a decrease in requested funds by 3%.

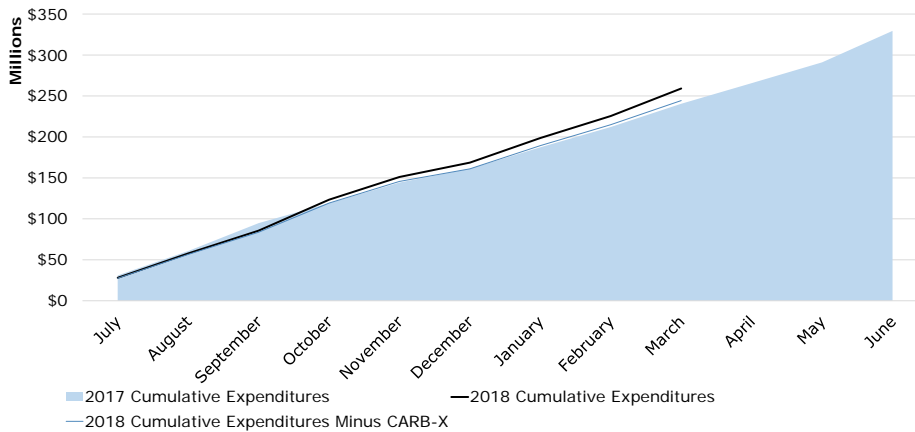
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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	MARCH FY18 YTD			MARCH FY17 YTD		
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	0%	72,690,995	24,369,440	97,060,435	72,189,114	24,740,174	96,929,288
CAS	1%	28,392,206	11,385,133	39,777,339	28,201,882	11,100,498	39,302,380
ENG	11%	20,519,111	8,979,708	29,498,819	18,710,872	7,845,915	26,556,787
SPH	-8%	23,215,698	6,789,172	30,004,871	25,670,280	6,830,964	32,501,244
SAR	13%	6,358,822	2,611,521	8,970,343	5,737,848	2,186,401	7,924,249
GSDM	-9%	4,688,966	1,761,638	6,450,604	5,047,858	2,027,460	7,075,318
AIC	30%	8,023,073	2,644,336	10,667,409	6,246,097	1,958,688	8,204,785
SED	49%	4,612,442	820,198	5,432,640	3,186,766	469,153	3,655,919
SSW	75%	2,882,432	643,630	3,526,062	1,670,393	349,278	2,019,671
NEIDL	-6%	7,817,841	2,378,038	10,195,879	8,617,480	2,286,898	10,904,378
QST	34%	120,941	32,550	153,491	91,122	23,046	114,168
PAR	6%	199,156	17,671	216,827	191,732	12,188	203,920
STH	-8%	267,924	20,207	288,131	274,114	37,970	312,084
COM	5%	90,054	-	90,054	85,313	668	85,981
MET	100%	-	0	0	-	-	-
LAW	786%	13,728,325	1,050,849	14,779,174	1,331,463	337,542	1,669,005
CFA	-26%	29,643	-	29,643	40,000	-	40,000
CGS	-100%	-	-	-	9,789	-	9,789
OTHER ²	-34%	1,993,674	15,517	2,009,191	3,046,517	11,187	3,057,704
TOTAL	8%	\$ 195,601,661	\$ 63,519,609	\$ 259,121,270	\$ 180,298,851	\$ 60,218,030	\$ 240,516,881

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

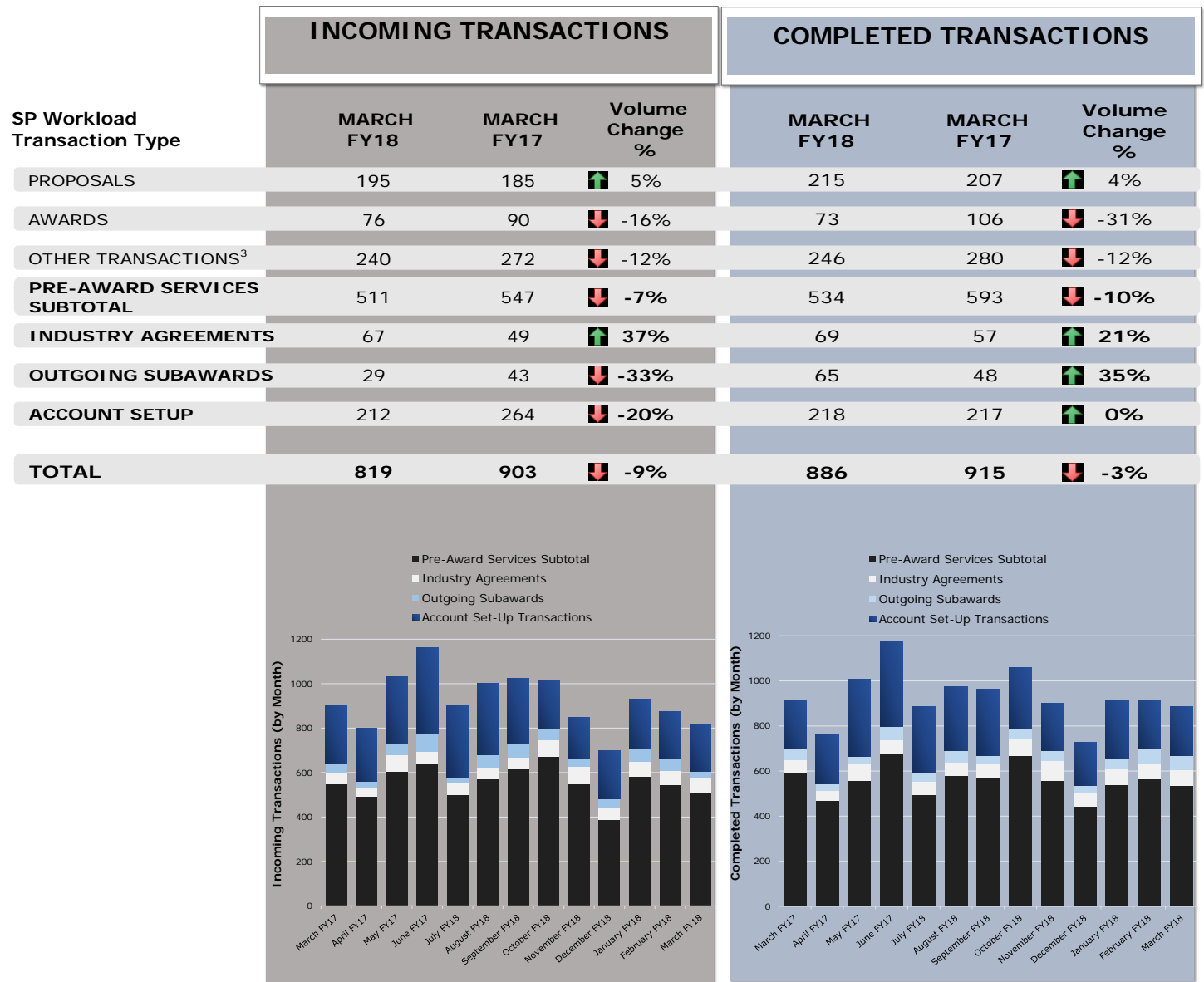


TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU increased by 8% compared to March 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.



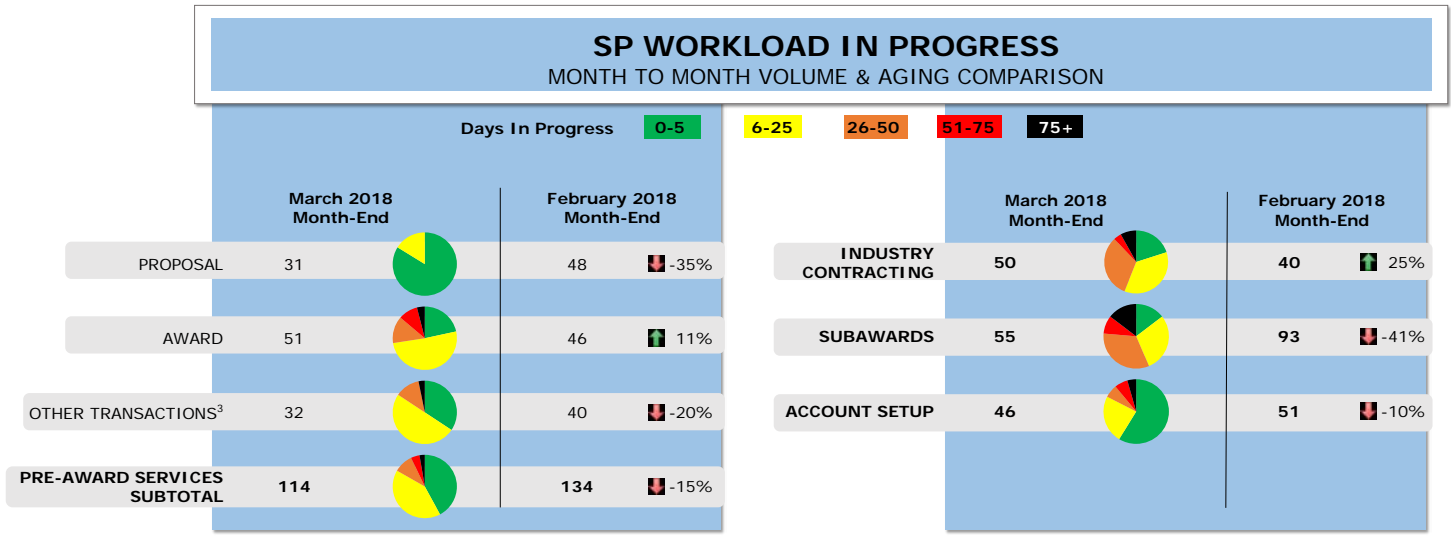
TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is down by 9% compared to March FY17.**
- Completed transactions shows an overall decrease of 3%. March FY18 shows SP completed 29 fewer transactions as compared to March FY17.
- Compared to February FY18, incoming transactions decreased by 6% and completed transactions decreased by 3%.

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.

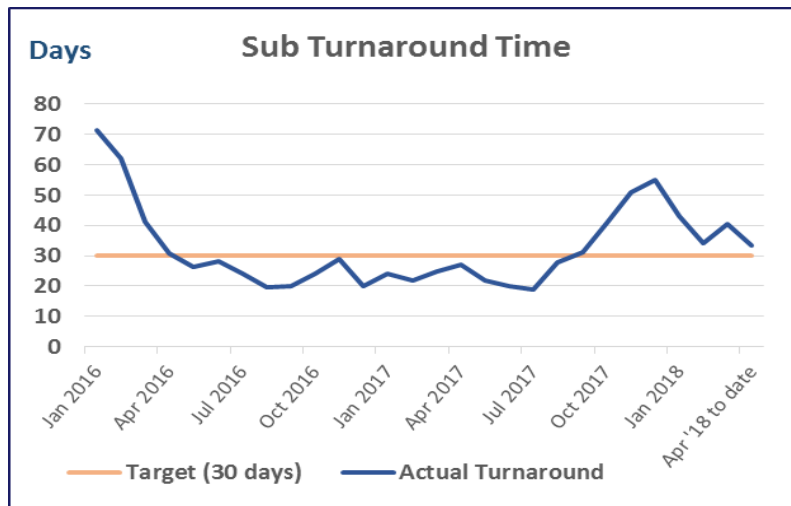
SPONSORED PROGRAMS: Workload and Productivity (continued)

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	65	19	25	8	11	1
CAS	58	21	13	3	10	11
ENG	25	9	8	2	4	2
SPH	32	2	5	3	15	6
SAR	8	1	3	1	3	0
GSDM	3	1	0	0	2	0
SED	5	1	2	1	1	0
SSW	9	1	1	2	4	1
Other CRC ⁴	10	5	1	0	3	1
TOTAL	215	60	58	20	53	22

TRENDS & ANALYSIS

Timeliness

- 64% of proposals (138 out of 215) were not compliant with the 3 day deadline for full proposal submission to Sponsored Programs.
- Six schools (MED, CAS, ENG, SAR, SED, 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	65											
CAS	58											
ENG	25											
SPH	32											
SAR	8											
GSDM	3											
SED	5											
SSW	9											
Other CRC ⁴	10											

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:

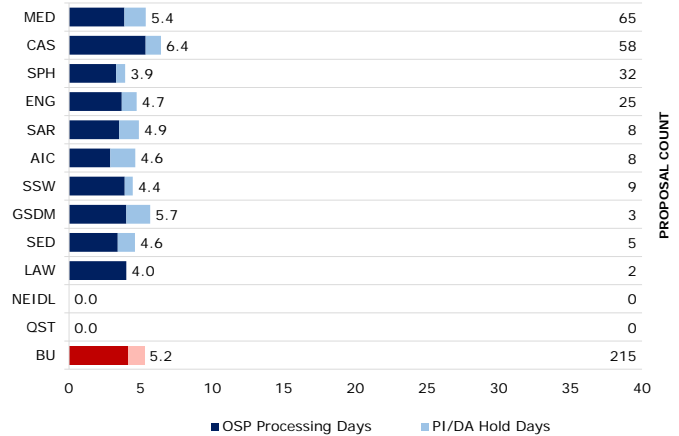
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
-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

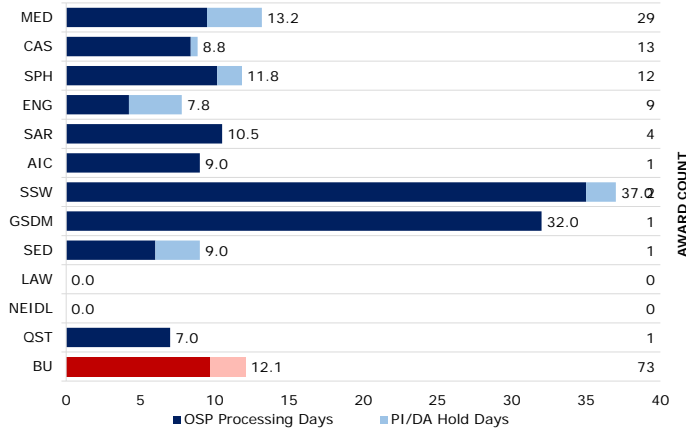
TRENDS & ANALYSIS

- **SP processed proposals within 5.2 business days from initial receipt of documents on average.** Of this, proposals were on-hold 1.1 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 42.4 days on average, with **26.6 business days of BU processing time** (versus the subrecipient institution's processing time), representing an 4% increase from February 2018.
- The **Account Set-Up Team has increased their average processing time to 4.9 days, still meeting our stated 5-day Service Level Agreement.**

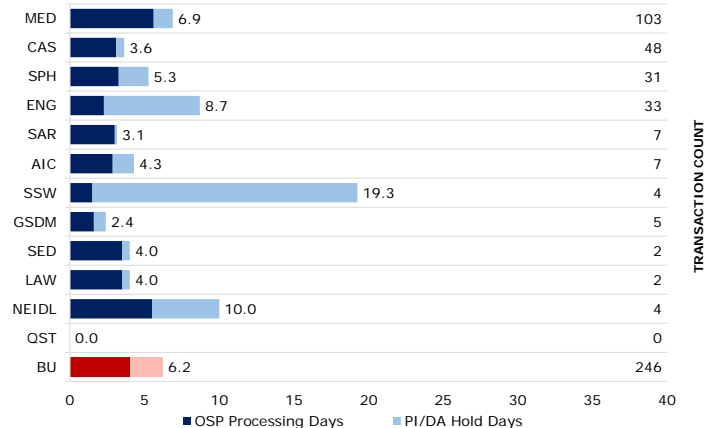
I: PROPOSAL PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



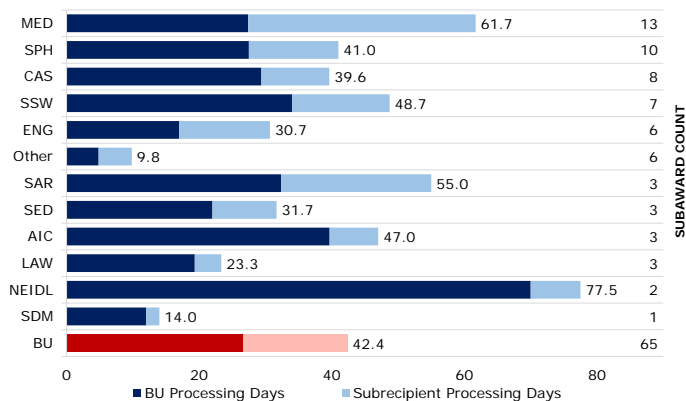
II: AWARD PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



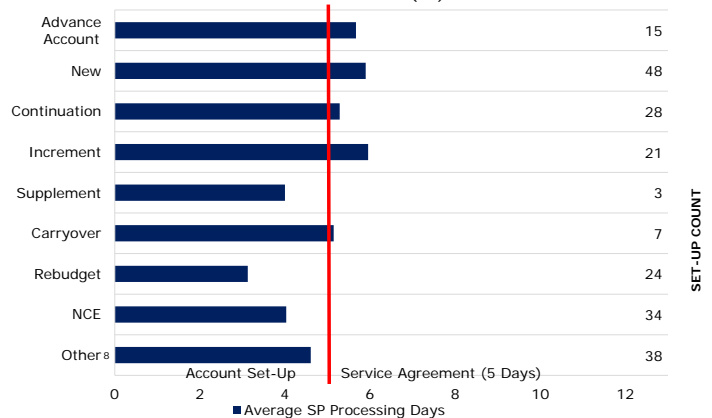
III: OTHER TRANSACTIONS³
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



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