

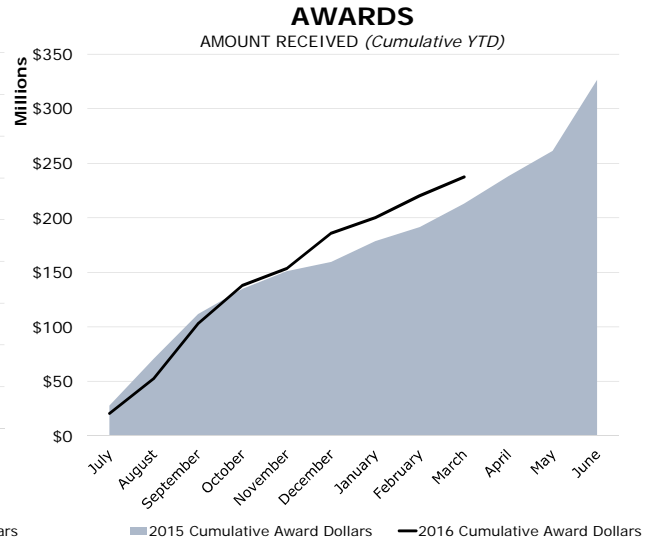
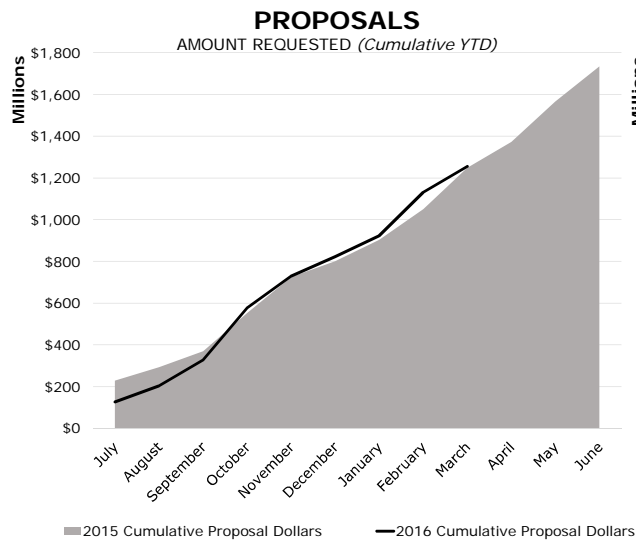
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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's (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

	PROPOSAL SUBMISSIONS						SPONSORED AWARDS					
	CHANGE (\$) FY16 vs. FY15	MARCH FY16 YTD		MARCH FY15 YTD		CHANGE (\$) FY16 vs. FY15	MARCH FY16 YTD		MARCH FY15 YTD			
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)		
MED	0%	573	572,190,252	538	574,065,294	15%	616	96,443,810	375	83,666,558		
CAS	24%	438	240,311,522	381	193,832,775	-5%	267	42,319,897	264	44,561,233		
ENG	-29%	218	139,767,683	274	195,794,344	20%	140	28,731,608	134	23,967,408		
SPH	7%	205	119,784,450	176	112,379,775	22%	219	34,857,093	176	28,642,651		
SAR	21%	64	42,781,633	52	35,453,003	33%	45	8,164,357	36	6,150,131		
GSDM	-35%	39	39,172,521	45	60,334,306	69%	34	7,589,207	24	4,481,143		
AIC	91%	46	39,644,890	23	20,706,604	-54%	22	4,468,224	26	9,609,807		
SED	-15%	43	21,164,593	32	24,843,242	103%	23	3,088,708	17	1,520,465		
SSW	82%	31	13,880,201	27	7,612,117	-40%	19	2,902,109	25	4,800,495		
NEIDL	5%	8	13,438,688	8	12,744,232	57%	12	3,426,046	8	2,185,664		
QST	276%	8	2,713,752	9	722,679	3%	7	663,233	8	641,060		
PAR	-41%	7	2,431,582	2	2,433,999	100%	7	1,061,098	0	0		
STH	7755%	4	628,424	1	8,000	-100%	0	0	3	383,000		
COM	129%	10	555,000	3	242,231	421%	6	391,000	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	-100%	0	0	1	30,000		
OTHER ¹	265%	16	7,663,319	7	2,097,357	52%	10	3,255,836	8	2,143,397		
TOTAL	1%	1713	\$ 1,255,812,226	1585	\$ 1,247,428,014	11%	1427	\$237,362,225	1107	\$212,915,733		

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



TRENDS & ANALYSIS

- As of March 2016, the overall volume of proposals for sponsored project funding has **increased 1% to \$1.26B** in cumulative proposed dollars, versus \$1.25B cumulative proposed dollars as of March 2015.
- As of March 2016, the overall volume of awards made to and contracts executed with Boston University for external funding has **increased 11% to \$237M** in cumulative awarded dollars, versus \$213M cumulative awarded dollars as of March 2015.
- The number of BU proposals submitted YTD has increased only slightly, the number of **award transactions received has increased by 29%**.

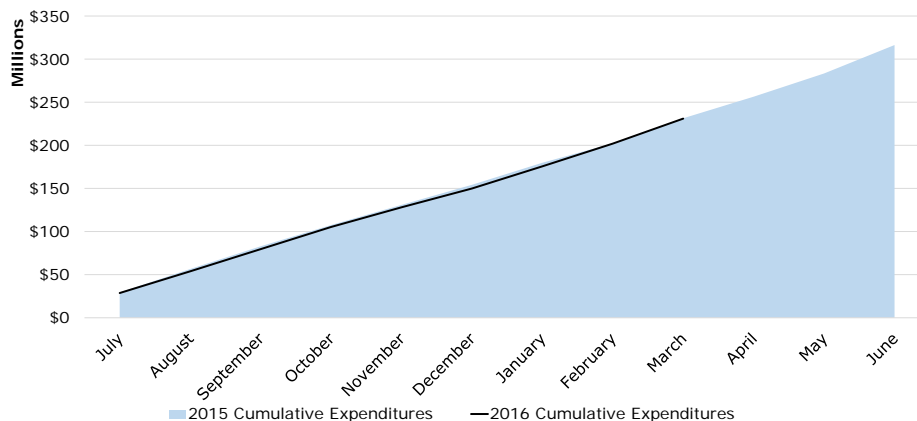
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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	Q3 (March) FY16 YTD			Q3 (March) FY15 YTD		
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	↓ -1%	69,036,691	23,176,385	92,213,076	68,696,156	23,997,828	92,693,984
CAS	↓ -8%	29,806,020	11,654,660	41,460,680	32,553,207	12,742,698	45,295,905
ENG	↓ -4%	18,755,127	6,771,370	25,526,497	19,477,584	7,210,274	26,687,858
SPH	↑ 6%	23,465,446	6,127,088	29,592,534	21,808,924	5,989,457	27,798,381
SAR	↑ 4%	5,329,231	1,907,795	7,237,026	5,192,830	1,798,274	6,991,104
GSDM	↑ 8%	4,736,740	2,175,174	6,911,914	4,322,985	2,049,358	6,372,343
AIC	↑ 7%	7,050,998	2,171,613	9,222,611	6,463,289	2,192,879	8,656,168
SED	↑ 19%	2,328,626	277,213	2,605,839	1,931,071	250,592	2,181,662
SSW	↑ 23%	2,033,351	439,916	2,473,267	1,677,330	341,202	2,018,533
NEIDL	↑ 12%	7,492,765	2,006,345	9,499,110	6,657,766	1,793,243	8,451,009
QST	↓ -50%	260,386	101,107	361,493	579,419	144,326	723,744
PAR	↑ 100%	82,561	4,406	86,967	0	0	0
STH	↓ -24%	362,032	43,948	405,980	482,339	54,280	536,619
COM	↑ 55%	323,465	0	323,465	207,699	1,617	209,316
MET	↓ -160%	-9,501	-26,052	-35,553	47,034	12,512	59,546
LAW	↓ -11%	55,456	946	56,402	63,558	0	63,558
CFA	↑ 100%	30,941	0	30,941	0	0	0
CGS	↓ -100%	0	0	0	8,407	0	8,407
OTHER ²	↑ 13%	3,012,772	14,176	3,026,949	2,636,419	41,706	2,678,125
TOTAL	↓ 0%	\$ 174,153,107	\$ 56,846,091	\$ 230,999,197	\$ 172,806,017	\$ 58,620,245	\$ 231,426,262

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

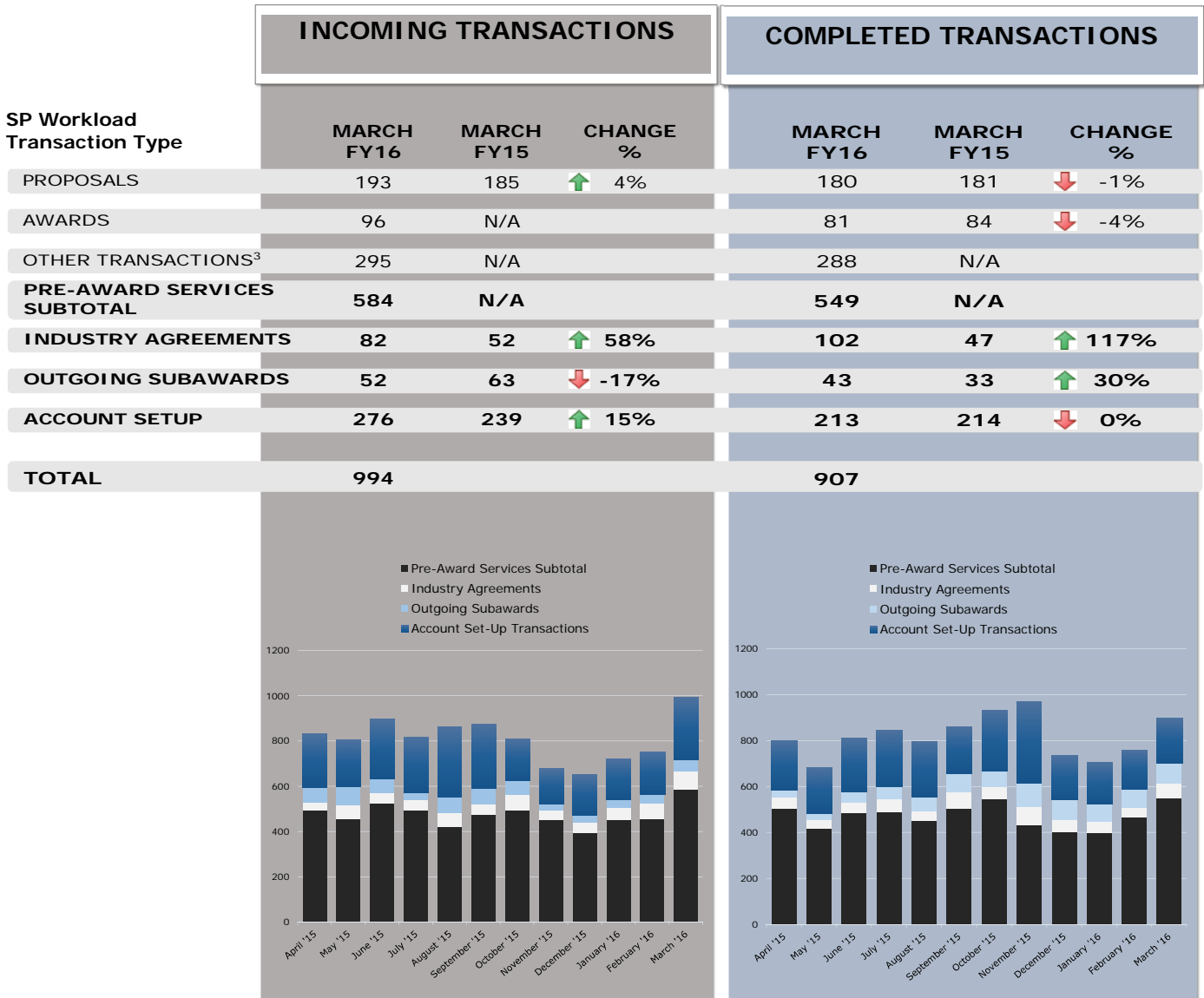


TRENDS & ANALYSIS

- As of March 2016, the overall level of **sponsored project expenditures for BU has remained steady at \$231M**, with only a slight decrease 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

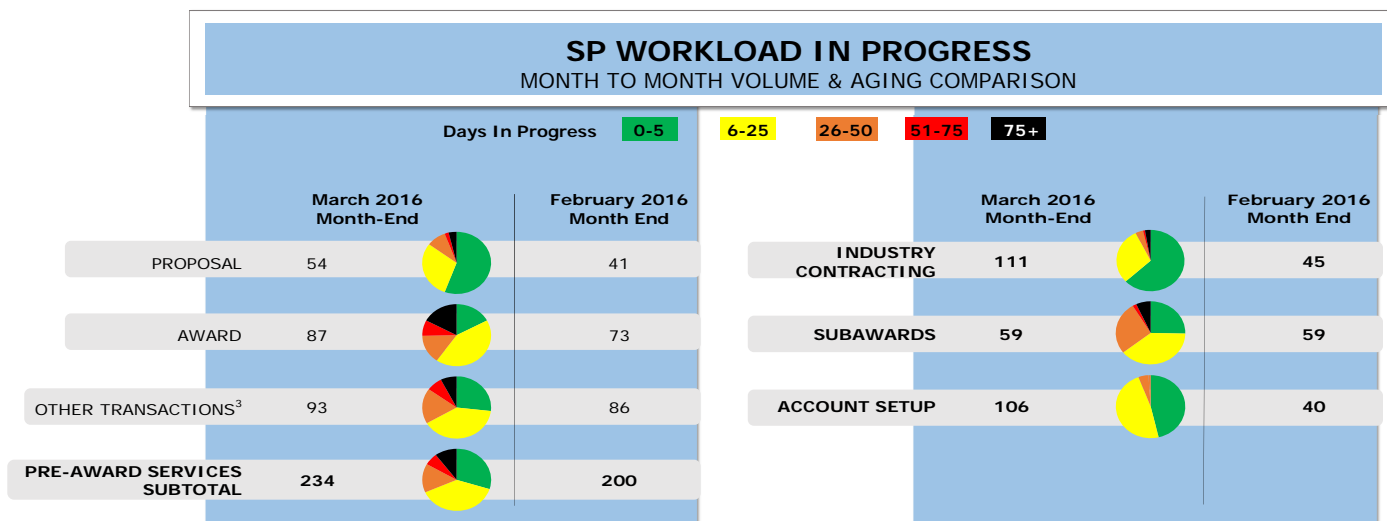
- The number of transactions for **SP incoming workload has greatly increased in March 2016, versus several prior months**, most notably the incoming account set-up transactions and transactions for the Pre-Award Services Team.
- **Productivity has increased** in the number of items completed and closed in March 2016 by the SP Pre-Award Services Team and Industry Agreements Team (relative to the previous 4 months).
- The Industry Agreements Team has added two new resources and implemented some new business processes, increasing the number of transactions closed by this group over this time in FY15.

Note: Due to the implementation of a new tracking tool in mid-2015, Awards, Other Transactions and Outgoing Subawards cannot be reported prior to April 2015. SP plans to report this data for comparison when available.

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 has **more transactions "in-progress"** versus the prior month, heavily due to the **larger volume of incoming transactions** to be processed.
- Only 3 currently open proposals have been in-progress in SP 50 days or more, representing those proposals with no sponsor-defined deadline and requiring extra time for issue resolution.
- The Industry Contracting Team has a larger volume of in-progress contract transactions. Several individuals have been added the team over the last two months, **increasing the long-term throughput and capacity of the team.**
- The SP Subaward Team has been **focusing on reducing the backlog of outgoing subawards** requiring BU execution and processing. The current increase in transactions also occurred as a result of a major influx of awards during this period in FY2015.

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

PROPOSAL SUBMISSION TIMELINESS

PROPOSAL SUBMISSION TO SP vs. SPONSOR DEADLINE

	PROPOSAL COUNT	SAME DAY	1 DAY	2 DAY	3+ DAYS
MED	47	7	6	8	26
CAS	58	16	7	11	24
ENG	18	5	1	6	6
SPH	22	1	5	6	10
SAR	7	0	3	0	4
GSDM	3	0	1	1	1
SED	3	0	0	1	2
SSW	5	0	1	1	3
Other CRC ⁴	17	3	3	1	10
TOTAL	180	32	27	35	86

TRENDS & ANALYSIS

- Less than half (**48%**) of proposals were submitted to SP with the requested **3 days** prior to the sponsor proposal submission deadline.
- Most schools submit **25% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- The high-volume schools, except Engineering, require **approximately half of proposals submitted to SP to go On Hold** back to the PI or Department Administrator.
- The **most common Hold is Missing Information or forms** not submitted with the original proposal package.

PROPOSAL QUALITY WHEN RECEIVED BY SP

	PROPOSAL COUNT	SUBMISSION TIMELINESS	FIRST PASS YIELD (NO HOLDS) ⁵	PI/DA REVIEW	BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD ⁶
MED	47		40%	38%	17%	32%	17%
CAS	58		52%	22%	16%	36%	7%
ENG	18		28%	33%	6%	61%	0%
SPH	22		55%	18%	23%	18%	14%
SAR	7		43%	0%	43%	43%	0%
GSDM	3		67%	33%	0%	0%	0%
SED	3		100%	0%	0%	0%	0%
SSW	5		60%	40%	0%	20%	20%
Other CRC ⁴	17		35%	24%	6%	35%	12%

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 sponsor, Post-Award Financial Office (PAFO) review, Terms and Conditions Review and Negotiation.

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

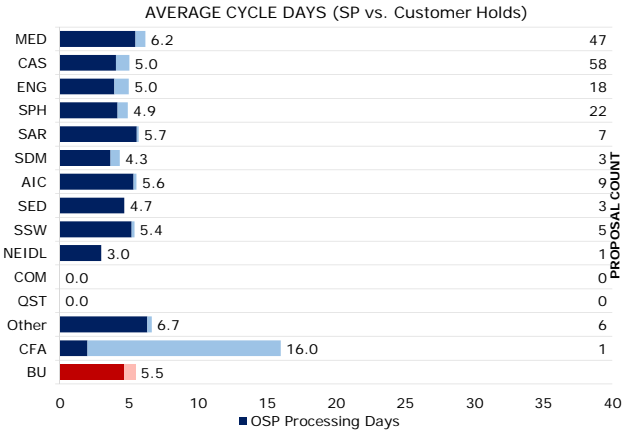
I-III Cycle Days Start: Initial receipt of documents in SP, regardless of whether the materials are complete/ready for submission.

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

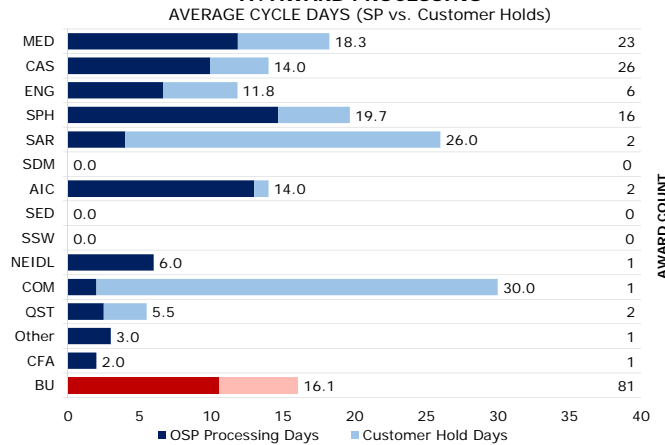
TRENDS & ANALYSIS

- **SP processed proposals within 5.5 business days from initial receipt of documents on average.** Of this, proposals were on-hold for approximately 1 business day requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 40 days on average, with **27.5 business days of BU processing time** (versus the subrecipient institution's processing time).
- The **Account Set-Up Team is achieving the Service Level of Agreement** of processing awards within 5 business days or less, with the exception of Award Increments.

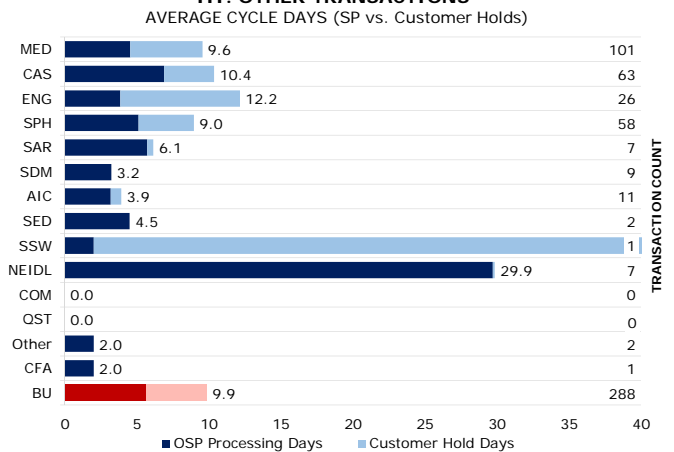
I: PROPOSAL PROCESSING



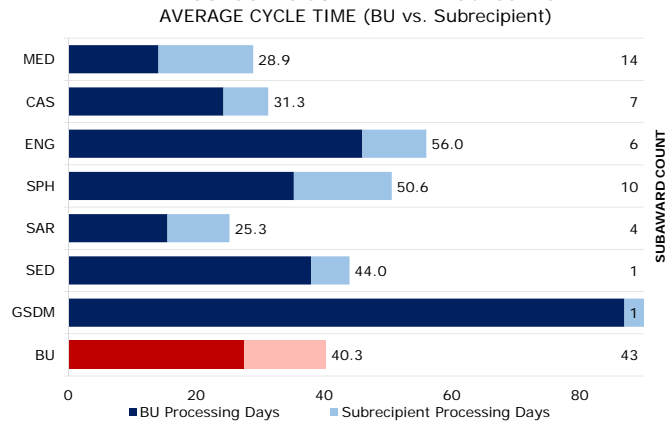
II: AWARD PROCESSING



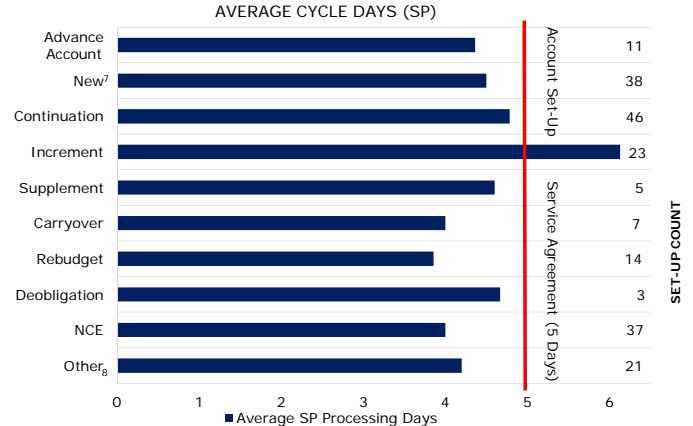
III: OTHER TRANSACTIONS³



IV: OUTGOING SUBAWARD PROCESSING



V: ACCOUNT SETUP



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