BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

**Issue:** June 11, 2018

**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.

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### TRENDS & ANALYSIS

- **Compared to May of FY2017,** the overall number of awards made to and contracts executed with Boston University for external funding increased by 15%. The funding associated with these awards represents an **increase of 22% to $417.5M,** due to the receipt of the CARB-X award. Without this award, award funding decreased from last year by 3%.  
- **There was a decrease in the number of BU proposals submitted in May FY2018 compared to May FY2017 (27 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 FY2018.

**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 ongoing data review and potential reclassification.

### SPONSORED EXPENDITURES

<table>
<thead>
<tr>
<th>School</th>
<th>May FY18 YTD</th>
<th>May FY17 YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>DIRECT ($)</td>
<td>F &amp; A ($)</td>
<td>TOTAL ($)</td>
</tr>
<tr>
<td><strong>MED</strong></td>
<td>87,937,463</td>
<td>30,220,838</td>
</tr>
<tr>
<td><strong>CAS</strong></td>
<td>34,314,220</td>
<td>13,740,763</td>
</tr>
<tr>
<td><strong>ENG</strong></td>
<td>25,152,407</td>
<td>10,930,651</td>
</tr>
<tr>
<td><strong>SPH</strong></td>
<td>28,425,897</td>
<td>8,411,640</td>
</tr>
<tr>
<td><strong>SAR</strong></td>
<td>7,650,535</td>
<td>3,182,588</td>
</tr>
<tr>
<td><strong>GSDM</strong></td>
<td>5,538,629</td>
<td>2,169,845</td>
</tr>
<tr>
<td><strong>AIC</strong></td>
<td>9,835,360</td>
<td>3,292,391</td>
</tr>
<tr>
<td><strong>SED</strong></td>
<td>5,405,913</td>
<td>987,901</td>
</tr>
<tr>
<td><strong>SSW</strong></td>
<td>4,000,451</td>
<td>816,702</td>
</tr>
<tr>
<td><strong>NEIDL</strong></td>
<td>10,162,693</td>
<td>3,054,820</td>
</tr>
<tr>
<td><strong>OST</strong></td>
<td>162,597</td>
<td>39,000</td>
</tr>
<tr>
<td><strong>PAR</strong></td>
<td>228,727</td>
<td>21,816</td>
</tr>
<tr>
<td><strong>STH</strong></td>
<td>331,810</td>
<td>24,535</td>
</tr>
<tr>
<td><strong>COM</strong></td>
<td>128,065</td>
<td>14,444</td>
</tr>
<tr>
<td><strong>MET</strong></td>
<td>100%</td>
<td>-</td>
</tr>
<tr>
<td><strong>LAW</strong></td>
<td>786%</td>
<td>1,068,126</td>
</tr>
<tr>
<td><strong>CFA</strong></td>
<td>-53%</td>
<td>29,643</td>
</tr>
<tr>
<td><strong>CGS</strong></td>
<td>-100%</td>
<td>-0</td>
</tr>
<tr>
<td><strong>OTHER</strong></td>
<td>-1%</td>
<td>4,055,429</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>10%</td>
<td>$241,396,322</td>
</tr>
</tbody>
</table>

### TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU increased by 10% compared to May FY2017.

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

### Incoming Transactions

<table>
<thead>
<tr>
<th>SP Workload Transaction Type</th>
<th>MAY FY18</th>
<th>MAY FY17</th>
<th>Volume Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROPOSALS</td>
<td>222</td>
<td>209</td>
<td><strong>6%</strong></td>
</tr>
<tr>
<td>AWARDS</td>
<td>94</td>
<td>113</td>
<td><strong>-17%</strong></td>
</tr>
<tr>
<td>OTHER TRANSACTIONS&lt;sup&gt;3&lt;/sup&gt;</td>
<td>334</td>
<td>283</td>
<td><strong>18%</strong></td>
</tr>
<tr>
<td>PRE-AWARD SERVICES SUBTOTAL</td>
<td>650</td>
<td>605</td>
<td><strong>7%</strong></td>
</tr>
<tr>
<td>INDUSTRY AGREEMENTS</td>
<td>67</td>
<td>75</td>
<td><strong>-11%</strong></td>
</tr>
<tr>
<td>OUTGOING SUBAWARDS</td>
<td>78</td>
<td>52</td>
<td><strong>50%</strong></td>
</tr>
<tr>
<td>ACCOUNT SETUP</td>
<td>280</td>
<td>298</td>
<td><strong>-6%</strong></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>1075</strong></td>
<td><strong>1030</strong></td>
<td><strong>4%</strong></td>
</tr>
</tbody>
</table>

### Completed Transactions

<table>
<thead>
<tr>
<th></th>
<th>MAY FY18</th>
<th>MAY FY17</th>
<th>Volume Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROPOSALS</td>
<td>196</td>
<td>165</td>
<td><strong>19%</strong></td>
</tr>
<tr>
<td>AWARDS</td>
<td>89</td>
<td>117</td>
<td><strong>-24%</strong></td>
</tr>
<tr>
<td>OTHER TRANSACTIONS&lt;sup&gt;3&lt;/sup&gt;</td>
<td>330</td>
<td>274</td>
<td><strong>20%</strong></td>
</tr>
<tr>
<td>PRE-AWARD SERVICES SUBTOTAL</td>
<td>615</td>
<td>556</td>
<td><strong>11%</strong></td>
</tr>
<tr>
<td>INDUSTRY AGREEMENTS</td>
<td>65</td>
<td>78</td>
<td><strong>-17%</strong></td>
</tr>
<tr>
<td>OUTGOING SUBAWARDS</td>
<td>51</td>
<td>32</td>
<td><strong>59%</strong></td>
</tr>
<tr>
<td>ACCOUNT SETUP</td>
<td>290</td>
<td>340</td>
<td><strong>-15%</strong></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>1021</strong></td>
<td><strong>1006</strong></td>
<td><strong>1%</strong></td>
</tr>
</tbody>
</table>

### TRENDS & ANALYSIS

- The number of transactions for SP incoming workload is up by **4%** compared to May FY17.
- Completed transactions shows an overall increase of **1%**. May FY18 shows SP completed 15 more transactions as compared to May FY17.
- Compared to April FY18, incoming transactions increased by **10%** and completed transactions increased by **12%**.

<sup>3</sup> 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.
**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 are now meeting our 30 day average. This subaward team has worked very hard to overcome the staffing changes.

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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.
TRENDS & ANALYSIS

Timeliness

- 60% of proposals (118 out of 196) were not compliant with the 3 day deadline for full proposal submission to Sponsored Programs.
- Three schools (CAS, ENG, 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 SUBMISSION TIMELINESS

<table>
<thead>
<tr>
<th>PROPOSAL COUNT</th>
<th>SAME DAY</th>
<th>1 DAY</th>
<th>2 DAY</th>
<th>3+ DAYS</th>
<th>No Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>MED</td>
<td>72</td>
<td>19</td>
<td>13</td>
<td>9</td>
<td>18</td>
</tr>
<tr>
<td>CAS</td>
<td>38</td>
<td>22</td>
<td>5</td>
<td>4</td>
<td>0</td>
</tr>
<tr>
<td>ENG</td>
<td>24</td>
<td>14</td>
<td>1</td>
<td>1</td>
<td>6</td>
</tr>
<tr>
<td>SPH</td>
<td>37</td>
<td>6</td>
<td>11</td>
<td>5</td>
<td>13</td>
</tr>
<tr>
<td>SAR</td>
<td>3</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>3</td>
</tr>
<tr>
<td>GSDM</td>
<td>2</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>SED</td>
<td>6</td>
<td>0</td>
<td>1</td>
<td>0</td>
<td>2</td>
</tr>
<tr>
<td>SSW</td>
<td>4</td>
<td>0</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>Other CRC</td>
<td>10</td>
<td>4</td>
<td>1</td>
<td>0</td>
<td>1</td>
</tr>
<tr>
<td>TOTAL</td>
<td>196</td>
<td>65</td>
<td>33</td>
<td>20</td>
<td>45</td>
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PROPOSAL QUALITY WHEN RECEIVED BY SP

<table>
<thead>
<tr>
<th>PROPOSAL COUNT</th>
<th>SUBMISSION TIMELINESS</th>
<th>FIRST PASS YIELD (NO HOLDS)</th>
<th>BUDGET ADJUSTMENT</th>
<th>MISSING INFORMATION</th>
<th>OTHER HOLD</th>
</tr>
</thead>
<tbody>
<tr>
<td>MED</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
<tr>
<td>CAS</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
<tr>
<td>ENG</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
<tr>
<td>SPH</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
<tr>
<td>SAR</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
<tr>
<td>GSDM</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
<tr>
<td>SED</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
<tr>
<td>SSW</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
<tr>
<td>Other CRC</td>
<td>SAME DAY</td>
<td>1 DAY</td>
<td>2+ DAYS</td>
<td>3+ DAYS</td>
<td>No Deadline</td>
</tr>
</tbody>
</table>

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 Agreement.

**TRENDS & ANALYSIS**
- SP processed proposals within 4.6 business days from initial receipt of documents on average. Of this, proposals were on-hold 1.2 business days requiring PI/Department or Sponsor input.
- SP processed Outgoing Subawards in 27.9 days on average, with 15.6 business days of BU processing time (versus the subrecipient institution’s processing time), representing an 14% decrease from April 2018.
- The Account Set-Up Team has increased their average processing time to 7.01 days, two days above our stated 5-day Service Level Agreement.

**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.

**II: AWARD PROCESSING**

<table>
<thead>
<tr>
<th>School</th>
<th>Average Cycle Days (SP vs. Customer Holds)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MED</td>
<td>MED</td>
</tr>
<tr>
<td>CAS</td>
<td>14.0</td>
</tr>
<tr>
<td>SPH</td>
<td></td>
</tr>
<tr>
<td>ENG</td>
<td>9.7</td>
</tr>
<tr>
<td>AIC</td>
<td>4.5</td>
</tr>
<tr>
<td>GSDM</td>
<td>8.0</td>
</tr>
<tr>
<td>SED</td>
<td>5.3</td>
</tr>
<tr>
<td>SAR</td>
<td>2.0</td>
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<tr>
<td>Other</td>
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</tr>
<tr>
<td>NEIDL</td>
<td>1.0</td>
</tr>
<tr>
<td>PAR</td>
<td>0.0</td>
</tr>
<tr>
<td>LAW</td>
<td>0.0</td>
</tr>
<tr>
<td>COM</td>
<td>0.0</td>
</tr>
<tr>
<td>SDM</td>
<td>0.0</td>
</tr>
<tr>
<td>STH</td>
<td>0.0</td>
</tr>
<tr>
<td>BU</td>
<td>10.4</td>
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</tbody>
</table>

**III: OTHER TRANSACTIONS**

<table>
<thead>
<tr>
<th>School</th>
<th>Average Cycle Days (SP vs. Customer Holds)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MED</td>
<td>MED</td>
</tr>
<tr>
<td>CAS</td>
<td>3.3</td>
</tr>
<tr>
<td>SPH</td>
<td>4.0</td>
</tr>
<tr>
<td>ENG</td>
<td>3.3</td>
</tr>
<tr>
<td>AIC</td>
<td>9.5</td>
</tr>
<tr>
<td>GSDM</td>
<td>5.7</td>
</tr>
<tr>
<td>SED</td>
<td>7.0</td>
</tr>
<tr>
<td>SAR</td>
<td>3.3</td>
</tr>
<tr>
<td>Other</td>
<td>4.0</td>
</tr>
<tr>
<td>NEIDL</td>
<td>1.0</td>
</tr>
<tr>
<td>PAR</td>
<td>8.0</td>
</tr>
<tr>
<td>LAW</td>
<td>6.7</td>
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<td>COM</td>
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<tr>
<td>SDM</td>
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<tr>
<td>STH</td>
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<tr>
<td>BU</td>
<td>4.5</td>
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**IV: OUTGOING SUBAWARD PROCESSING**

<table>
<thead>
<tr>
<th>School</th>
<th>Average Cycle Time (BU vs. Subrecipient)</th>
</tr>
</thead>
<tbody>
<tr>
<td>MED</td>
<td>MED</td>
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<tr>
<td>SPH</td>
<td>23.3</td>
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<td>CAS</td>
<td>39.0</td>
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<tr>
<td>SSW</td>
<td>31.0</td>
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<td>AIC</td>
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<td>SAR</td>
<td>21.8</td>
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<td>SED</td>
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</tr>
<tr>
<td>LAW</td>
<td>11.0</td>
</tr>
<tr>
<td>NEIDL</td>
<td>9.0</td>
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<td>BU</td>
<td>28.0</td>
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**V: ACCOUNT SETUP**

<table>
<thead>
<tr>
<th>Action</th>
<th>Average Cycle Days (SP)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advance</td>
<td>11</td>
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<tr>
<td>Account</td>
<td>67</td>
</tr>
<tr>
<td>Continuation</td>
<td>52</td>
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<tr>
<td>Increment</td>
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<tr>
<td>Supplement</td>
<td>11</td>
</tr>
<tr>
<td>Carryover</td>
<td>12</td>
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<tr>
<td>Rebudget</td>
<td>26</td>
</tr>
<tr>
<td>NCE</td>
<td>41</td>
</tr>
<tr>
<td>Others</td>
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