

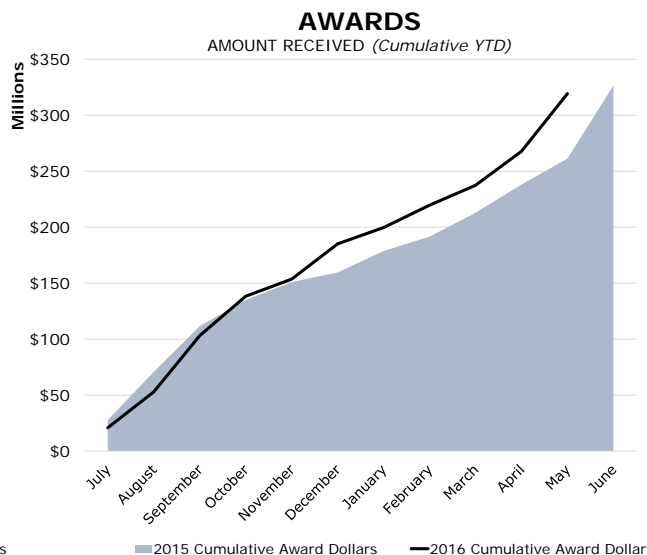
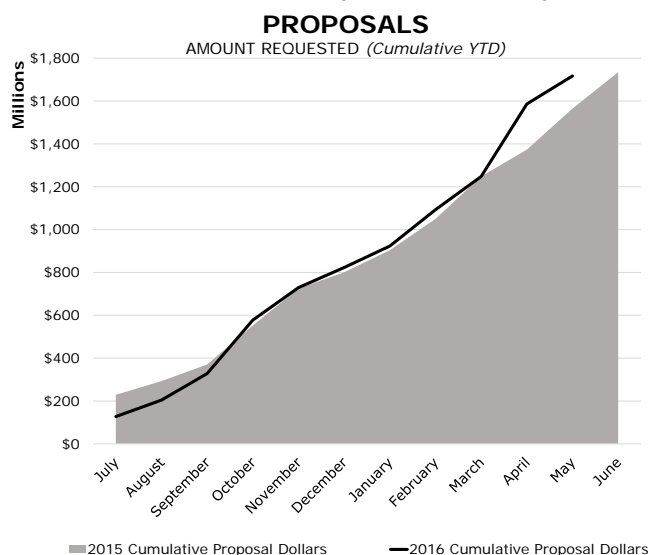
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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	MAY FY16 YTD		MAY FY15 YTD			CHANGE (\$) FY16 vs. FY15	MAY FY16 YTD		MAY FY15 YTD	
		Count	Value (\$)	Count	Value (\$)			Count	Value (\$)	Count	Value (\$)
MED	↓ -10%	666	623,036,741	639	688,566,406	↑ 27%	544	131,395,488	466	103,108,006	
CAS	↑ 13%	493	262,048,111	448	231,396,874	↓ -2%	330	51,500,090	319	52,333,295	
ENG	↓ -23%	269	168,847,196	318	220,013,801	↑ 23%	178	36,117,355	164	29,378,082	
SPH	↑ 41%	247	187,837,235	223	133,189,393	↑ 21%	254	44,500,285	220	36,648,271	
SAR	↑ 15%	79	57,374,519	64	49,835,227	↑ 33%	58	11,191,403	45	8,433,532	
GSDM	↓ -15%	45	53,838,364	50	63,410,519	↑ 26%	38	9,036,948	33	7,177,976	
AIC	↑ 34%	51	43,223,745	31	32,304,092	↓ -45%	29	5,366,986	28	9,844,324	
SED	↓ -22%	50	24,578,606	41	31,389,641	↑ 105%	28	4,860,821	20	2,376,191	
SSW	↑ 21%	37	15,862,916	41	13,146,171	↓ -39%	20	2,953,446	26	4,810,871	
NEIDL	↓ -78%	9	15,606,210	9	70,244,227	↑ 497%	21	16,397,630	10	2,744,914	
QST	↑ 282%	13	2,763,232	9	722,679	↑ 7%	9	730,166	10	681,763	
PAR	↓ -44%	8	1,567,721	4	2,801,008	↑ 11%	8	1,178,530	8	1,064,995	
STH	↑ 6311%	7	833,424	2	13,000	↓ -79%	2	80,000	4	388,000	
COM	↓ -21%	11	777,000	4	987,466	↑ 555%	7	491,000	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%	20	258,302,445	7	2,097,357	↑ 61%	13	3,441,548	8	2,143,397	
TOTAL	↑ 11%	2008	\$ 1,717,181,181	1897	\$ 1,544,275,917	↑ 22%	1540	\$ 319,281,697	1365	\$ 261,307,438	

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



TRENDS & ANALYSIS

- As of May 2016, the overall volume of proposals for sponsored project funding has **increased 11% to \$1.72B** in cumulative proposed dollars, versus \$1.544B cumulative proposed dollars as of May 2015. This large increase is primarily due to a very large proposal submitted in April 2016.
- As of May 2016, the overall volume of awards made to and contracts executed with Boston University for external funding has **increased 22% to \$319M** in cumulative awarded dollars, versus \$261M cumulative awarded dollars as of May 2015.
- The number of BU proposals submitted YTD has increased only slightly (6%), the number of **award transactions received has increased by 13%.**

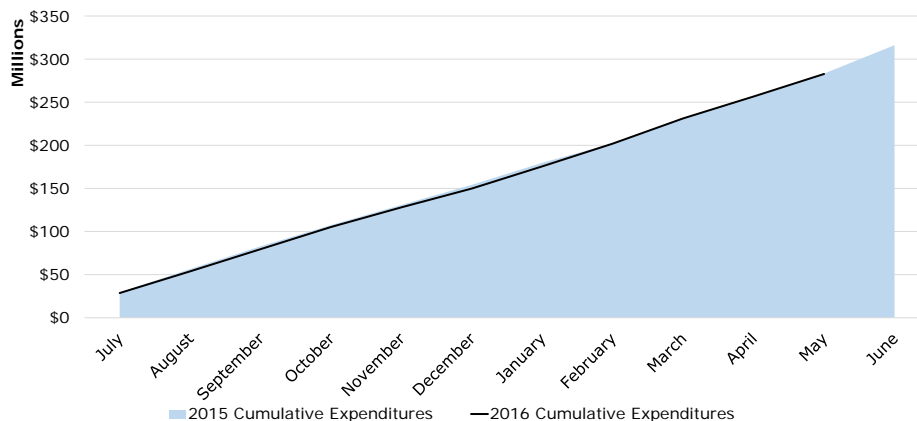
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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		May FY16 YTD			May FY15 YTD		
			DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	↓	0%	86,012,018	28,755,913	114,767,931	85,545,473	29,513,085	115,058,558
CAS	↓	-9%	37,773,067	14,754,523	52,527,589	41,523,091	16,259,890	57,782,982
ENG	↓	-5%	22,165,168	8,252,400	30,417,568	23,562,649	8,529,143	32,091,792
SPH	↑	6%	28,586,813	7,698,430	36,285,242	26,745,167	7,419,810	34,164,977
SAR	↑	2%	6,367,506	2,303,918	8,671,424	6,315,896	2,219,633	8,535,529
GSDM	↑	11%	5,998,299	2,747,024	8,745,323	5,297,239	2,547,894	7,845,133
AIC	↑	5%	6,582,387	1,731,154	8,313,541	6,112,557	1,806,040	7,918,597
SED	↑	11%	2,759,738	350,999	3,110,737	2,490,549	320,845	2,811,394
SSW	↑	11%	2,362,556	499,586	2,862,142	2,117,576	451,717	2,569,292
NEIDL	↑	25%	9,182,835	2,497,889	11,680,724	7,466,552	1,868,875	9,335,427
QST	↓	-61%	296,543	107,469	404,013	823,997	222,013	1,046,010
PAR	↑	100%	201,258	7,204	208,462	0	0	0
STH	↓	-21%	435,162	51,225	486,387	550,080	63,429	613,508
COM	↑	79%	436,362	582	436,945	242,494	1,617	244,111
MET	↓	-128%	7,033	-26,052	-19,019	56,030	12,512	68,542
LAW	↓	-15%	60,326	1,247	61,572	72,854	0	72,854
CFA	↑	34%	37,541	0	37,541	28,000	0	28,000
CGS	↓	-100%	0	0	0	8,407	0	8,407
OTHER ²	↑	20%	3,790,967	10,350	3,801,317	3,153,913	13,124	3,167,036
TOTAL	↓	0%	\$ 213,055,579	\$ 69,743,860	\$ 282,799,439	\$ 212,112,524	\$ 71,249,626	\$ 283,362,150

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

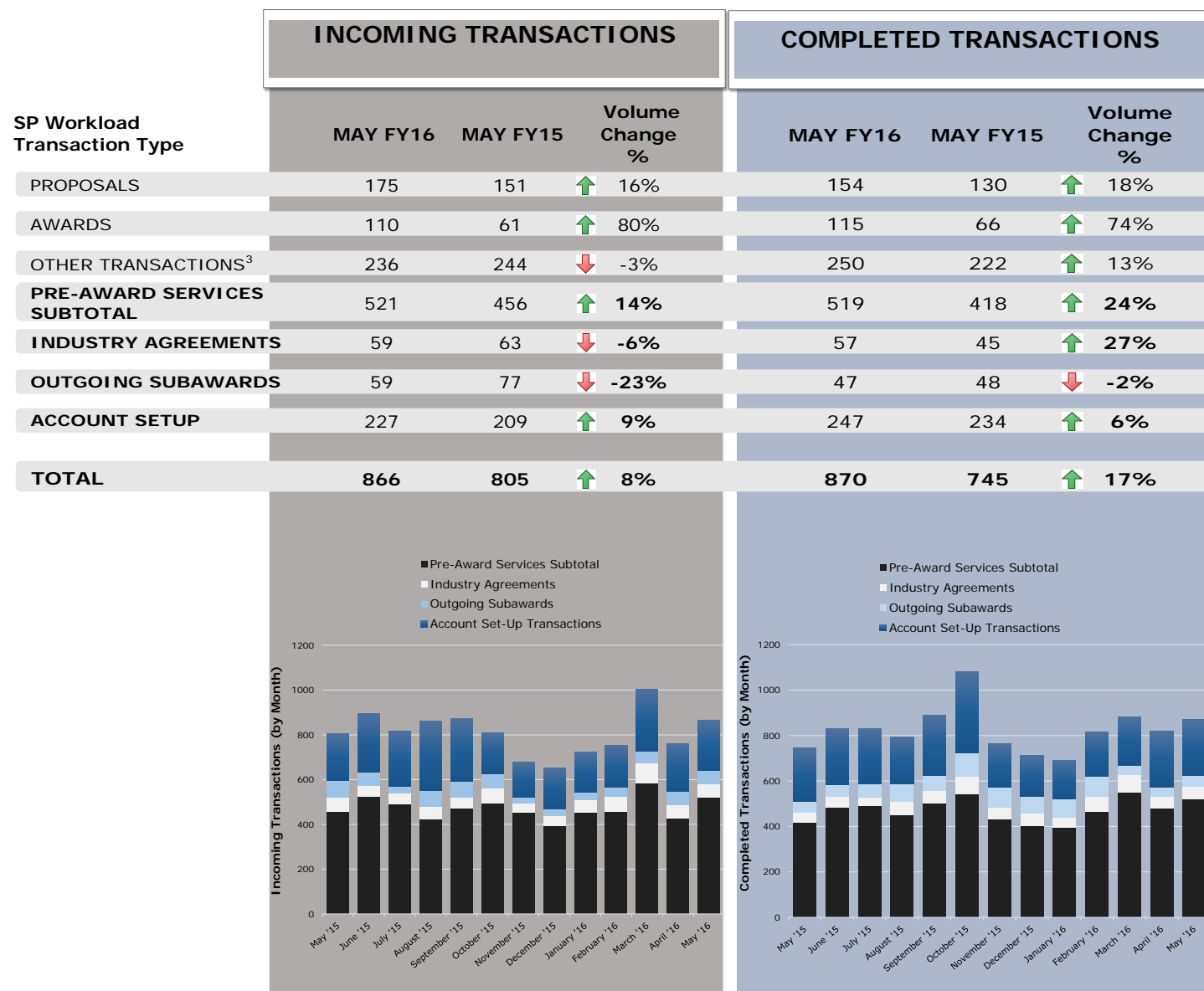


TRENDS & ANALYSIS

- As of May 2016, the overall level of **sponsored project expenditures** for BU has remained steady at **\$282.8M**, 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.



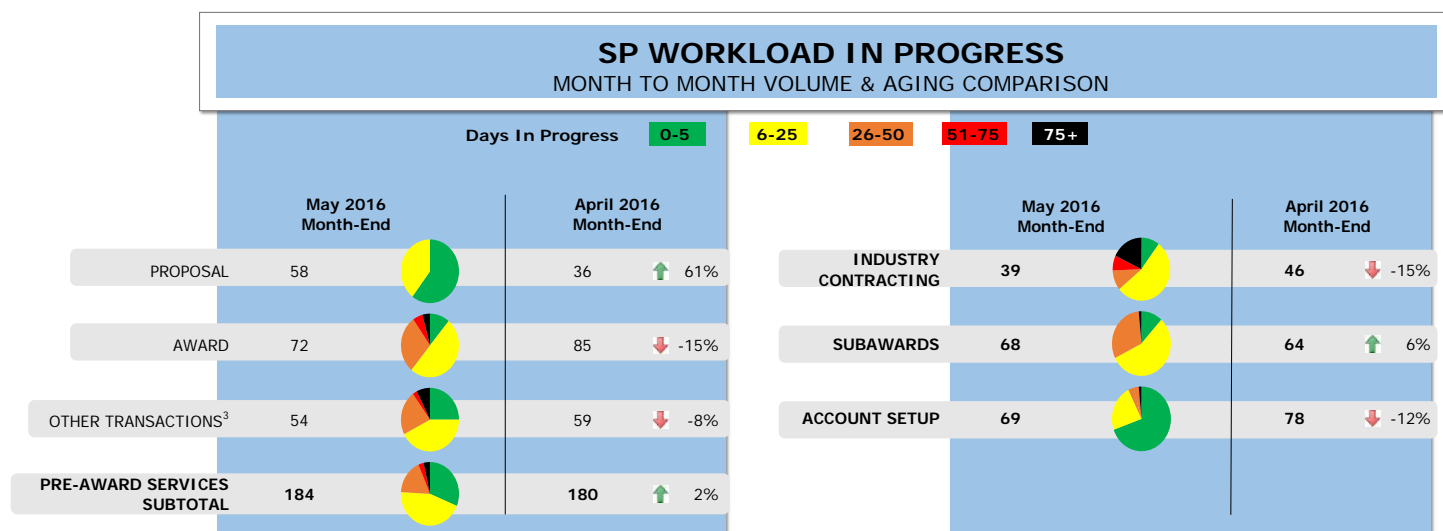
TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload** has increased in May 2016, compared to April 2016, most notably for the Pre-Award Services Team.
- **Productivity has increased** in the number of items completed in May 2016 by the SP Pre-Award Services Team and Outgoing Subaward Team. Productivity has been maintained by the Industry Agreements and Account Set-Up 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 has **more proposals "in-progress"** versus the prior month, highly due to the significant federal proposal deadline on June 6th (proposals already received in OSP by May close). All open proposals are in the 0-5 or 6-25 days ranges.
- 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. 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. 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	48	9	6	4	29
CAS	19	4	3	4	8
ENG	29	8	4	6	11
SPH	30	1	7	7	15
SAR	4	0	1	1	2
GSDM	5	2	1	2	0
SED	5	2	0	1	2
SSW	3	1	0	1	1
Other CRC ⁴	10	2	0	2	6
TOTAL	153	29	22	28	74

TRENDS & ANALYSIS

- Less than half (**48%**) of proposals were submitted to SP with the requested 3 days prior to the sponsor proposal submission deadline (a larger percentage than the 46% from April 2016).
- Three schools (GSDM, ENG & SED) submit **40% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- CAS, SPH, Sargent, 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) ⁵	BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD ⁶
		<div> <div>SAME DAY</div> <div>1 DAY</div> <div>2 DAYS</div> <div>3+ DAYS</div> </div>				
MED	48		38%	19%	40%	35%
CAS	19		58%	16%	21%	26%
ENG	29		41%	21%	34%	45%
SPH	30		53%	17%	17%	33%
SAR	4		100%	0%	0%	0%
GSDM	5		40%	20%	20%	40%
SED	5		80%	0%	20%	20%
SSW	3		100%	0%	0%	0%
Other CRC ⁴	10		50%	20%	10%	30%

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.

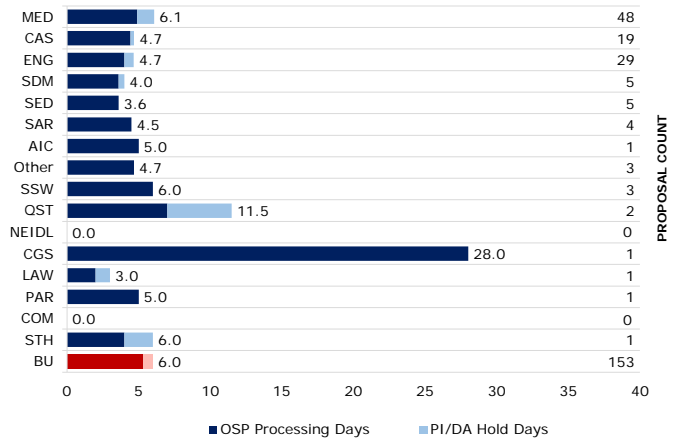
I-III Cycle Days End: Confirmed submission to the sponsor or transaction completed/closed.

TRENDS & ANALYSIS

- **SP processed proposals within 6.0 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 25.4 days on average, with **15.2 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 25% from April 2016.
- The **Account Set-Up Team has fallen behind the Service Level of Agreement** of processing awards within 5 business days or less, and this will be the continued focus of improvement efforts.

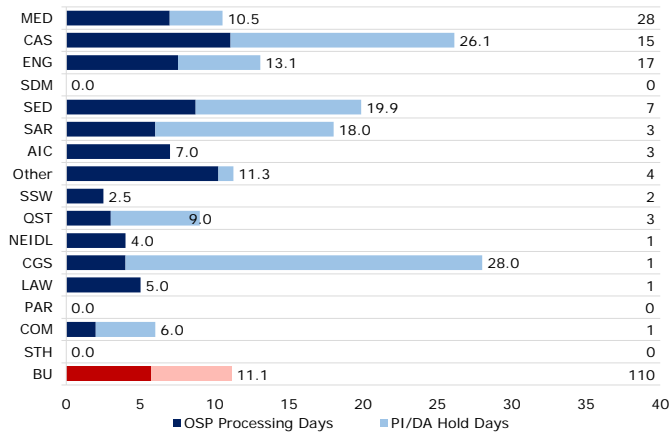
I: PROPOSAL PROCESSING

AVERAGE CYCLE DAYS (SP vs. Customer Holds)



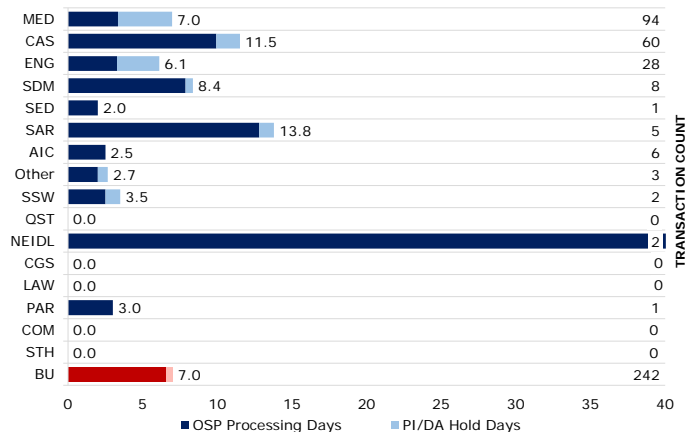
II: AWARD PROCESSING

AVERAGE CYCLE DAYS (SP vs. Customer Holds)



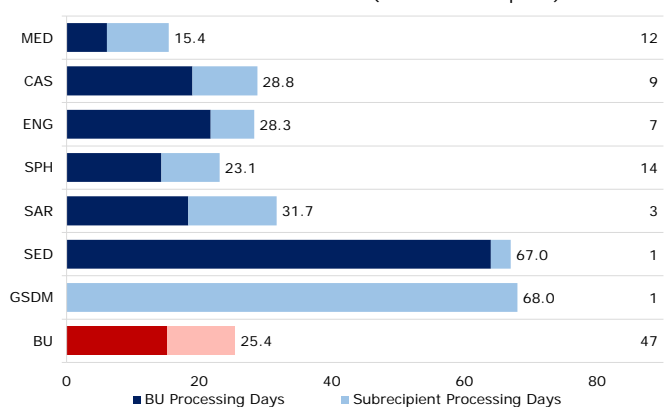
III: OTHER TRANSACTIONS³

AVERAGE CYCLE DAYS (SP vs. Customer Holds)



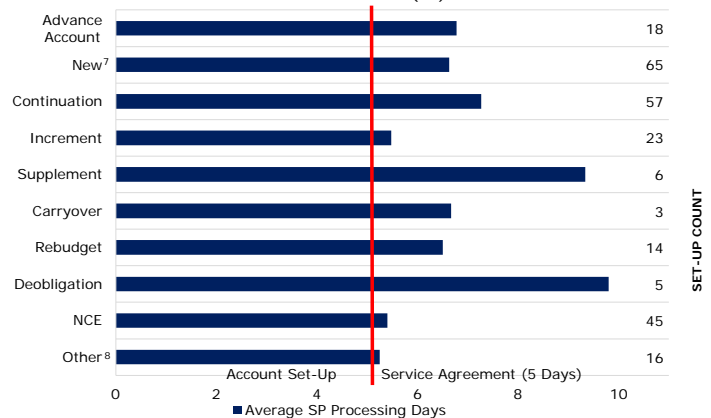
IV: OUTGOING SUBAWARD PROCESSING

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