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.

### TRENDS & ANALYSIS
- Compared to November of FY2017, the overall number of awards made to and contracts executed with Boston University for external funding increased by 23%. The funding associated with these awards represents an increase of 33% to $262.2M, due to the receipt of the CARB-X award. Without this award, award funding decreased from last year by 12%.
- There was a decrease in the number of BU proposals submitted in November FY2018 compared to November FY2017 (12 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 variation from the Sponsored Proposal and Award Activity Reports released mid-month due to ongoing data review and potential recategorization.

TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU increased by 4% compared to November 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 up by 19% compared to November FY17.**
- Completed transactions shows an overall increase of 25%. November FY18 shows SP completed 183 more transactions as compared to November FY17.
- Compared to October FY18, incoming transactions decreased by 17% and completed transactions decreased by 15%.

### SP Workload

<table>
<thead>
<tr>
<th>Transaction Type</th>
<th>NOVEMBER FY18</th>
<th>NOVEMBER FY17</th>
<th>Volume Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROPOSALS</td>
<td>203</td>
<td>194</td>
<td>5%</td>
</tr>
<tr>
<td>AWARDS</td>
<td>90</td>
<td>92</td>
<td>-2%</td>
</tr>
<tr>
<td>OTHER TRANSACTIONS³</td>
<td>254</td>
<td>175</td>
<td>45%</td>
</tr>
<tr>
<td>PRE-AWARD SERVICES SUBTOTAL</td>
<td>547</td>
<td>461</td>
<td>19%</td>
</tr>
<tr>
<td>INDUSTRY AGREEMENTS</td>
<td>79</td>
<td>40</td>
<td>98%</td>
</tr>
<tr>
<td>OUTGOING SUBAWARDS</td>
<td>34</td>
<td>31</td>
<td>10%</td>
</tr>
<tr>
<td>ACCOUNT SETUP</td>
<td>187</td>
<td>177</td>
<td>6%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>847</strong></td>
<td><strong>709</strong></td>
<td><strong>19%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Transaction Type</th>
<th>NOVEMBER FY18</th>
<th>NOVEMBER FY17</th>
<th>Volume Change %</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROPOSALS</td>
<td>218</td>
<td>209</td>
<td>4%</td>
</tr>
<tr>
<td>AWARDS</td>
<td>100</td>
<td>89</td>
<td>12%</td>
</tr>
<tr>
<td>OTHER TRANSACTIONS³</td>
<td>241</td>
<td>161</td>
<td>50%</td>
</tr>
<tr>
<td>PRE-AWARD SERVICES SUBTOTAL</td>
<td>559</td>
<td>459</td>
<td>22%</td>
</tr>
<tr>
<td>INDUSTRY AGREEMENTS</td>
<td>85</td>
<td>55</td>
<td>55%</td>
</tr>
<tr>
<td>OUTGOING SUBAWARDS</td>
<td>47</td>
<td>44</td>
<td>7%</td>
</tr>
<tr>
<td>ACCOUNT SETUP</td>
<td>211</td>
<td>161</td>
<td>31%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>902</strong></td>
<td><strong>719</strong></td>
<td><strong>25%</strong></td>
</tr>
</tbody>
</table>

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

• 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.
• There is an increase in the average turnaround time, due to staffing turnover. We have a new staff member who is in training. The other sub staff member left for another opportunity at BU, further increasing our average turnaround time for outgoing subs.
TRENDS & ANALYSIS

Timeliness
- 20% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (up from 19% in October).
- Seven schools (MED, CAS, ENG, SAR, GSDM, SSW, and Other CRC) submitted 50% or more of proposals to SP within one day or less of the sponsor proposal deadline.
- The 20% compliance rate for November is the second lowest in the past six months. The lowest was 19% in October.

Quality
- The data around quality has decreased due to late proposal submission. Late proposals do not get the same level of review by SP.
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.

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 0.9 business days requiring PI/Department or Sponsor input.
- SP processed Outgoing Subawards in 53.3 days on average, with 35.6 business days of BU processing time (versus the subrecipient institution's processing time), representing a 24% increase from October 2017.
- The Account Set-Up Team has decreased their average processing time to 6.5 days, which brings them closer to our stated 5 day Service Level Agreement.

TRENDS & ANALYSIS
- SP processed proposals within 5.2 business days from initial receipt of documents on average. Of this, proposals were on-hold 0.9 business days requiring PI/Department or Sponsor input.
- SP processed Outgoing Subawards in 53.3 days on average, with 35.6 business days of BU processing time (versus the subrecipient institution's processing time), representing a 24% increase from October 2017.
- The Account Set-Up Team has decreased their average processing time to 6.5 days, which brings them closer to our stated 5 day Service Level Agreement.

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

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

IV: OUTGOING SUBAWARD PROCESSING
AVERAGE CYCLE TIME (BU vs. Subrecipient)

V: ACCOUNT SETUP
AVERAGE CYCLE DAYS (SP)

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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

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