

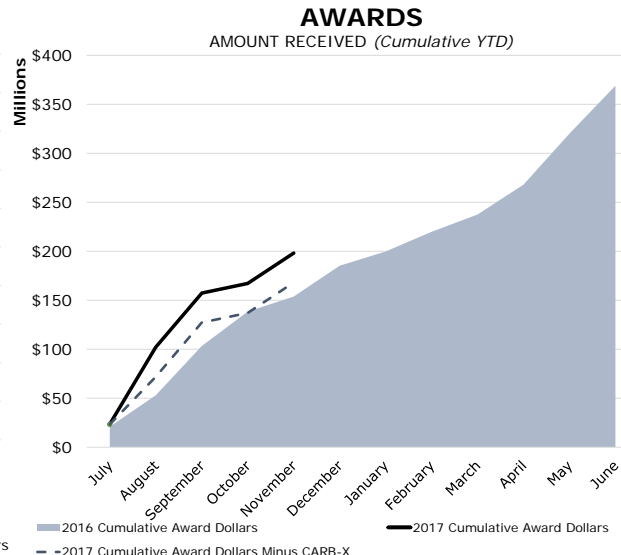
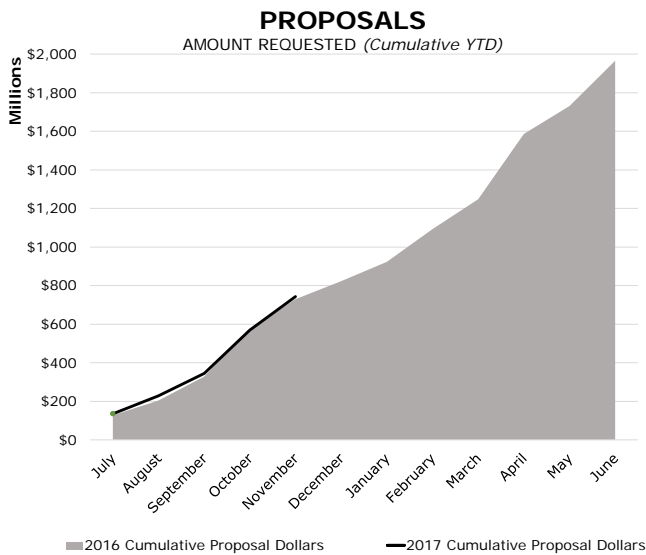
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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 FY2017.

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 (\$) FY17 vs. FY16	NOVEMBER FY17 YTD		NOVEMBER FY16 YTD		CHANGE (\$) FY17 vs. FY16	NOVEMBER FY17 YTD		NOVEMBER FY16 YTD		
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)	
MED	↓ -6%	275	315,476,425	315	334,612,881	↓ -10%	339	52,627,525	261	58,745,370	
CAS	↓ 0%	249	155,244,770	255	155,604,954	↑ 16%	162	30,953,267	149	26,624,602	
ENG	↑ 24%	160	97,125,503	133	78,332,933	↑ 65%	97	31,651,344	87	19,143,439	
SPH	↑ 11%	115	61,058,453	117	54,763,967	↓ -6%	141	24,095,948	135	25,521,680	
SAR	↓ -23%	25	23,609,514	38	30,635,682	↓ -21%	24	4,986,156	35	6,333,388	
GSDM	↓ -21%	18	21,477,580	23	27,270,541	↓ -43%	15	3,109,850	22	5,487,828	
AIC	↑ 69%	26	26,213,841	24	15,517,182	↑ 257%	20	11,405,478	14	3,190,731	
SED	↑ 12%	29	18,458,881	29	16,427,947	↑ 31%	12	3,275,720	16	2,505,338	
SSW	↑ 7%	15	7,709,351	9	7,176,162	↓ -61%	15	1,070,332	16	2,762,806	
NEIDL	↑ 266%	5	14,209,578	6	3,886,184	↑ 36%	6	1,202,693	4	882,861	
QST	↓ -36%	5	784,740	2	1,227,235	↓ -35%	4	316,601	4	483,522	
PAR	↓ -80%	3	224,801	3	1,118,268	↓ -63%	2	332,000	5	896,780	
STH	↓ -100%	0	0	2	628,424	↑ 100%	1	125,000	0	0	
COM	↓ -87%	1	25,000	4	193,000	↓ -78%	3	42,500	4	193,000	
MET	↓ -100%	0	0	1	428,983	↔ 0%	0	0	0	0	
LAW	↑ 100%	1	100,000	0	0	↑ 100%	2	30,029,999	0	0	
OTHER ¹	↓ -47%	3	885,766	7	1,665,922	↑ 217%	6	2,781,882	4	876,981	
TOTAL	↑ 2%	929	\$ 742,504,203	968	\$ 729,490,265	↑ 29%	847	\$ 198,006,294	756	\$ 153,648,326	

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



TRENDS & ANALYSIS

- Compared to November of FY2016, the overall number of awards made to and contracts executed with Boston University for external funding has **increased by 12%**. The funding associated with these awards represents an **increase of 29% to \$198M**, due in part to the receipt of the CARB-X award.
- There was a slight reduction in the number of BU proposals submitted from July through November FY2017 as compared to July through November FY2016 (39 less) and represented an increase in requested funds by 2%.

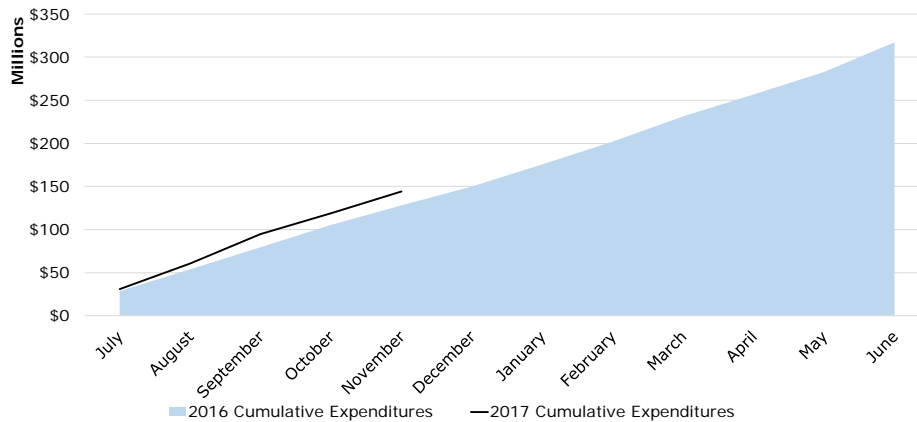
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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	November FY17 YTD			November FY16 YTD			
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)	
MED	↑ 8%	39,676,997	13,481,150	53,158,147	36,729,328	12,335,333	49,064,662	
CAS	↓ -4%	16,687,248	6,783,672	23,470,920	17,369,626	7,108,062	24,477,689	
ENG	↑ 5%	10,787,196	4,731,521	15,518,717	10,835,762	3,984,460	14,820,222	
SPH	↑ 11%	13,869,225	3,539,034	17,408,259	12,430,915	3,199,947	15,630,862	
SAR	↑ 4%	3,131,254	1,217,856	4,349,110	3,059,836	1,122,384	4,182,219	
GSDM	↑ 0%	2,970,914	1,165,693	4,136,607	2,927,984	1,197,050	4,125,034	
AIC	↓ -16%	3,514,143	1,171,955	4,686,098	4,258,493	1,320,930	5,579,423	
SED	↑ 35%	2,032,603	268,692	2,301,295	1,535,164	170,535	1,705,699	
SSW	↓ -16%	951,752	211,348	1,163,100	1,115,973	268,328	1,384,301	
NEIDL	↑ 5%	4,601,304	1,212,408	5,813,712	4,337,916	1,177,356	5,515,273	
QST	↓ -78%	54,412	19,162	73,574	236,629	94,955	331,585	
PAR	↑ 152%	133,989	9,446	143,435	54,259	2,692	56,951	
STH	↓ -48%	121,365	17,958	139,323	242,505	26,462	268,966	
COM	↓ -41%	59,995	643	60,638	102,539	0	102,539	
MET	↓ -100%	0	0	0	12,926	-16,971	-4,045	
LAW	↑ 1160%	373,800	120,457	494,257	39,215	0	39,215	
CFA	↑ 33%	40,000	0	40,000	30,000	0	30,000	
CGS	↑ 100%	9,789	0	9,789	0	0	0	
OTHER ²	↑ 9%	11,251,777	17,388	11,269,165	10,302,267	12,890	10,315,157	
TOTAL	↑ 5%	\$ 110,267,763	\$ 33,968,383	\$ 144,236,146	\$ 105,621,337	\$ 32,004,414	\$ 137,625,751	

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

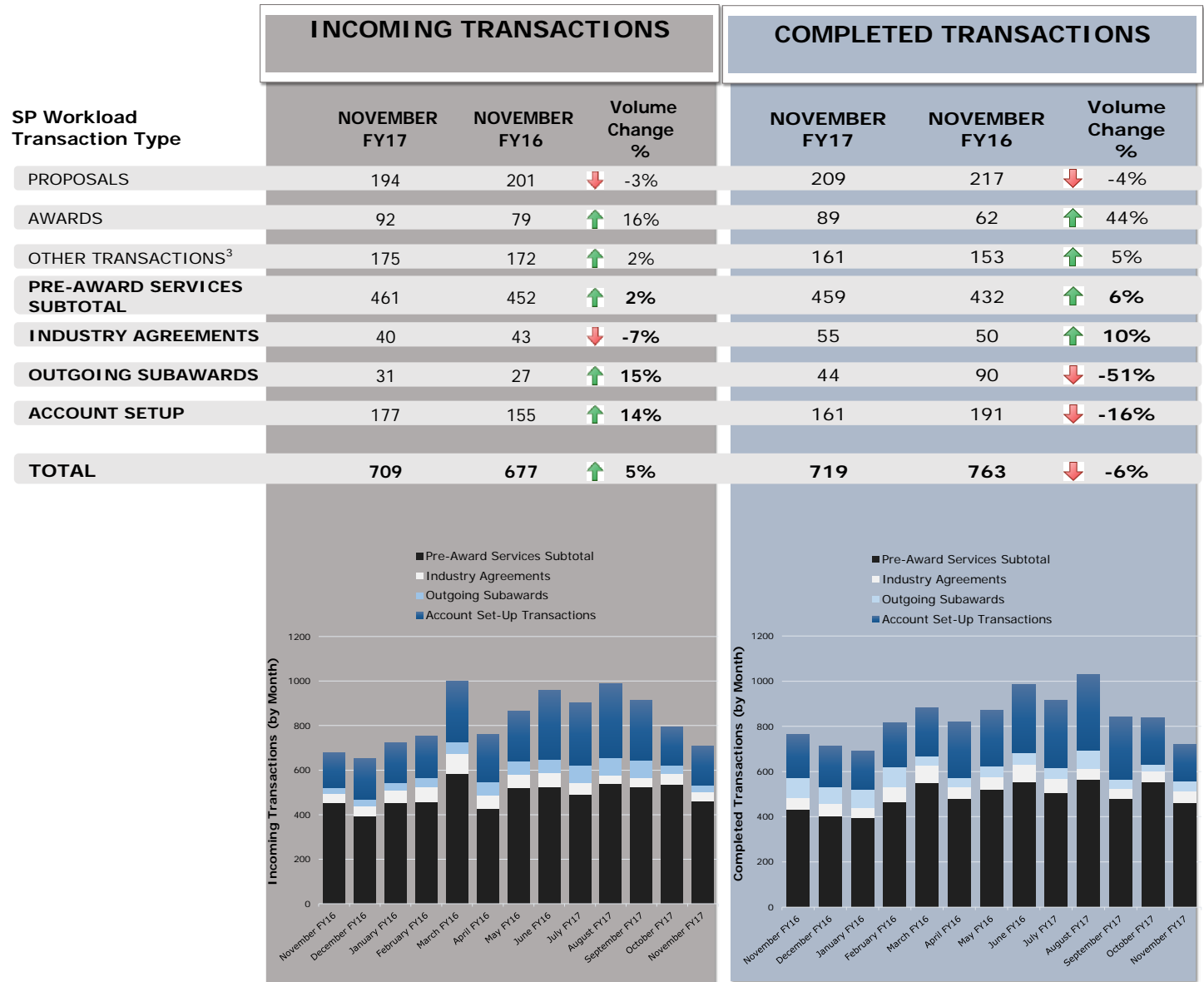


TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU increased slightly and is up by 5% over November 2016.

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.



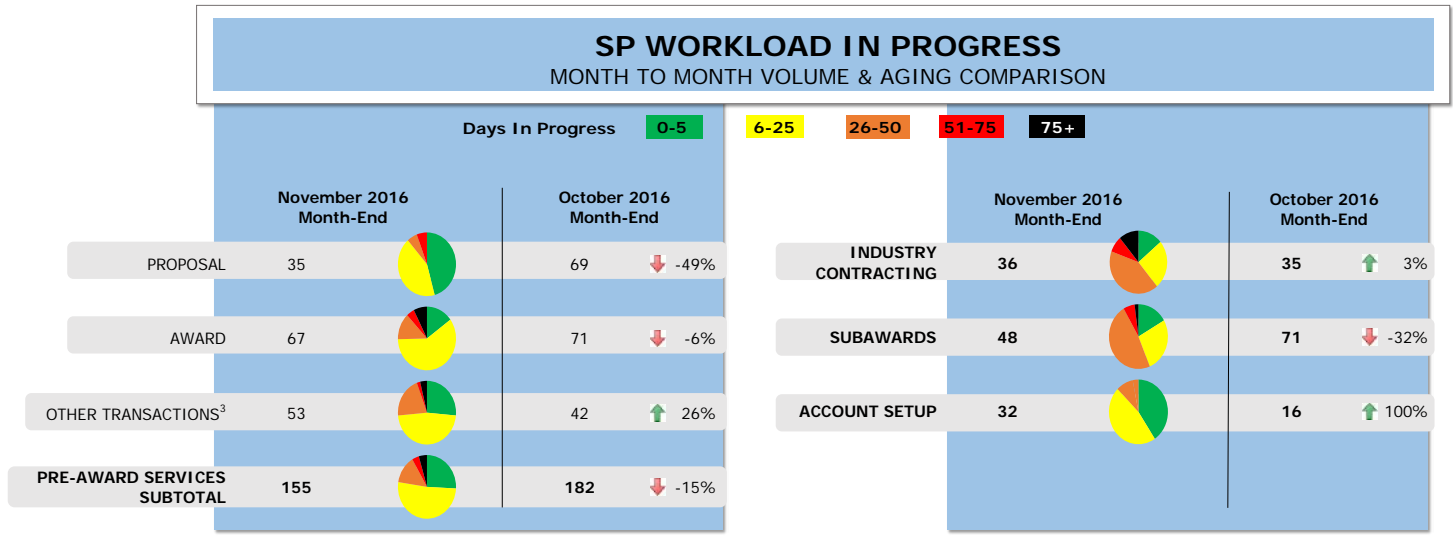
TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 5% compared to November FY16**. Increases were seen in preaward services items.
- Completed transactions shows an overall decline of 6% - this is due to the prior FY backlog items.

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.

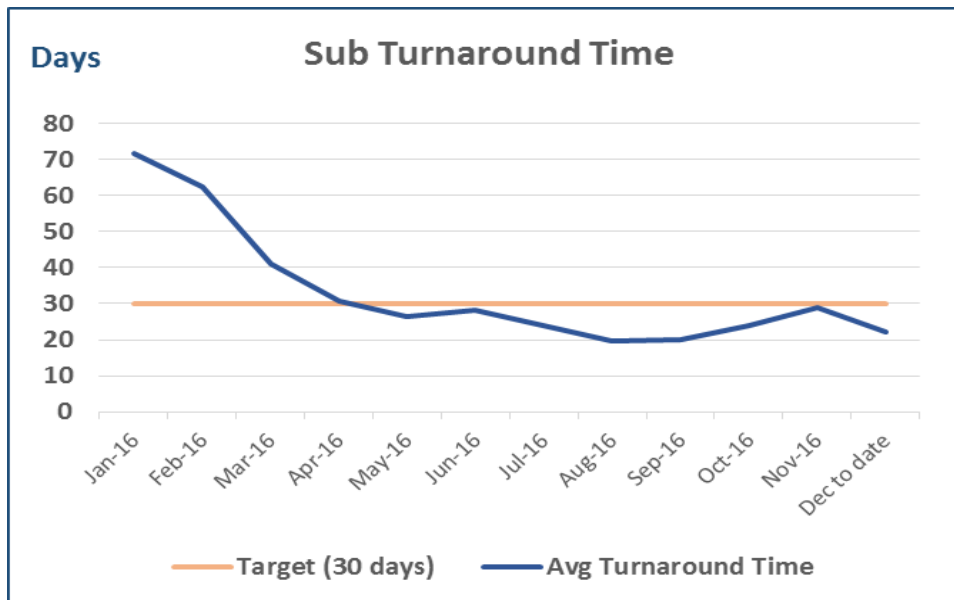
SPONSORED PROGRAMS: Workload and Productivity (continued)

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 aged items and **transactions aged 51-75 and 75+ days** continue to decrease over the previous month.
- 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.
- The SP Subaward Team has been focused on routine follow-up and speedy execution of outgoing subawards as noted below.
- Since May 2016 the team has maintained an average turnaround of 30 days or under.



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	66	7	12	10	37
CAS	55	8	9	11	27
ENG	45	6	7	17	15
SPH	23	4	4	1	14
SAR	3	0	0	0	3
GSDM	2	0	0	0	2
SED	2	0	0	0	2
SSW	5	2	0	1	2
Other CRC ⁴	8	2	2	0	4
TOTAL	209	29	34	40	106

TRENDS & ANALYSIS

- 51% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (up from 47% in October).
- Two schools (SSW and Other CRC) submitted **40% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- CAS, SAR, SSW, SED and Other CRC 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 which receive reduced 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
MED	66		35%	17%	29%	39%
CAS	55		62%	11%	24%	13%
ENG	45		36%	20%	49%	13%
SPH	23		48%	9%	17%	39%
SAR	3		100%	0%	0%	0%
GSDM	2		0%	50%	50%	50%
SED	2		100%	0%	0%	0%
SSW	5		100%	0%	0%	0%
Other CRC ⁴	8		75%	0%	13%	25%

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:

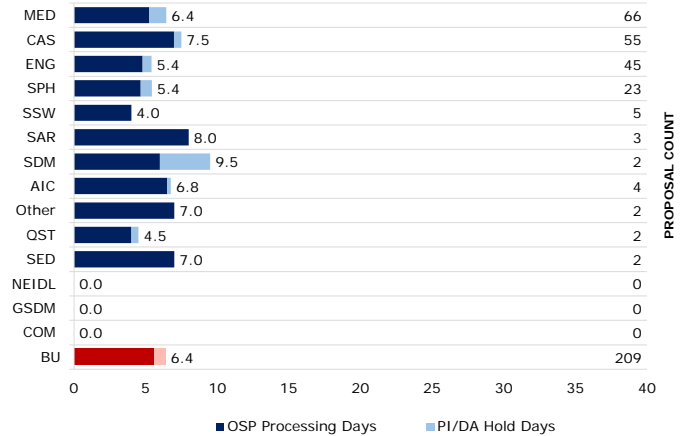
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
-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

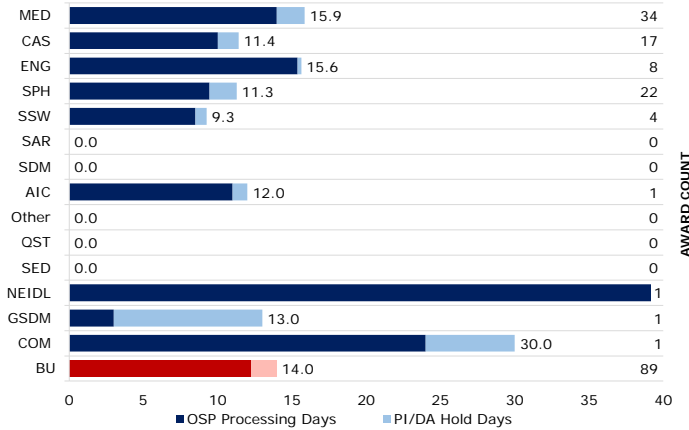
TRENDS & ANALYSIS

- **SP processed proposals within 6.4 business days from initial receipt of documents on average.** Of this, proposals were on-hold 0.8 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 29.4 days on average, with **13.5 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 25% increase from October 2016.
- The **Account Set-Up Team has decreased their average processing time, and continue to meet the Service Level of Agreement** of processing awards within 5 business days or less.

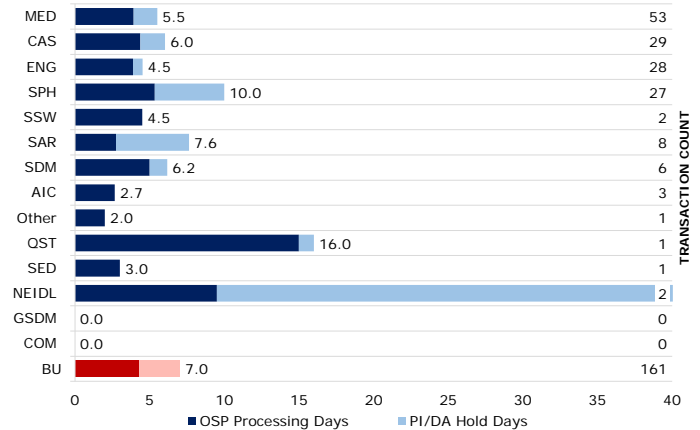
I: PROPOSAL PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



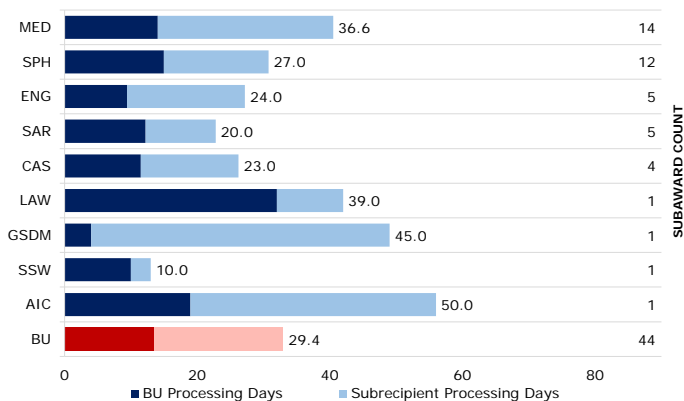
II: AWARD PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



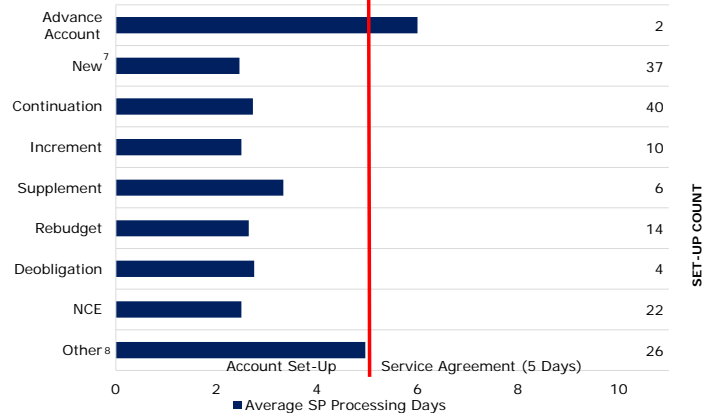
III: OTHER TRANSACTIONS³
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



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