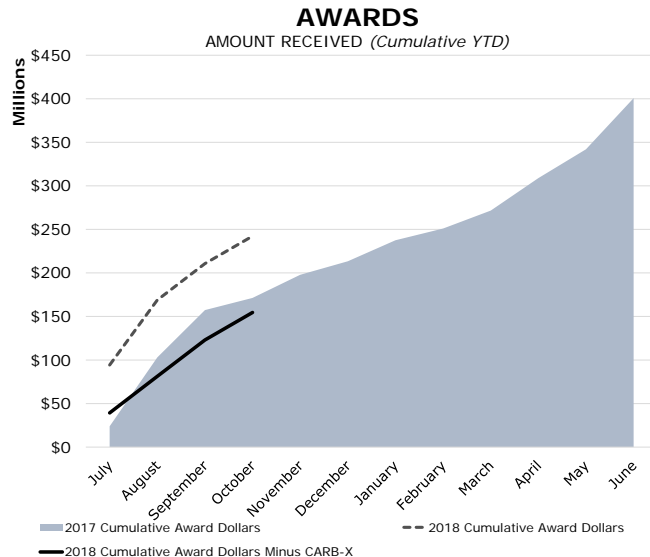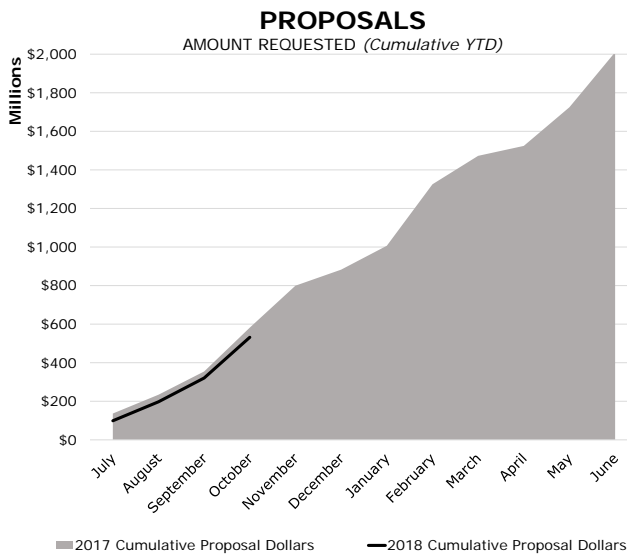## BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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.

PROPOSAL SUBMISSIONS

	CHANGE ($) FY18 vs. FY17	OCTOBER FY18 YTD Count	OCTOBER FY18 YTD Value ($)	OCTOBER FY17 YTD Count	OCTOBER FY17 YTD Value ($)
MED	↓ -17%	231	201,992,201	229	244,131,620
CAS	↓ -22%	171	84,974,930	209	108,438,682
ENG	↑ 41%	122	93,557,166	113	66,271,102
SPH	↓ -5%	98	57,825,827	96	60,594,290
SAR	↓ -29%	24	11,726,337	22	16,495,215
GSDM	↑ 57%	11	28,730,790	15	18,347,898
AIC	↓ -19%	15	21,469,371	22	26,575,063
SED	↓ -57%	25	7,294,489	29	16,854,580
SSW	↑ 7%	15	7,781,923	12	7,259,839
NEIDL	↓ -37%	6	8,912,524	5	14,209,578
QST	↓ -53%	1	223,887	3	473,624
PAR	↓ -100%	0	-	3	224,801
STH	↑ 100%	7	4,135,370	0	-
COM	➡ 0%	3	213,367	1	25,000
MET	↑ 100%	1	567,577	0	-
LAW	↑ 50%	2	150,000	1	100,000
OTHER[1]	↑ 19%	6	2,396,124	3	2,012,148
TOTAL	↓ -9%	**738**	**531,951,883**	**763**	**$ 582,013,441**

SPONSORED AWARDS

	CHANGE ($) FY18 vs. FY17	OCTOBER FY18 YTD Count	OCTOBER FY18 YTD Value ($)	OCTOBER FY17 YTD Count	OCTOBER FY17 YTD Value ($)
MED	↑ 21%	312	57,635,875	208	47,593,716
CAS	↑ 6%	157	29,319,365	139	27,676,326
ENG	↑ 2%	105	18,525,627	83	18,237,831
SPH	↓ -4%	96	18,943,467	119	19,661,163
SAR	↑ 4%	29	5,180,175	24	4,986,156
GSDM	↑ 12%	18	3,428,395	14	3,049,652
AIC	↓ -31%	20	7,818,608	18	11,389,378
SED	↓ -64%	14	1,061,648	11	2,925,720
SSW	↑ 59%	12	1,601,679	13	1,005,794
NEIDL	↑ 701%	4	9,387,402	5	1,172,458
QST	↑ 13%	3	358,579	4	316,601
PAR	↓ -20%	1	265,000	2	332,000
STH	↑ 192%	6	364,781	1	125,000
COM	↑ 662%	2	133,389	2	17,500
MET	➡ 0%	0	-	0	-
LAW	↑ 192%	2	87,655,000	2	30,029,999
OTHER[1]	↓ -79%	4	581,250	6	2,781,882
TOTAL	↑ 41%	**785**	**242,260,240**	**651**	**$ 171,301,176**

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

PROPOSALS
AMOUNT REQUESTED *(Cumulative YTD)*

Legend: 2017 Cumulative Proposal Dollars; 2018 Cumulative Proposal Dollars

AWARDS
AMOUNT RECEIVED *(Cumulative YTD)*

Legend: 2017 Cumulative Award Dollars; 2018 Cumulative Award Dollars; 2018 Cumulative Award Dollars Minus CARB-X

TRENDS & ANALYSIS

- Compared to October of FY2017, the overall number of awards made to and contracts executed with Boston University for external funding increased by 21%. The funding associated with these awards represents an **increase of 41% to $242.3M**, due to the receipt of the CARB-X award. Without this award, award funding decreased from last year by 10%.
- There was a decrease in the number of BU proposals submitted in October FY2018 compared to October FY2017 (25 fewer) and represented a decrease in requested funds by 9%.
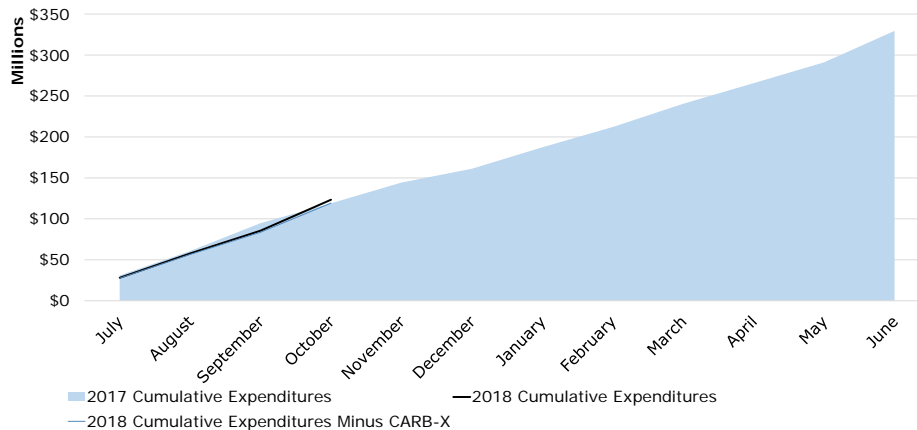
Purpose: Represent summary information for each BU School on the level of sponsored expenditures, direct and F&A, for the fiscal year-to-date compared to the year-to-date expenditure levels for this quarter last year, in order to understand directionality of BU's overall sponsored project activity for 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 FY18 vs. FY17		OCTOBER FY18 YTD				OCTOBER FY17 YTD		
			DIRECT ($)	F & A ($)	TOTAL ($)		DIRECT ($)	F & A ($)	TOTAL ($)
MED	↓	-1%	31,781,520	10,359,149	42,140,669		31,952,216	10,828,090	42,780,306
CAS	↓	-1%	14,012,843	5,808,965	19,821,808		14,206,761	5,755,673	19,962,434
ENG	↑	2%	9,244,109	4,106,810	13,350,919		9,116,498	3,991,021	13,107,519
SPH	↓	-2%	10,627,652	2,959,889	13,587,541		11,087,022	2,844,218	13,931,240
SAR	↑	13%	2,773,619	1,169,689	3,943,308		2,537,481	949,743	3,487,224
GSDM	↓	-21%	1,858,582	827,677	2,686,259		2,452,205	937,288	3,389,493
AIC	↑	19%	3,424,986	1,151,703	4,576,689		2,882,859	959,093	3,841,952
SED	↑	44%	2,523,967	381,532	2,905,499		1,798,144	222,013	2,020,157
SSW	↑	21%	1,011,634	242,047	1,253,681		848,792	187,044	1,035,836
NEIDL	↓	-13%	3,177,966	955,885	4,133,851		3,834,544	938,236	4,772,780
QST	↑	60%	82,647	29,503	112,150		51,401	18,832	70,233
PAR	↑	1%	99,184	7,401	106,585		97,385	8,298	105,683
STH	↑	7%	100,746	7,566	108,312		89,491	12,034	101,525
COM	↓	-75%	14,964	-	14,964		59,864	643	60,507
MET	⇨	0%	-	-	-		-	-	-
LAW	↑	1924%	3,686,285	423,532	4,109,817		128,356	74,733	203,089
CFA	⇨	0%	-	-	-		-	-	-
CGS	↓	-100%	-	-	-		9,789	-	9,789
OTHER[2]	↓	-69%	264,261	4,166	268,427		850,753	17,333	868,086
TOTAL	↑	3%	$ 84,684,965	$ 28,435,514	$ 113,120,479	$	81,993,772	$ 27,744,292	$ 109,738,064

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

Legend:
- 2017 Cumulative Expenditures
- 2018 Cumulative Expenditures
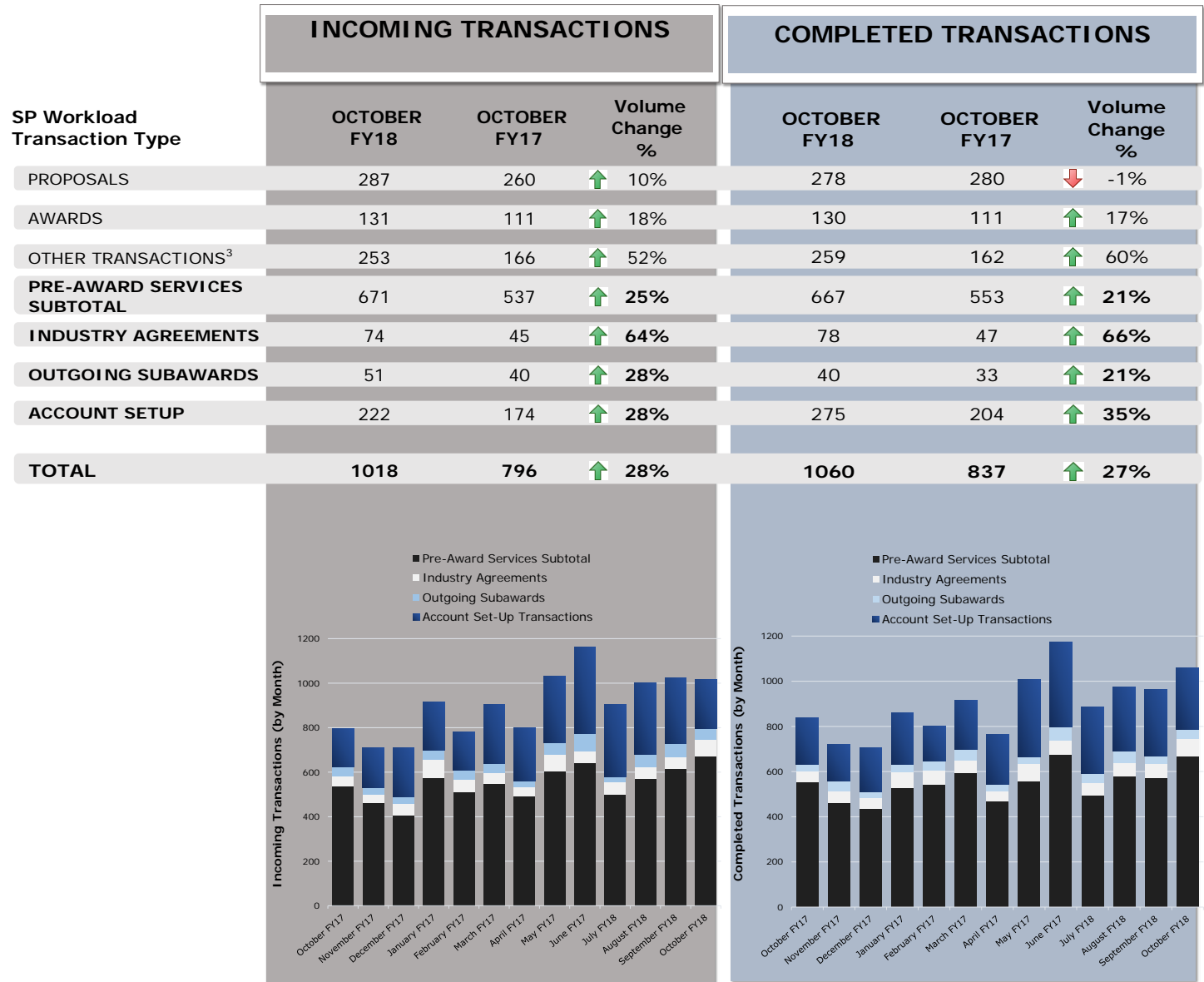- 2018 Cumulative Expenditures Minus CARB-X

TRENDS & ANALYSIS
- The overall level of **sponsored project expenditures for BU increased by 3% compared to October 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.

	INCOMING TRANSACTIONS			COMPLETED TRANSACTIONS		
SP Workload Transaction Type	OCTOBER FY18	OCTOBER FY17	Volume Change %	OCTOBER FY18	OCTOBER FY17	Volume Change %
PROPOSALS	287	260	⬆ 10%	278	280	⬇ -1%
AWARDS	131	111	⬆ 18%	130	111	⬆ 17%
OTHER TRANSACTIONS[3]	253	166	⬆ 52%	259	162	⬆ 60%
PRE-AWARD SERVICES SUBTOTAL	671	537	⬆ **25%**	667	553	⬆ **21%**
INDUSTRY AGREEMENTS	74	45	⬆ **64%**	78	47	⬆ **66%**
OUTGOING SUBAWARDS	51	40	⬆ **28%**	40	33	⬆ **21%**
ACCOUNT SETUP	222	174	⬆ **28%**	275	204	⬆ **35%**
TOTAL	**1018**	**796**	⬆ **28%**	**1060**	**837**	⬆ **27%**

Incoming Transactions (by Month) — legend: Pre-Award Services Subtotal, Industry Agreements, Outgoing Subawards, Account Set-Up Transactions. Months: October FY17, November FY17, December FY17, January FY17, February FY17, March FY17, April FY17, May FY17, June FY17, July FY18, August FY18, September FY18, October FY18.

Completed Transactions (by Month) — legend: Pre-Award Services Subtotal, Industry Agreements, Outgoing Subawards, Account Set-Up Transactions. Months: October FY17, November FY17, December FY17, January FY17, February FY17, March FY17, April FY17, May FY17, June FY17, July FY18, August FY18, September FY18, October FY18.
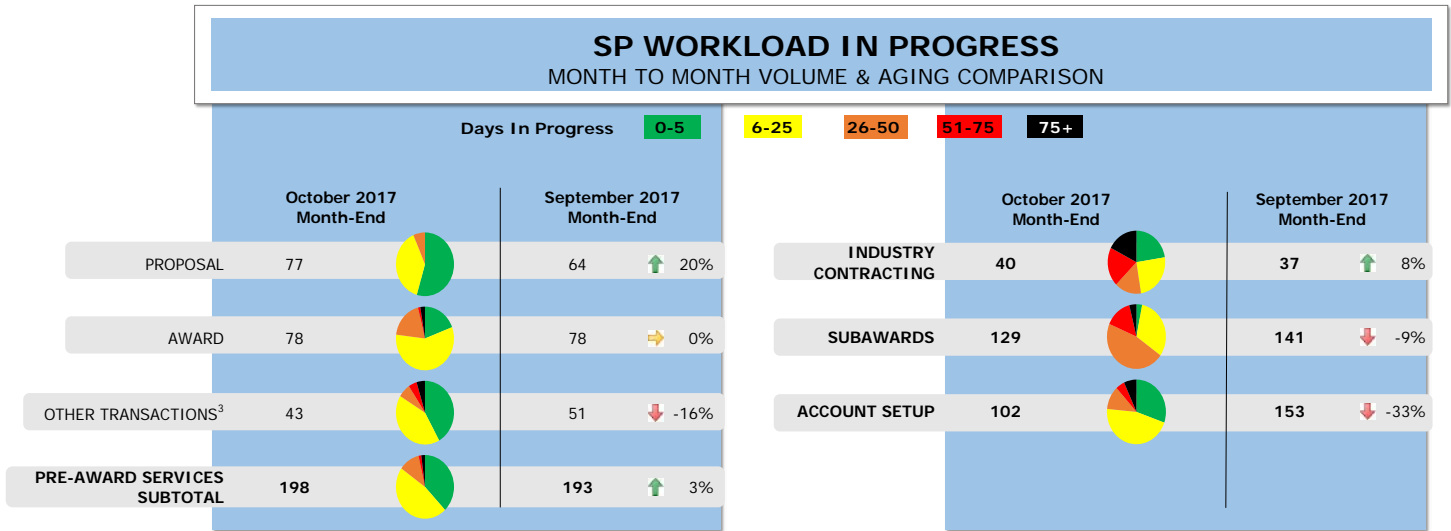
TRENDS & ANALYSIS
- The number of transactions for **SP incoming workload is up by 28% compared to October FY17.**
- Completed transactions shows an overall increase of 27%. October FY18 shows SP completed 223 more transactions as compared to October FY17.
- Compared to September FY18, incoming transactions remained the same and completed transactions increased by 10%.

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.

SP WORKLOAD IN PROGRESS
MONTH TO MONTH VOLUME & AGING COMPARISON

Days In Progress | 0-5 | 6-25 | 26-50 | 51-75 | 75+

	October 2017 Month-End	September 2017 Month-End			October 2017 Month-End	September 2017 Month-End
PROPOSAL	77	64	⬆ 20%	INDUSTRY CONTRACTING	40	37 ⬆ 8%
AWARD	78	78	➡ 0%	SUBAWARDS	129	141 ⬇ -9%
OTHER TRANSACTIONS[3]	43	51	⬇ -16%	ACCOUNT SETUP	102	153 ⬇ -33%
PRE-AWARD SERVICES SUBTOTAL	198	193	⬆ 3%			

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.
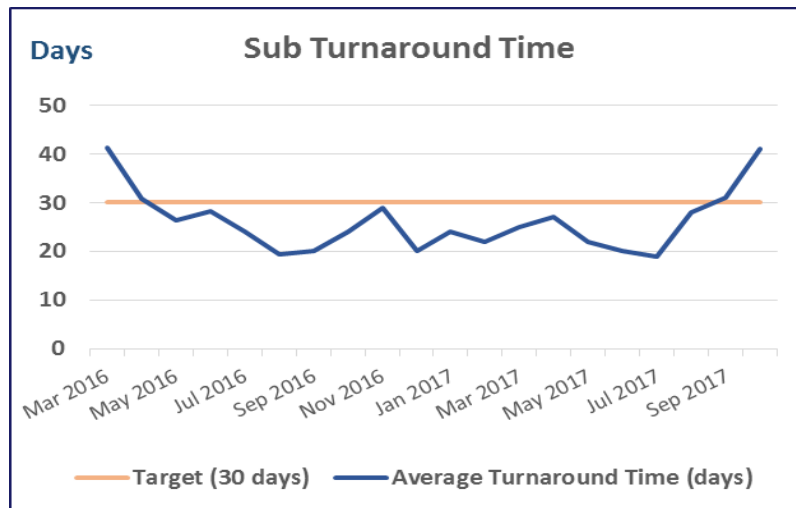
Sub Turnaround Time

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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.

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	No Deadline
MED	96	39	27	9	19	2
CAS	59	20	15	9	9	5
ENG	51	18	13	8	9	1
SPH	27	6	6	4	7	4
SAR	10	3	1	2	4	0
GSDM	7	3	3	1	0	0
SED	5	0	0	1	4	0
SSW	3	2	0	0	1	0
Other CRC[4]	20	13	4	1	1	1
TOTAL	**278**	**104**	**69**	**35**	**54**	**13**

TRENDS & ANALYSIS
Timeliness
- 19% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (down from 29% in September).
- Five schools (MED, CAS, ENG, SSW, and Other CRC) submitted **50% or more of proposals to SP within one day or less** of the sponsor proposal deadline.

Quality
- The data around quality is less complete given the high volume of late proposals. Late proposals do not receive the same level of review by SP given the focus is on meeting the sponsor deadline to submit.

PROPOSAL QUALITY WHEN RECEIVED BY SP

SAME DAY | 1 DAY
2 DAYS | 3+ DAYS

	PROPOSAL COUNT	SUBMISSION TIMELINESS	FIRST PASS YIELD (NO HOLDS)[5]	BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD[6]
MED	96		59%	1%	3%	40%
CAS	59		66%	12%	20%	17%
ENG	51		59%	14%	33%	4%
SPH	27		81%	4%	7%	7%
SAR	10		80%	0%	20%	0%
GSDM	7		0%	14%	14%	100%
SED	5		100%	0%	0%	0%
SSW	3		100%	0%	0%	0%
Other CRC[4]	20		65%	10%	15%	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 Infomration.

TRANSACTION PROCESSING TIMES: SP Ownership vs. External Ownership
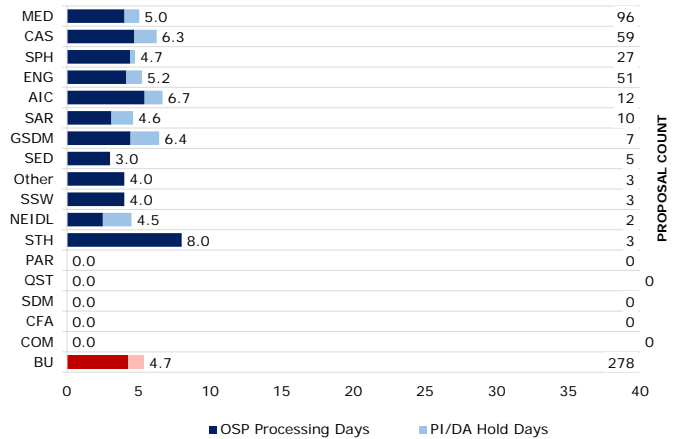
Purpose:

- **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

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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.
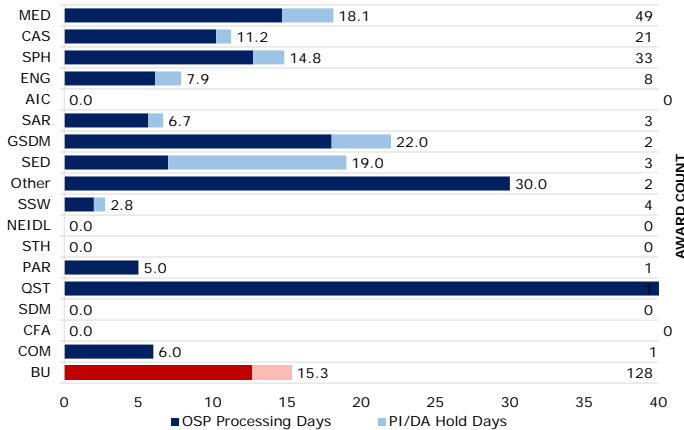
TRENDS & ANALYSIS

- **SP processed proposals within 4.7 business days from *initial* receipt of documents** on average. Of this, proposals were on-hold 1.1 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 43.2 days on average, with **28.7 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 28% increase from September 2017.
- The **Account Set-Up Team** is still averaging processing time at 9.5 days, the same as previous months, but this is beyond our stated 5 day Service Level Agreement.
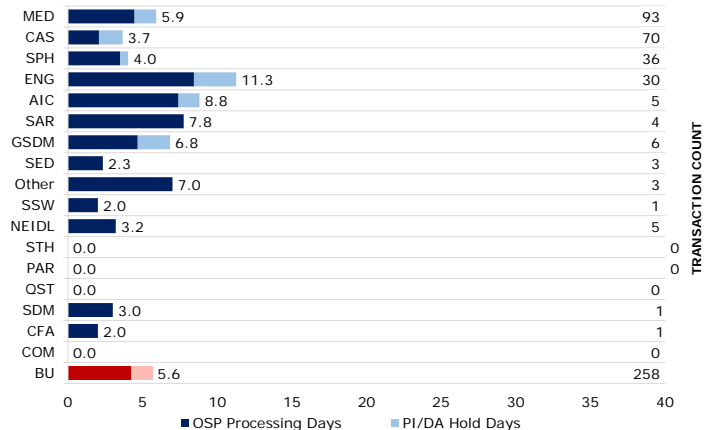
I: PROPOSAL PROCESSING
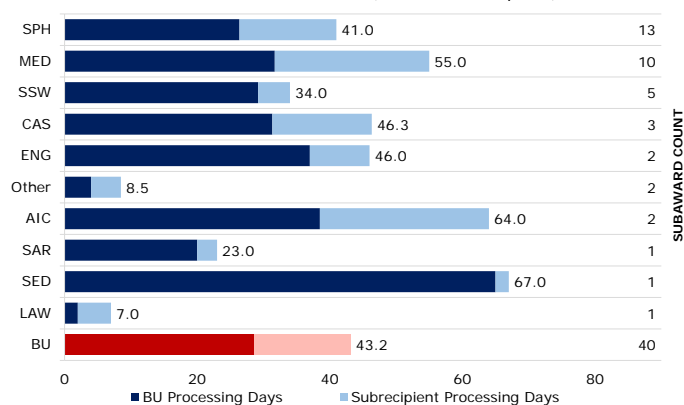#### AVERAGE CYCLE DAYS (SP vs. Customer Holds)

School	OSP Processing Days	Proposal Count
MED	5.0	96
CAS	6.3	59
SPH	4.7	27
ENG	5.2	51
AIC	6.7	12
SAR	4.6	10
GSDM	6.4	7
SED	3.0	5
Other	4.0	3
SSW	4.0	3
NEIDL	4.5	2
STH	8.0	3
PAR	0.0	0
QST	0.0	0
SDM	0.0	0
CFA	0.0	0
COM	0.0	0
BU	4.7	278

Legend: ■ OSP Processing Days   ■ PI/DA Hold Days

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

School	OSP Processing Days	Award Count
MED	18.1	49
CAS	11.2	21
SPH	14.8	33
ENG	7.9	8
AIC	0.0	0
SAR	6.7	3
GSDM	22.0	2
SED	19.0	3
Other	30.0	2
SSW	2.8	4
NEIDL	0.0	0
STH	0.0	0
PAR	5.0	1
QST		1
SDM	0.0	0
CFA	0.0	0
COM	6.0	1
BU	15.3	128

Legend: ■ OSP Processing Days   ■ PI/DA Hold Days

III: OTHER TRANSACTIONS[3]
AVERAGE CYCLE DAYS (SP vs. Customer Holds)

School	OSP Processing Days	Transaction Count
MED	5.9	93
CAS	3.7	70
SPH	4.0	36
ENG	11.3	30
AIC	8.8	5
SAR	7.8	4
GSDM	6.8	6
SED	2.3	3
Other	7.0	3
SSW	2.0	1
NEIDL	3.2	5
STH	0.0	0
PAR	0.0	0
QST	0.0	0
SDM	3.0	1
CFA	2.0	1
COM	0.0	0
BU	5.6	258

Legend: ■ OSP Processing Days   ■ PI/DA Hold Days

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

School	BU Processing Days (total shown)	Subaward Count
SPH	41.0	13
MED	55.0	10
SSW	34.0	5
CAS	46.3	3
ENG	46.0	2
Other	8.5	2
AIC	64.0	2
SAR	23.0	1
SED	67.0	1
LAW	7.0	1
BU	43.2	40

Legend: ■ BU Processing Days   ■ Subrecipient Processing Days

V: ACCOUNT SETUP
AVERAGE CYCLE DAYS (SP)
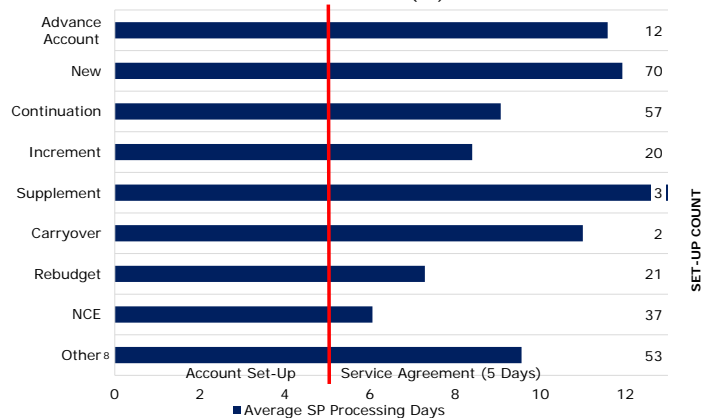
Set-Up Type	Average SP Processing Days	Set-Up Count
Advance Account	12	12
New		70
Continuation		57
Increment		20
Supplement		3
Carryover		2
Rebudget		21
NCE		37
Other[8]		53

Account Set-Up | Service Agreement (5 Days)

Legend: ■ Average SP Processing Days

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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.

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