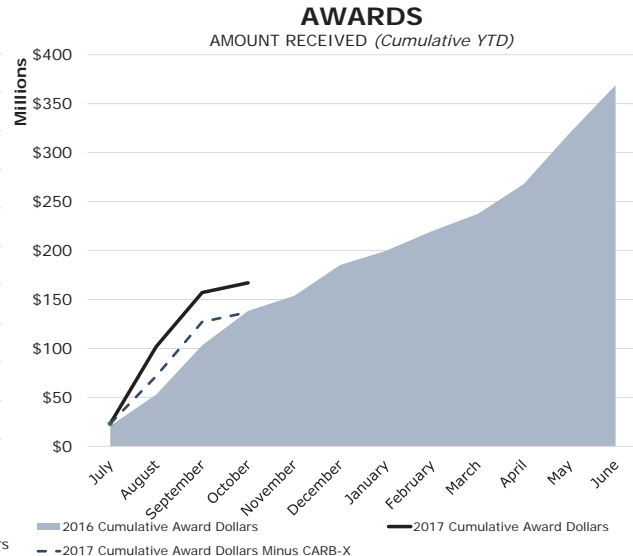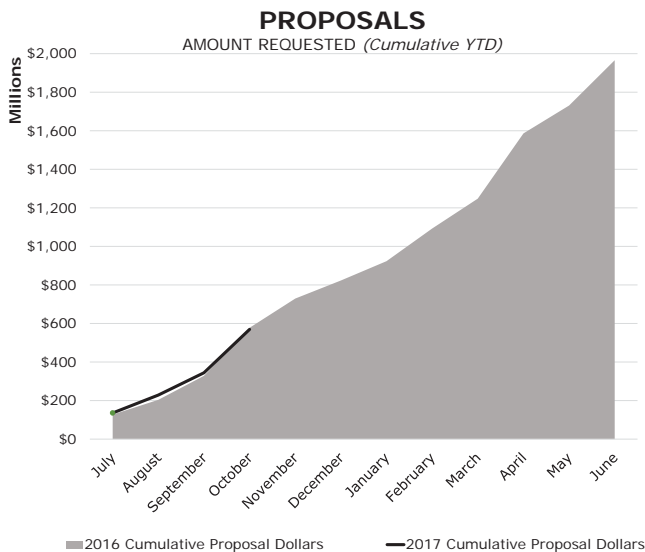## BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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

	CHANGE ($) FY17 vs. FY16	OCTOBER FY17 YTD Count	OCTOBER FY17 YTD Value ($)	OCTOBER FY16 YTD Count	OCTOBER FY16 YTD Value ($)
MED	↓ -12%	229	239,317,947	260	272,671,178
CAS	↓ -11%	208	108,182,430	193	120,964,273
ENG	↓ -3%	113	65,161,456	100	67,125,761
SPH	↑ 37%	95	58,045,261	100	42,292,731
SAR	↑ 17%	22	16,495,215	26	14,139,677
GSDM	↑ 11%	14	18,322,216	16	16,546,866
AIC	↑ 61%	22	23,576,110	20	14,647,344
SED	↑ 12%	29	16,671,566	25	14,938,013
SSW	↑ 7%	10	6,709,839	7	6,251,292
NEIDL	↑ 267%	5	14,209,578	5	3,874,152
QST	↓ -61%	3	473,624	2	1,227,235
PAR	↑ 90%	3	224,801	2	118,280
STH	↓ -100%	0	0	2	628,424
COM	↓ -84%	1	25,000	3	158,000
MET	↓ -100%	0	0	1	428,983
LAW	↑ 100%	1	100,000	0	0
OTHER[1]	↑ 21%	3	2,012,148	7	1,665,922
TOTAL	↓ -1%	**757**	**$ 569,427,192**	**769**	**$ 577,678,131**

SPONSORED AWARDS

	CHANGE ($) FY17 vs. FY16	OCTOBER FY17 YTD Count	OCTOBER FY17 YTD Value ($)	OCTOBER FY16 YTD Count	OCTOBER FY16 YTD Value ($)
MED	↓ -17%	280	44,537,300	227	53,399,487
CAS	↑ 20%	138	27,427,331	125	22,786,081
ENG	↑ 7%	86	18,299,214	70	17,062,334
SPH	↓ -22%	119	18,639,139	114	23,749,811
SAR	↓ -7%	24	4,986,156	31	5,341,969
GSDM	↓ -35%	14	3,049,652	19	4,661,707
AIC	↑ 271%	19	11,389,378	13	3,067,751
SED	↑ 18%	11	2,925,720	15	2,480,338
SSW	↓ -62%	12	969,494	13	2,573,013
NEIDL	↑ 41%	5	1,172,458	3	833,484
QST	↓ -35%	4	316,601	4	483,522
PAR	↓ -63%	2	332,000	5	896,780
STH	↑ 100%	1	125,000	0	0
COM	↓ -79%	2	17,500	1	85,000
MET	➡ 0%	0	0	0	0
LAW	↑ 100%	2	30,029,999	0	0
OTHER	↑ 217%	6	2,781,882	4	876,981
TOTAL	↑ 21%	**723**	**$ 166,998,824**	**644**	**$ 138,298,259**

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

PROPOSALS AMOUNT REQUESTED (Cumulative YTD)

Legend: 2016 Cumulative Proposal Dollars — 2017 Cumulative Proposal Dollars

AWARDS AMOUNT RECEIVED (Cumulative YTD)

Legend: 2016 Cumulative Award Dollars — 2017 Cumulative Award Dollars — 2017 Cumulative Award Dollars Minus CARB-X

TRENDS & ANALYSIS

- Compared to October 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 21% to $166M**, due largely to the receipt of the CARB-X award.
- There was a slight reduction in the number of BU proposals submitted from July through October FY2017 as compared to July through October FY2016 (12 less) and represented a decrease in requested funds by 1%.

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		October FY17 YTD				October FY16 YTD		
			DIRECT ($)	F & A ($)	TOTAL ($)		DIRECT ($)	F & A ($)	TOTAL ($)
MED	↑	8%	31,952,216	10,828,090	42,780,306		29,832,970	9,856,815	39,689,785
CAS	↓	-3%	14,206,761	5,755,673	19,962,434		14,637,822	5,980,115	20,617,937
ENG	↑	5%	9,116,498	3,991,021	13,107,519		9,206,640	3,302,122	12,508,762
SPH	↑	11%	11,087,022	2,844,218	13,931,240		10,038,093	2,533,517	12,571,610
SAR	↑	3%	2,537,481	949,743	3,487,224		2,486,472	898,380	3,384,852
GSDM	↑	1%	2,452,205	937,288	3,389,493		2,441,354	923,168	3,364,521
AIC	↓	-17%	2,882,859	959,093	3,841,952		3,566,177	1,040,956	4,607,133
SED	↑	36%	1,798,144	222,013	2,020,157		1,346,906	139,640	1,486,546
SSW	↓	-12%	848,792	187,044	1,035,836		941,003	230,076	1,171,079
NEIDL	↑	4%	3,834,544	938,236	4,772,780		3,650,990	956,009	4,606,998
QST	↓	-76%	51,401	18,832	70,233		212,247	79,424	291,672
PAR	↑	113%	97,385	8,298	105,683		47,279	2,369	49,648
STH	↓	-59%	89,491	12,034	101,525		224,637	22,996	247,633
COM	↓	-17%	59,864	643	60,507		73,051	0	73,051
MET	↓	-100%	0	0	0		12,926	-16,971	-4,045
LAW	↑	583%	128,356	74,733	203,089		29,753	0	29,753
CFA	➡	0%	0	0	0		0	0	0
CGS	↑	100%	9,789	0	9,789		0	0	0
OTHER[2]	↑	5%	10,135,499	17,388	10,152,887	0	9,638,494	9,793	9,648,287
TOTAL	↑	4%	$ 91,288,307	$ 27,744,347	$ 119,032,654	$	88,386,813	$ 25,958,407	$ 114,345,221

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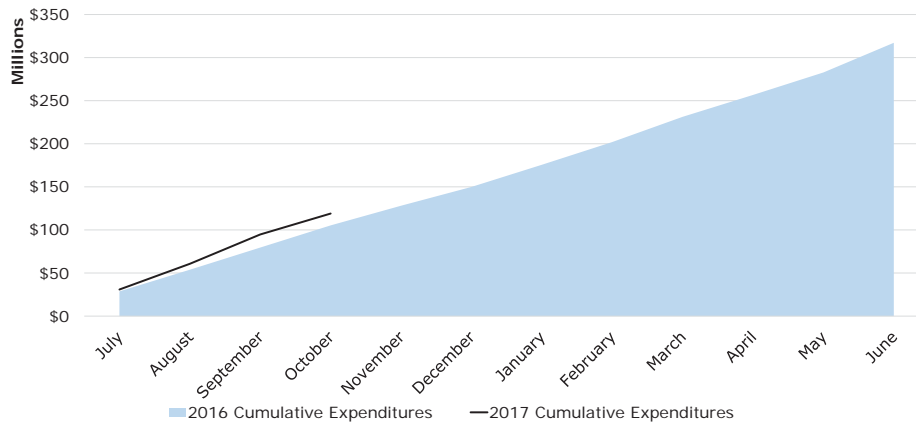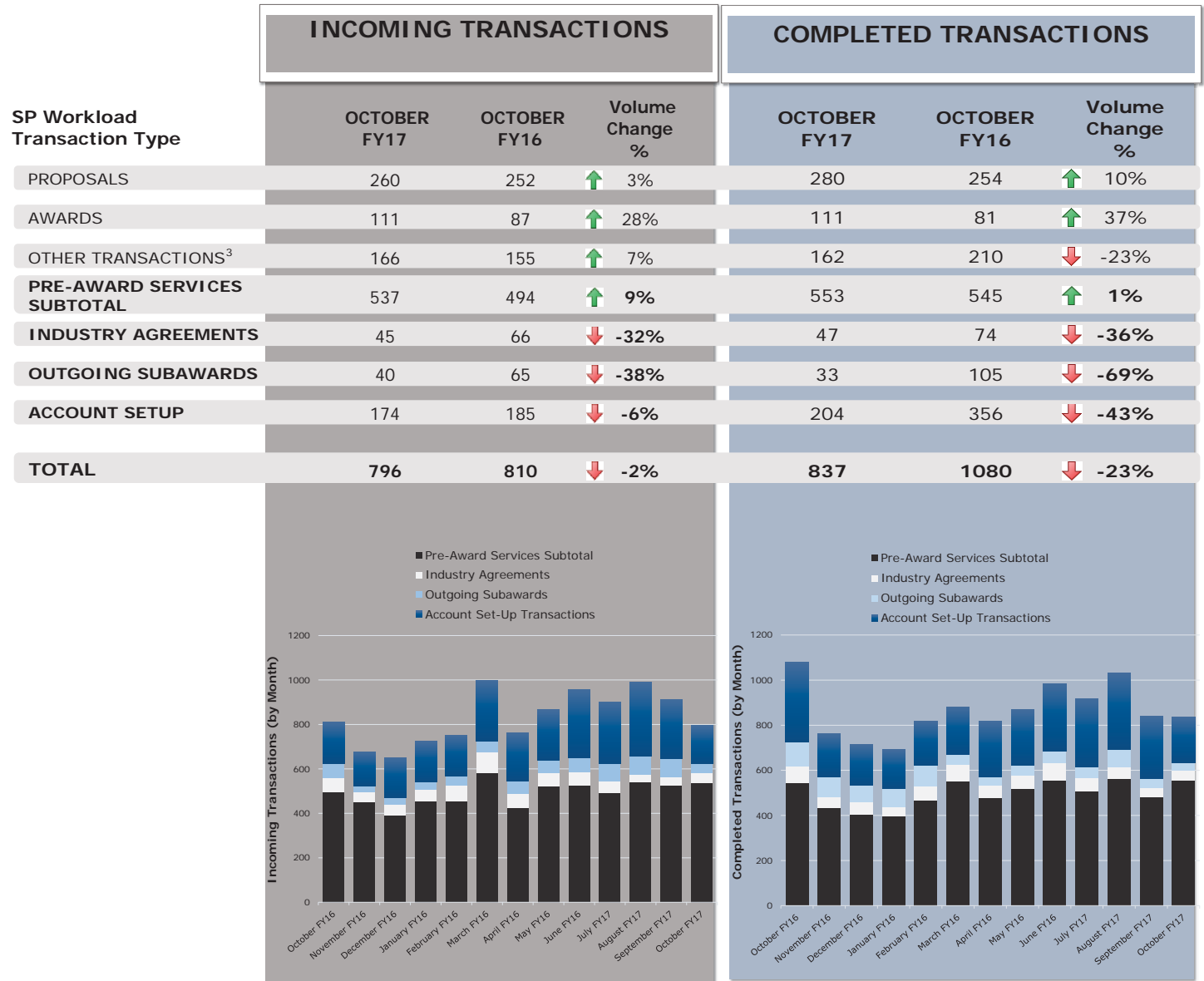

TRENDS & ANALYSIS

- The overall level of **sponsored project expenditures for BU increased slightly and is up by 4% over October 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.
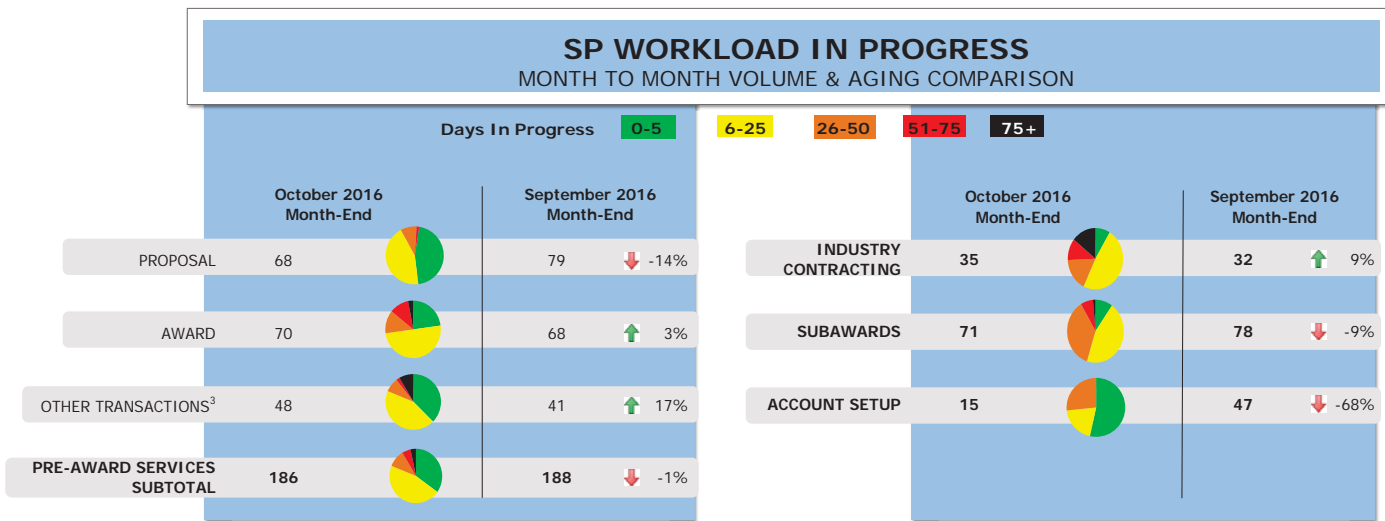
SP Workload Transaction Type	INCOMING TRANSACTIONS			COMPLETED TRANSACTIONS		
	OCTOBER FY17	OCTOBER FY16	Volume Change %	OCTOBER FY17	OCTOBER FY16	Volume Change %
PROPOSALS	260	252	⬆ 3%	280	254	⬆ 10%
AWARDS	111	87	⬆ 28%	111	81	⬆ 37%
OTHER TRANSACTIONS[3]	166	155	⬆ 7%	162	210	⬇ -23%
PRE-AWARD SERVICES SUBTOTAL	537	494	⬆ **9%**	553	545	⬆ **1%**
INDUSTRY AGREEMENTS	45	66	⬇ **-32%**	47	74	⬇ **-36%**
OUTGOING SUBAWARDS	40	65	⬇ **-38%**	33	105	⬇ **-69%**
ACCOUNT SETUP	174	185	⬇ **-6%**	204	356	⬇ **-43%**
TOTAL	**796**	**810**	⬇ **-2%**	**837**	**1080**	⬇ **-23%**

TRENDS & ANALYSIS
- The number of transactions for **SP incoming workload is down by 2% compared to October FY16.** Increases were seen in preaward services items.
- Completed transactions shows an overall decline of 23% - 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.
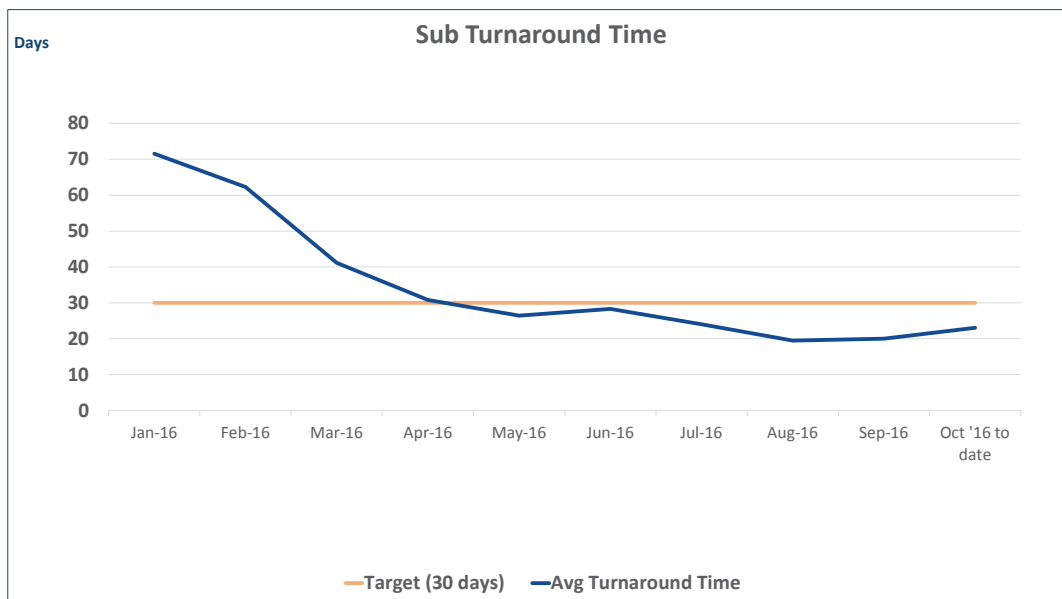
Purpose: Represent the workload in-progress at the end of this month as compared to the end of last month by the number of transactions actively being processed and the age of those transactions (pie charts below; age based on receipt in SP) by SP Team/transaction type to understand if backlogs are accumulating 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 2016 Month-End	September 2016 Month-End			October 2016 Month-End	September 2016 Month-End
PROPOSAL	68	79	⬇ -14%	INDUSTRY CONTRACTING	35	32 ⬆ 9%
AWARD	70	68	⬆ 3%	SUBAWARDS	71	78 ⬇ -9%
OTHER TRANSACTIONS³	48	41	⬆ 17%	ACCOUNT SETUP	15	47 ⬇ -68%
PRE-AWARD SERVICES SUBTOTAL	186	188	⬇ -1%			

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.

Sub Turnaround Time

Days

—Target (30 days) —Avg Turnaround Time

(Jan-16, Feb-16, Mar-16, Apr-16, May-16, Jun-16, Jul-16, Aug-16, Sep-16, Oct '16 to date)

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	87	15	20	21	31
CAS	94	7	17	22	48
ENG	43	5	4	11	23
SPH	25	3	4	3	15
SAR	6	0	1	0	5
GSDM	4	1	0	0	3
SED	2	0	0	0	2
SSW	2	0	1	1	0
Other CRC[4]	17	3	8	1	5
TOTAL	**280**	**34**	**55**	**59**	**132**

TRENDS & ANALYSIS
- 47% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (down from 62% in September).
- Three schools (MED, SSW, and Other CRC) submitted **40% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- CAS, ENG, SPH, SAR, GSDM, 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

Legend: 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	87		43%	14%	29%	34%
CAS	94		59%	4%	22%	22%
ENG	43		56%	9%	37%	7%
SPH	25		68%	16%	12%	28%
SAR	6		67%	0%	33%	0%
GSDM	4		50%	50%	25%	25%
SED	2		100%	0%	0%	0%
SSW	2		100%	0%	0%	0%
Other CRC[4]	17		71%	6%	12%	18%

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.

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
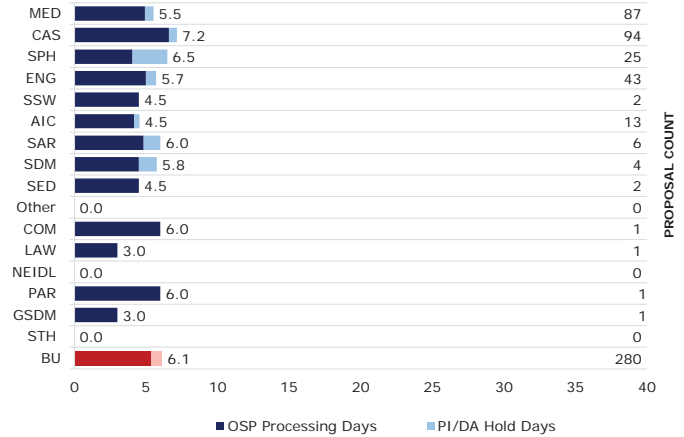

I-III Cycle Days Start: Initial receipt of documents in SP, regardless of whether the materials are complete/ready for submission.
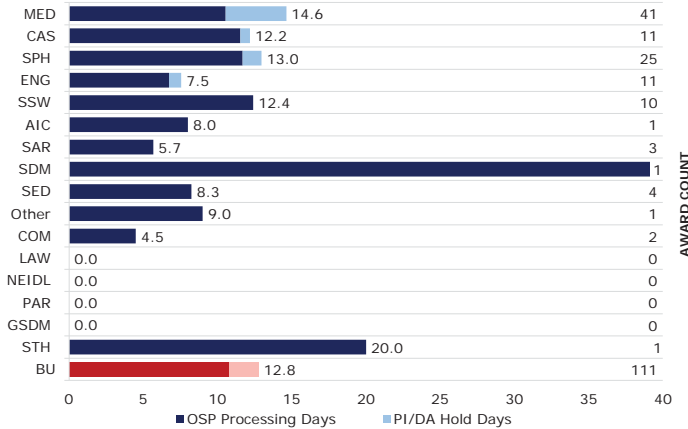**I-III Cycle Days End:** Confirmed submission to the sponsor or transaction completed/closed.

TRENDS & ANALYSIS

- **SP processed proposals within 6.1 business days from *initial* receipt of documents** on average. Of this, proposals were on-hold 0.7 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 23.6 days on average, with **8.5 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 4% increase from September 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.
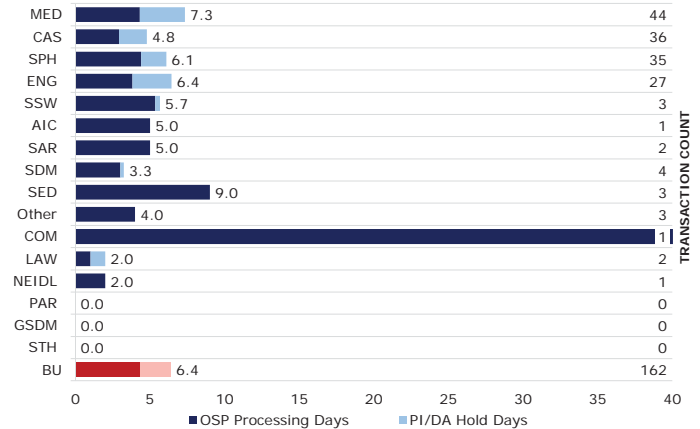
I: PROPOSAL PROCESSING
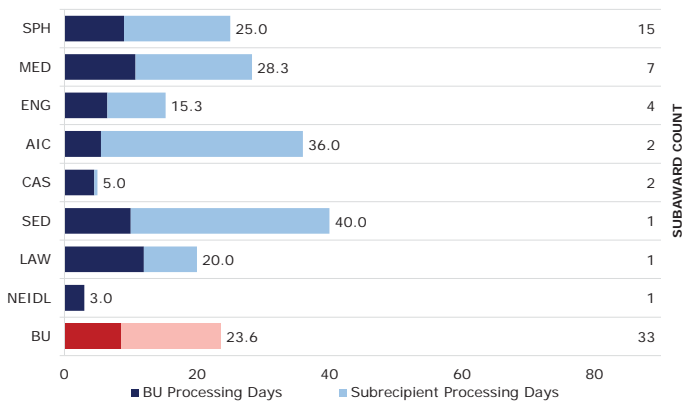AVERAGE CYCLE DAYS (SP vs. Customer Holds)

School	OSP/Hold Days	Proposal Count
MED	5.5	87
CAS	7.2	94
SPH	6.5	25
ENG	5.7	43
SSW	4.5	2
AIC	4.5	13
SAR	6.0	6
SDM	5.8	4
SED	4.5	2
Other	0.0	0
COM	6.0	1
LAW	3.0	1
NEIDL	0.0	0
PAR	6.0	1
GSDM	3.0	1
STH	0.0	0
BU	6.1	280

■ OSP Processing Days ■ PI/DA Hold Days

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

School	OSP/Hold Days	Award Count
MED	14.6	41
CAS	12.2	11
SPH	13.0	25
ENG	7.5	11
SSW	12.4	10
AIC	8.0	1
SAR	5.7	3
SDM		1
SED	8.3	4
Other	9.0	1
COM	4.5	2
LAW	0.0	0
NEIDL	0.0	0
PAR	0.0	0
GSDM	0.0	0
STH	20.0	1
BU	12.8	111

■ OSP Processing Days ■ PI/DA Hold Days

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

School	OSP/Hold Days	Transaction Count
MED	7.3	44
CAS	4.8	36
SPH	6.1	35
ENG	6.4	27
SSW	5.7	3
AIC	5.0	1
SAR	5.0	2
SDM	3.3	4
SED	9.0	3
Other	4.0	3
COM		2
LAW	2.0	2
NEIDL	2.0	1
PAR	0.0	0
GSDM	0.0	0
STH	0.0	0
BU	6.4	162

■ OSP Processing Days ■ PI/DA Hold Days

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

School	BU/Subrecipient Days	Subaward Count
SPH	25.0	15
MED	28.3	7
ENG	15.3	4
AIC	36.0	2
CAS	5.0	2
SED	40.0	1
LAW	20.0	1
NEIDL	3.0	1
BU	23.6	33

■ BU Processing Days ■ Subrecipient Processing Days

V: ACCOUNT SETUP
AVERAGE CYCLE DAYS (SP)
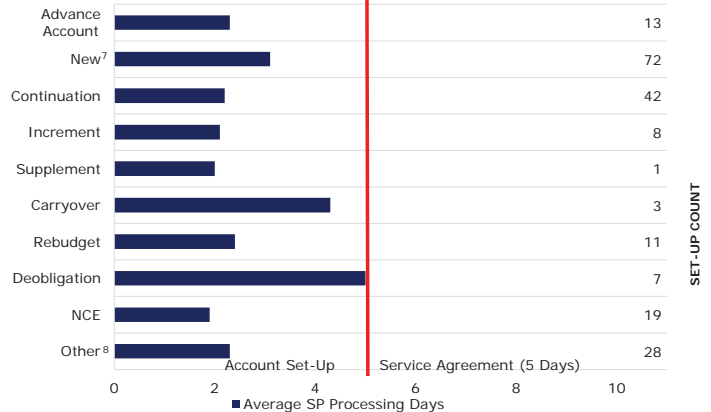
Set-Up Type	Set-Up Count
Advance Account	13
New[7]	72
Continuation	42
Increment	8
Supplement	1
Carryover	3
Rebudget	11
Deobligation	7
NCE	19
Other[8]	28

Account Set-Up | Service Agreement (5 Days)
■ Average SP Processing Days

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