

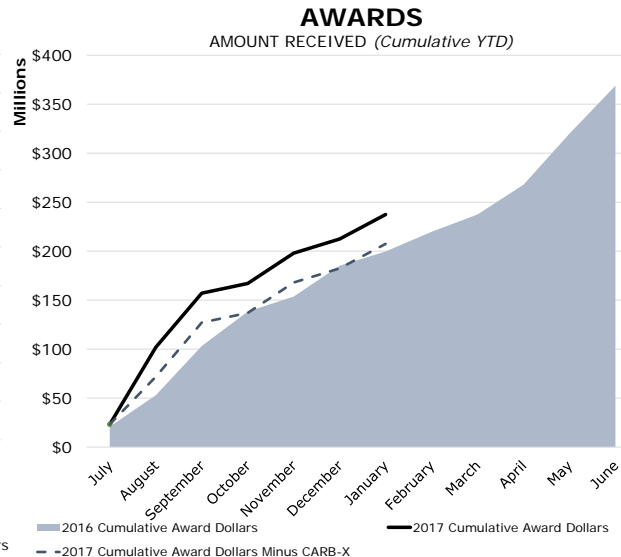
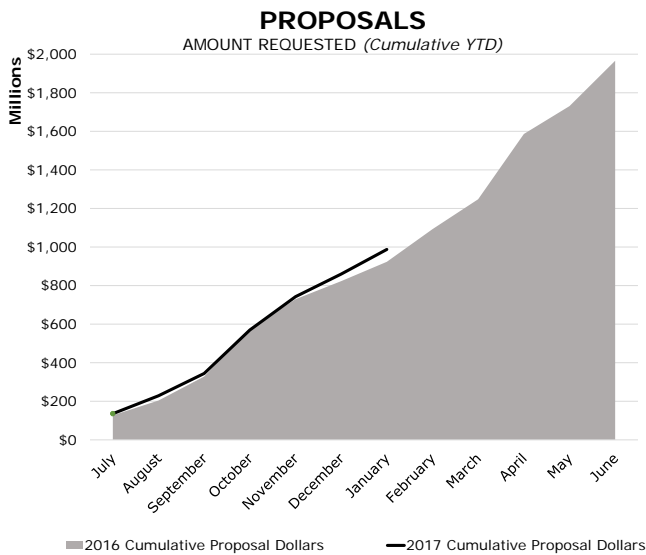
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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	JANUARY FY17 YTD		JANUARY FY16 YTD		CHANGE (\$) FY17 vs. FY16	JANUARY FY17 YTD		JANUARY FY16 YTD		
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)	
MED	-2%	399	419,443,683	424	426,537,022	-19%	459	66,840,782	350	82,780,572	
CAS	13%	348	200,410,098	332	177,639,414	10%	190	35,591,556	200	32,307,641	
ENG	48%	227	137,501,126	160	92,619,832	48%	123	34,010,797	104	23,045,050	
SPH	5%	180	91,815,146	152	87,611,228	5%	201	32,674,344	176	31,015,121	
SAR	-22%	35	28,525,631	46	36,749,342	-17%	34	6,651,976	43	8,035,833	
GSDM	-15%	24	25,930,391	32	30,434,374	-19%	26	5,200,338	29	6,430,623	
AIC	35%	44	33,122,816	28	24,554,974	311%	28	13,854,350	18	3,368,159	
SED	-3%	43	19,889,276	36	20,509,237	43%	19	3,980,525	19	2,791,568	
SSW	17%	25	10,900,746	16	9,339,561	-37%	21	1,819,261	19	2,902,109	
NEIDL	270%	6	14,385,619	6	3,886,184	-37%	8	1,493,880	9	2,358,845	
QST	-62%	7	1,019,156	7	2,713,752	-35%	4	316,601	5	487,509	
PAR	-83%	3	224,801	5	1,338,268	-65%	2	332,000	6	956,780	
STH	-68%	2	202,000	2	628,424	100%	1	125,000	0	0	
COM	-95%	1	25,000	7	520,000	-88%	3	42,500	5	356,000	
MET	-100%	0	0	1	428,983	0%	0	0	0	0	
LAW	100%	1	100,000	0	0	62923%	2	30,029,999	1	47,649	
OTHER ¹	-46%	8	4,071,192	11	7,532,091	60%	10	4,453,809	7	2,778,187	
TOTAL	7%	1352	\$ 987,466,681	1265	\$ 923,042,686	19%	1129	\$237,417,718	990	\$199,661,650	

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



TRENDS & ANALYSIS

- Compared to January of FY2016, the overall number of awards made to and contracts executed with Boston University for external funding increased by 14%. The funding associated with these awards represents an **increase of 19% to \$237M**, due in part to the receipt of the CARB-X award.
- There was an increase in the number of BU proposals submitted from July through January FY2017 as compared to July through January FY2016 (87 more) and represented an increase in requested funds by 7%.

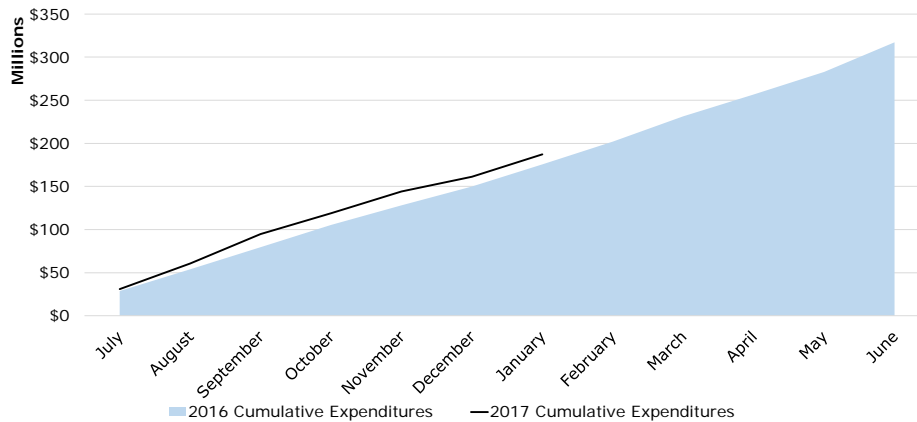
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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 FY17 vs. FY16	January FY17 YTD			January FY16 YTD		
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	10%	55,813,651	18,949,671	74,763,322	50,754,058	17,302,459	68,056,516
CAS	-5%	22,499,579	8,908,791	31,408,370	23,682,303	9,438,665	33,120,968
ENG	5%	14,933,178	6,343,691	21,276,869	14,802,082	5,386,390	20,188,472
SPH	13%	20,023,261	5,151,751	25,175,012	17,709,911	4,598,363	22,308,274
SAR	9%	4,492,433	1,688,739	6,181,172	4,142,471	1,511,508	5,653,978
GSDM	5%	4,146,137	1,600,914	5,747,051	3,812,432	1,683,408	5,495,840
AIC	-11%	4,868,351	1,576,706	6,445,057	5,505,224	1,753,126	7,258,350
SED	32%	2,543,124	367,236	2,910,360	1,978,823	221,204	2,200,027
SSW	-12%	1,225,817	277,522	1,503,339	1,360,643	344,198	1,704,841
NEIDL	12%	6,488,514	1,696,233	8,184,747	5,849,235	1,483,750	7,332,985
QST	-77%	57,160	20,934	78,094	241,064	97,748	338,811
PAR	174%	171,423	10,382	181,805	62,783	3,544	66,327
STH	-26%	207,815	28,669	236,484	283,621	33,915	317,535
COM	-65%	60,540	668	61,208	176,438	0	176,438
MET	-100%	0	0	0	-22,001	-26,052	-48,053
LAW	2129%	728,311	206,732	935,043	41,943	0	41,943
CFA	33%	40,000	0	40,000	30,000	0	30,000
CGS	100%	9,789	0	9,789	0	0	0
OTHER ²	8%	20,733,041	12,096	20,745,137	19,182,185	14,074	19,196,258
TOTAL	6%	\$ 159,042,124	\$ 46,840,735	\$ 205,882,859	\$ 149,593,214	\$ 43,846,299	\$ 193,439,512

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

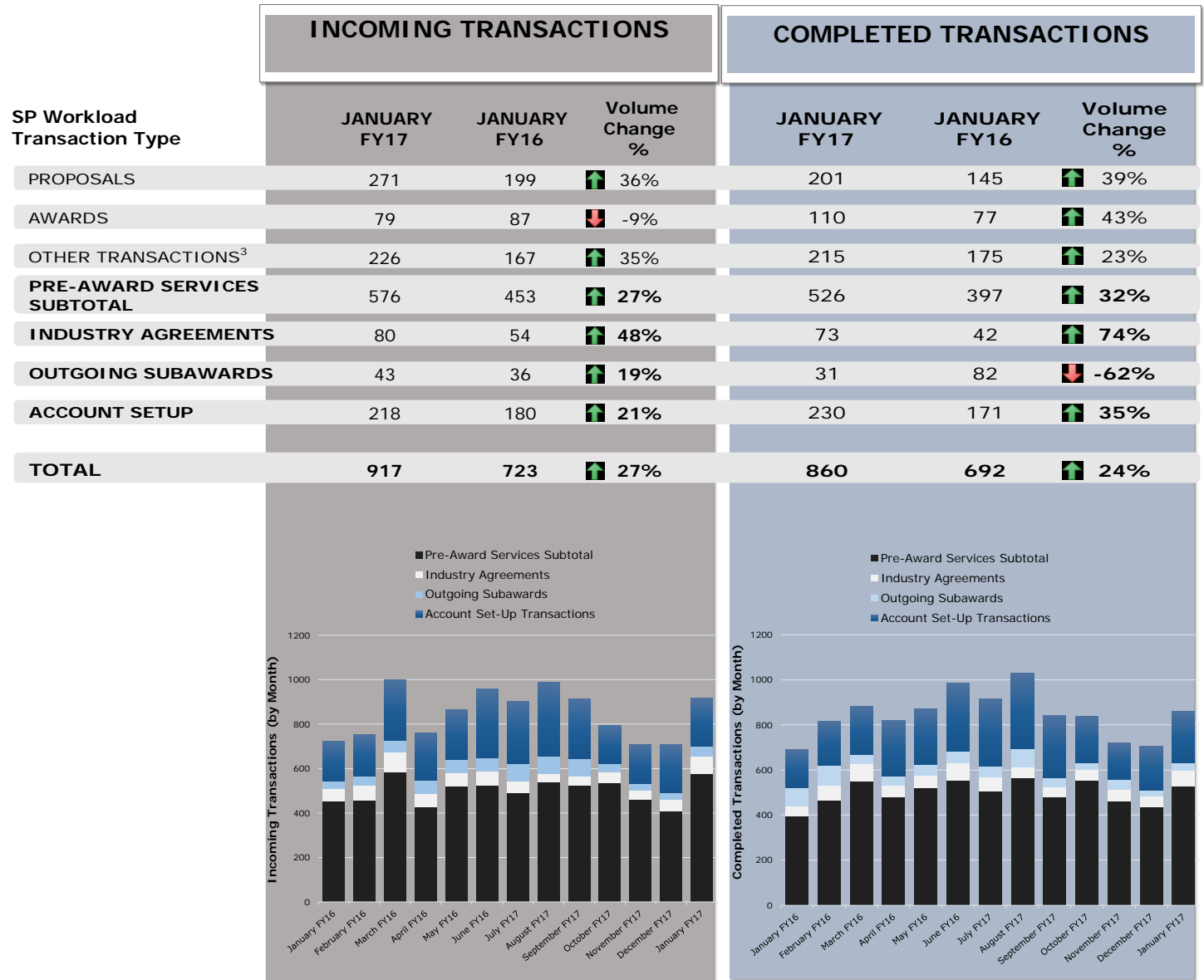


TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU increased slightly and is up by 6% over January 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.



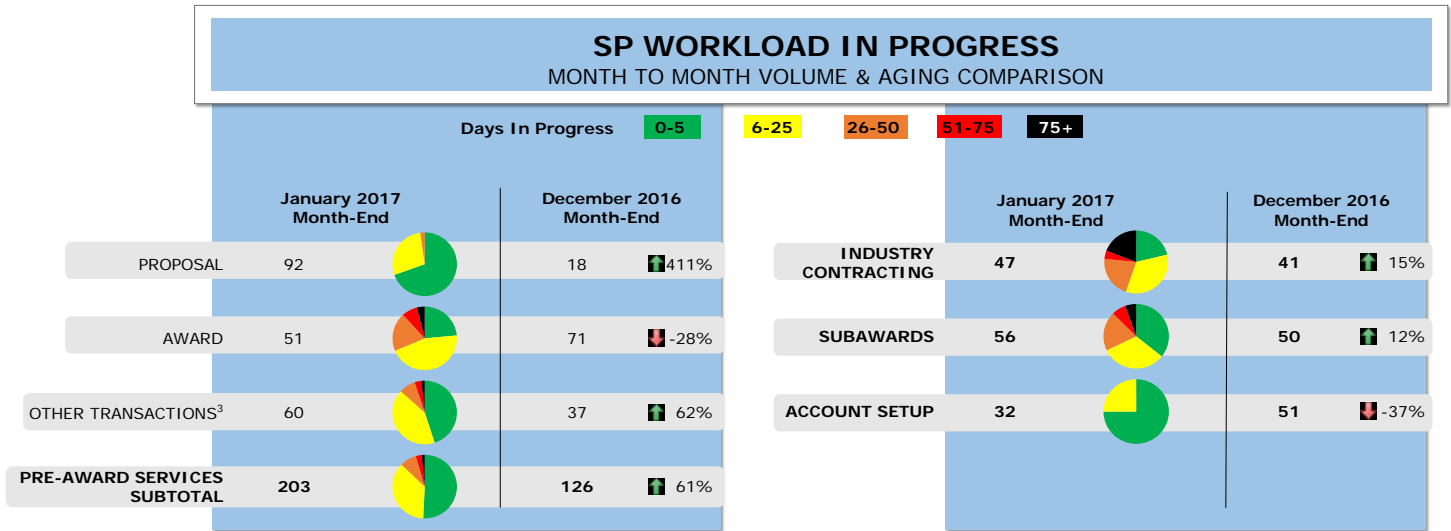
TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 27% compared to January FY16.**
- Completed transactions shows an overall increase of 24%. All incoming transactions except awards saw an increase.

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.

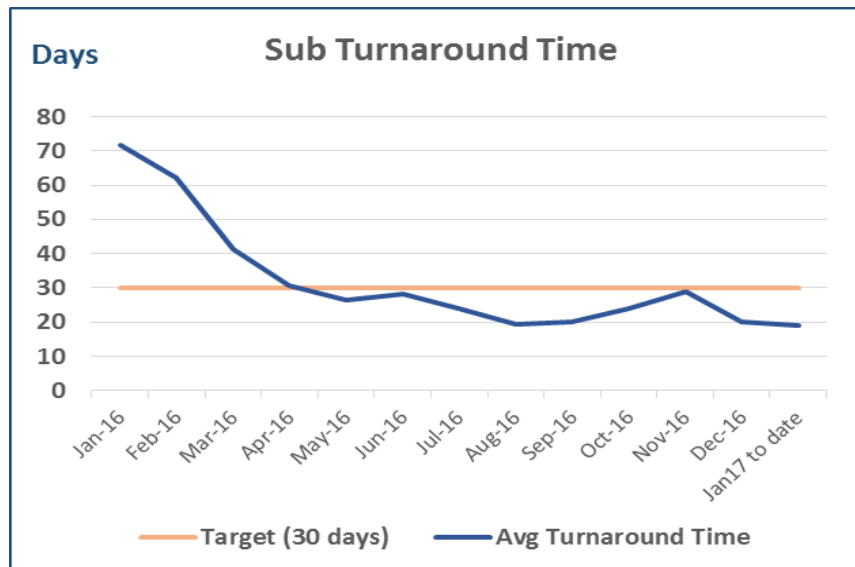
SPONSORED PROGRAMS: Workload and Productivity (continued)

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	54	7	9	6	32
CAS	51	5	6	8	32
ENG	35	5	8	7	15
SPH	28	4	0	7	17
SAR	7	0	2	0	5
GSDM	3	2	0	0	1
SED	5	1	0	1	3
SSW	7	0	0	0	7
Other CRC ⁴	11	2	1	2	6
TOTAL	201	26	26	31	118

TRENDS & ANALYSIS

- 59% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (up from 57% in December).
- One schools (GSDM) submitted **40% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- MED, CAS, SPH, SAR, SED, SSW, 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	54		56%	17%	20%	33%
CAS	51		67%	8%	22%	14%
ENG	35		37%	14%	51%	17%
SPH	28		75%	4%	4%	25%
SAR	7		86%	14%	0%	14%
GSDM	3		33%	67%	67%	33%
SED	5		100%	0%	0%	0%
SSW	7		86%	14%	0%	0%
Other CRC ⁴	11		55%	36%	9%	36%

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:

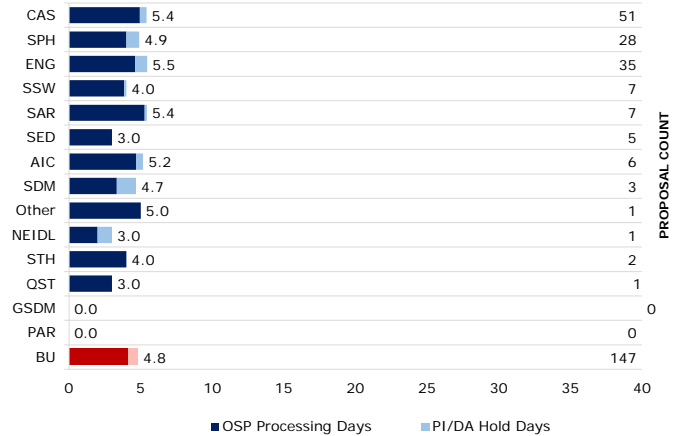
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
-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

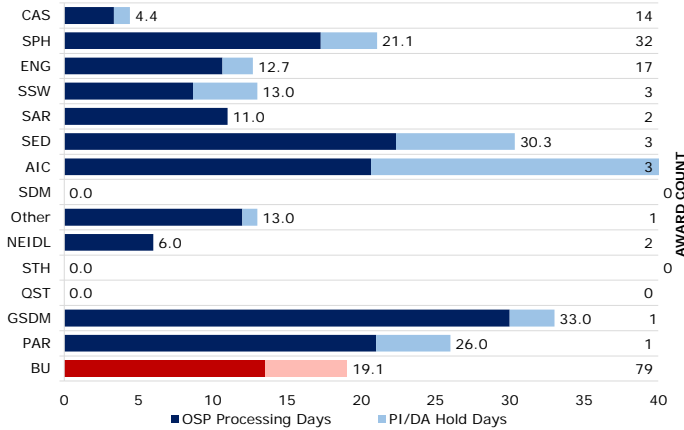
TRENDS & ANALYSIS

- **SP processed proposals within 5.0 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 20.6 days on average, with **8.4 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 13% decrease from December 2016.
- The **Account Set-Up Team has increased their average processing time, but continues to meet the Service Level of Agreement** of processing awards within 5 business days or less.

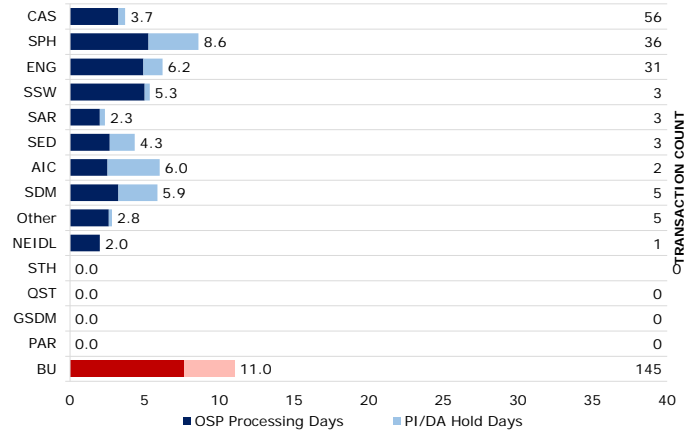
I: PROPOSAL PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



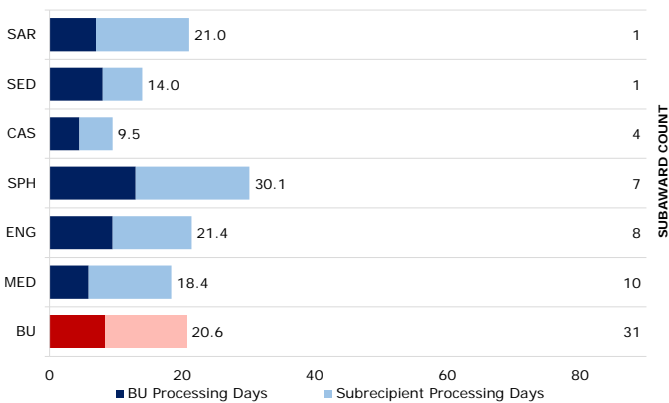
II: AWARD PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



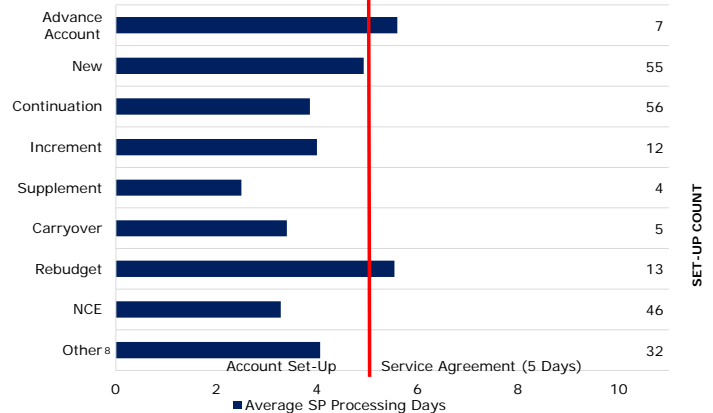
III: OTHER TRANSACTIONS³
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



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