

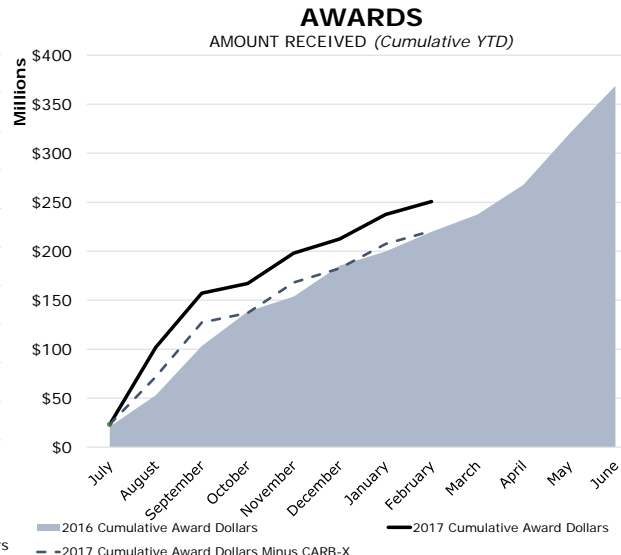
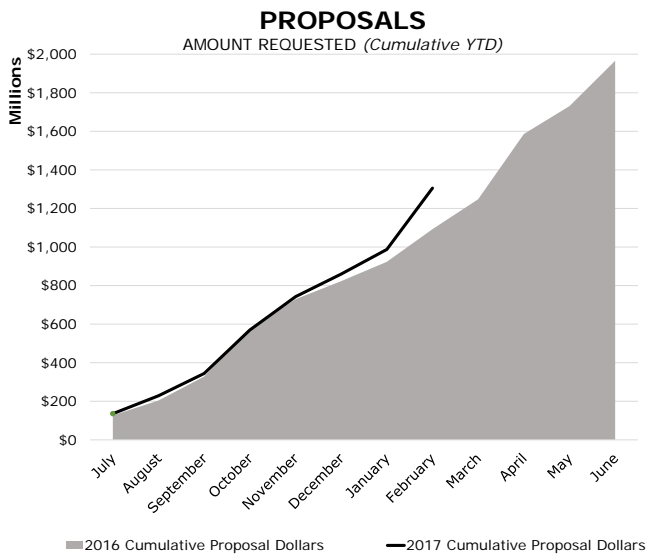
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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	FEBRUARY FY17 YTD		FEBRUARY FY16 YTD		CHANGE (\$) FY17 vs. FY16	FEBRUARY FY17 YTD		FEBRUARY FY16 YTD	
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)
MED	↑ 16%	526	580,578,261	510	500,748,894	↓ -22%	501	70,550,593	388	90,166,492
CAS	↑ 23%	413	256,894,768	377	208,341,097	↓ -1%	213	37,649,174	234	37,924,867
ENG	↑ 49%	263	157,551,402	190	105,781,727	↑ 43%	142	36,529,437	119	25,585,181
SPH	↑ 46%	213	155,181,503	178	106,497,740	↑ 4%	213	34,238,112	194	33,035,912
SAR	↓ -4%	44	37,081,404	52	38,760,824	↓ -8%	38	7,918,833	46	8,602,105
GSDM	↓ -22%	28	28,992,621	36	37,067,500	↓ -20%	27	5,693,249	31	7,097,095
AIC	↓ -3%	46	34,524,189	36	35,750,076	↑ 310%	29	14,231,576	19	3,468,224
SED	↑ 4%	47	21,741,988	39	21,004,840	↑ 51%	22	4,665,226	23	3,088,708
SSW	↓ -9%	26	10,910,725	23	12,038,133	↓ -37%	21	1,819,261	19	2,902,109
NEIDL	↑ 7%	6	14,385,619	8	13,438,688	↓ -30%	9	1,984,979	10	2,849,945
QST	↓ -62%	7	1,019,156	7	2,713,752	↓ -35%	4	316,601	5	487,509
PAR	↓ -84%	3	224,801	7	1,431,582	↓ -59%	3	391,669	6	956,780
STH	↓ -68%	2	202,000	3	628,424	↑ 100%	1	125,000	0	0
COM	↓ -95%	1	25,000	8	555,000	↓ -88%	3	42,500	5	356,000
MET	↓ -100%	0	0	2	583,716	↔ 0%	0	0	0	0
LAW	↑ 100%	1	100,000	0	0	↑ 62923%	2	30,029,999	1	47,649
OTHER ¹	↓ -17%	12	6,249,565	11	7,532,091	↑ 40%	10	4,453,809	8	3,178,187
TOTAL	↑ 19%	1637	\$ 1,305,563,002	1487	\$ 1,092,874,084	↑ 14%	1236	\$ 250,640,018	1108	\$ 219,746,763

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



TRENDS & ANALYSIS

- Compared to February of FY2016, the overall number of awards made to and contracts executed with Boston University for external funding increased by 12%. The funding associated with these awards represents an **increase of 14% to \$250M**, 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 February FY2017 as compared to July through February FY2016 (150 more) and represented an increase in requested funds by 19%.

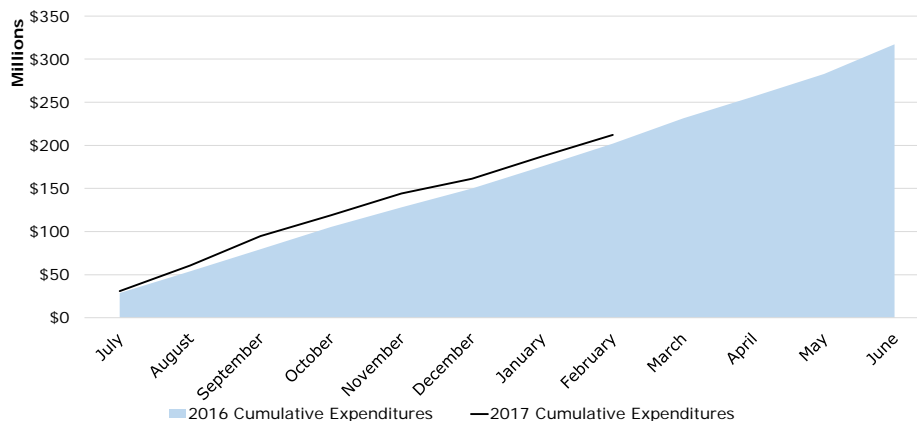
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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	February FY17 YTD			February FY16 YTD			
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)	
MED	↑ 7%	63,198,542	21,674,591	84,873,133	59,405,914	20,065,534	79,471,448	
CAS	↓ -6%	25,056,888	9,940,601	34,997,489	26,564,183	10,530,230	37,094,413	
ENG	↑ 6%	16,706,227	7,043,170	23,749,397	16,420,754	6,039,952	22,460,707	
SPH	↑ 12%	22,746,839	5,954,817	28,701,656	20,159,794	5,355,098	25,514,893	
SAR	↑ 9%	5,097,286	1,945,195	7,042,481	4,770,029	1,716,430	6,486,459	
GSDM	↑ 4%	4,561,202	1,789,632	6,350,834	4,213,224	1,908,300	6,121,525	
AIC	↓ -12%	5,523,953	1,755,757	7,279,710	6,283,130	1,966,025	8,249,155	
SED	↑ 33%	2,774,165	417,749	3,191,914	2,147,325	250,065	2,397,390	
SSW	↓ -11%	1,447,214	316,034	1,763,248	1,583,817	400,462	1,984,279	
NEIDL	↑ 13%	7,541,319	1,939,411	9,480,730	6,645,833	1,726,250	8,372,082	
QST	↓ -72%	72,575	22,115	94,690	241,064	97,726	338,789	
PAR	↑ 133%	180,297	11,117	191,414	78,312	4,001	82,313	
STH	↓ -20%	247,601	36,355	283,956	317,051	38,357	355,408	
COM	↓ -73%	69,626	668	70,294	262,138	0	262,138	
MET	↓ -100%	0	0	0	-22,001	-26,052	-48,053	
LAW	↑ 3270%	1,133,093	280,261	1,413,354	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	↑ 2%	22,219,097	10,264	22,229,361	21,792,229	14,074	21,806,302	
TOTAL	↑ 5%	\$ 178,625,713	\$ 53,137,737	\$ 231,763,450	\$ 170,934,738	\$ 50,086,451	\$ 221,021,189	

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

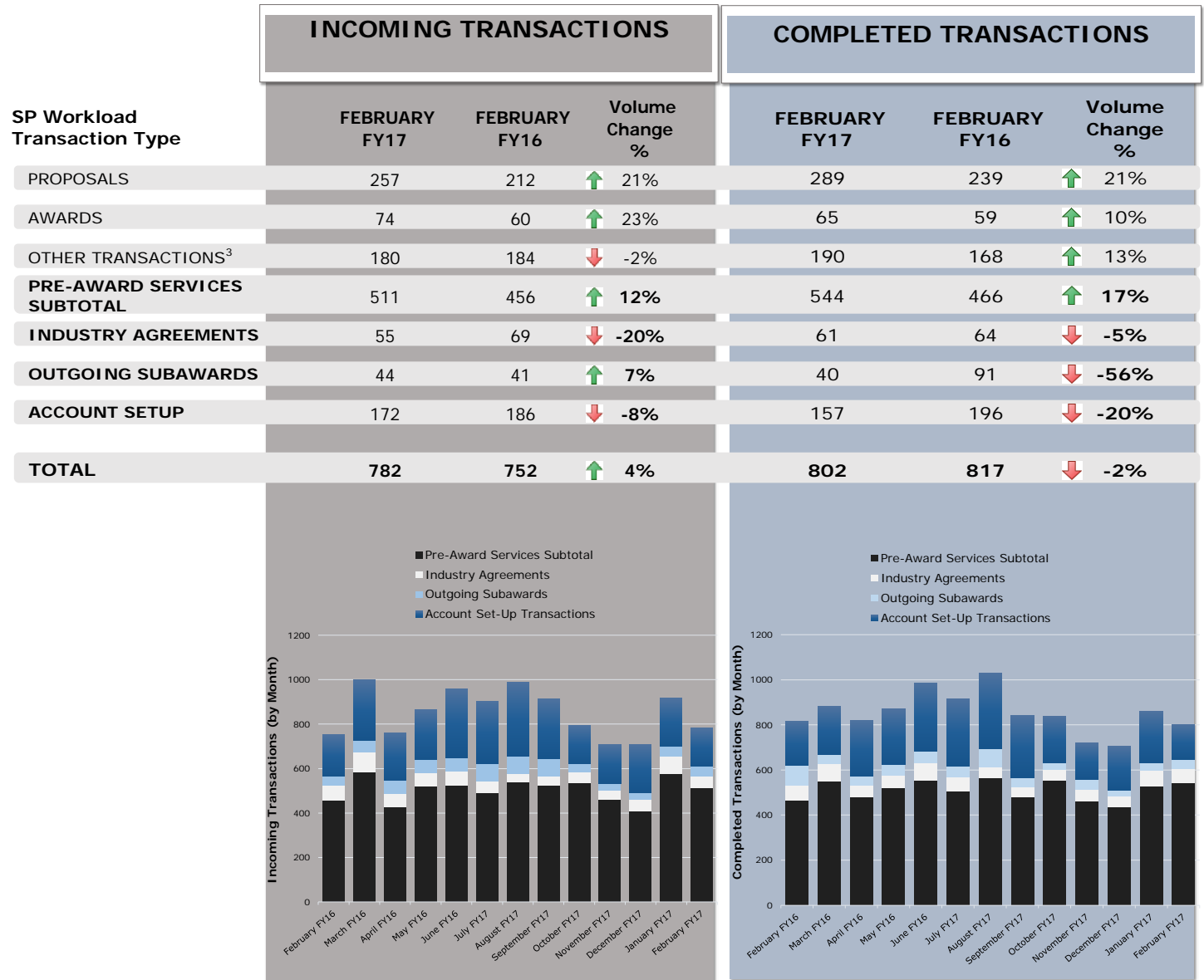


TRENDS & ANALYSIS

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



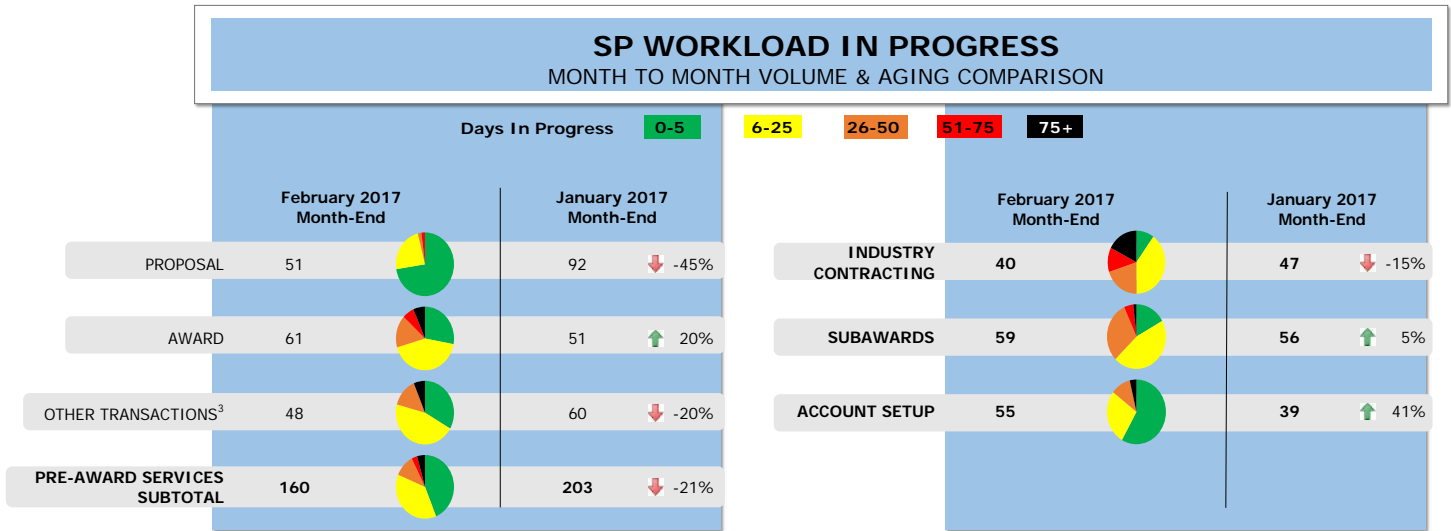
TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 4% compared to February FY16.**
- Completed transactions shows an overall decrease of 2%, much of this is attributed to our success in executing sub awards in under 30 days (average).

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.

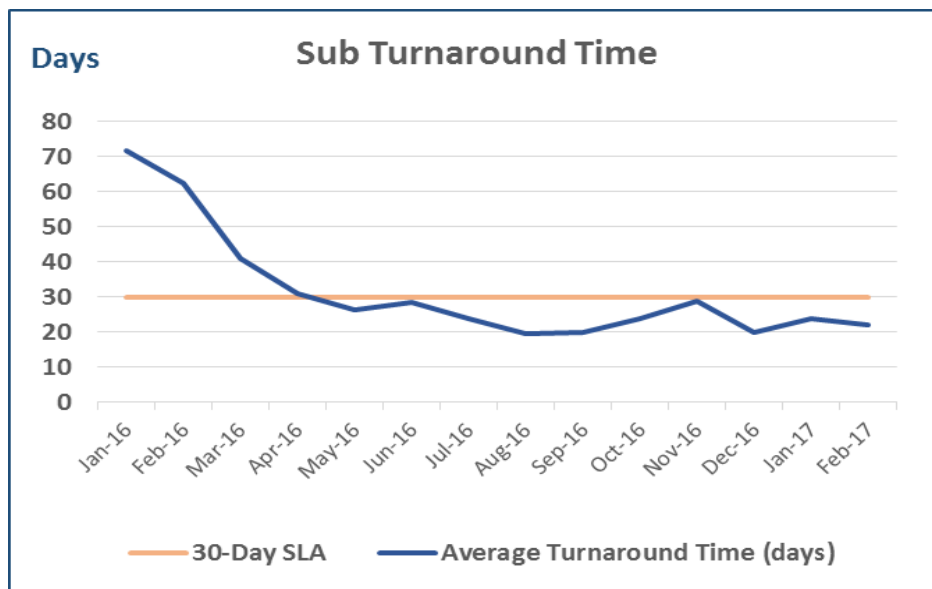
SPONSORED PROGRAMS: Workload and Productivity (continued)

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 time 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	128	13	30	27	58
CAS	68	9	10	9	40
ENG	34	5	7	5	17
SPH	34	2	4	4	24
SAR	9	0	0	0	9
GSDM	4	0	1	0	3
SED	4	0	0	0	4
SSW	1	1	0	0	0
Other CRC ⁴	7	0	1	1	5
TOTAL	289	30	53	46	160

TRENDS & ANALYSIS

- 55% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (down from 59% in January).
- Two schools (MED and ENG) submitted **30% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- MED, CAS, SPH, SAR, GSDM, 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	128		61%	9%	20%	22%
CAS	68		74%	7%	19%	7%
ENG	34		41%	26%	32%	24%
SPH	34		50%	18%	18%	35%
SAR	9		100%	0%	0%	0%
GSDM	4		75%	25%	25%	0%
SED	4		100%	0%	0%	0%
SSW	1		100%	0%	0%	0%
Other CRC ⁴	7		57%	14%	43%	43%

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:

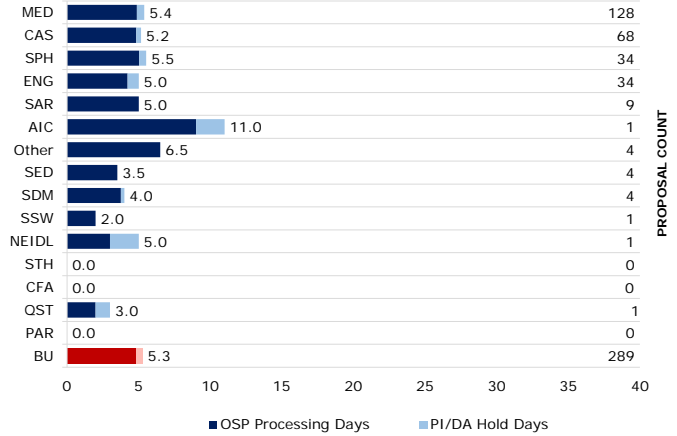
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
-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

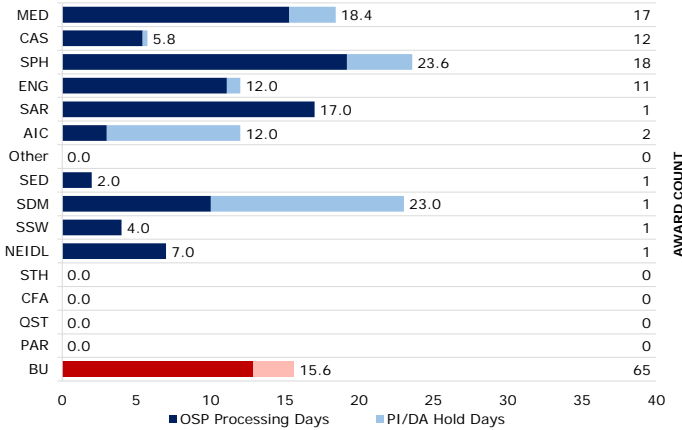
TRENDS & ANALYSIS

- **SP processed proposals within 5.3 business days from initial receipt of documents on average.** Of this, proposals were on-hold 0.5 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 22.2 days on average, with **8.2 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 2% decrease from January 2016.
- The **Account Set-Up Team has decreased their average processing time, and continues to meet the Service Level of Agreement** of processing awards within 5 business days or less.

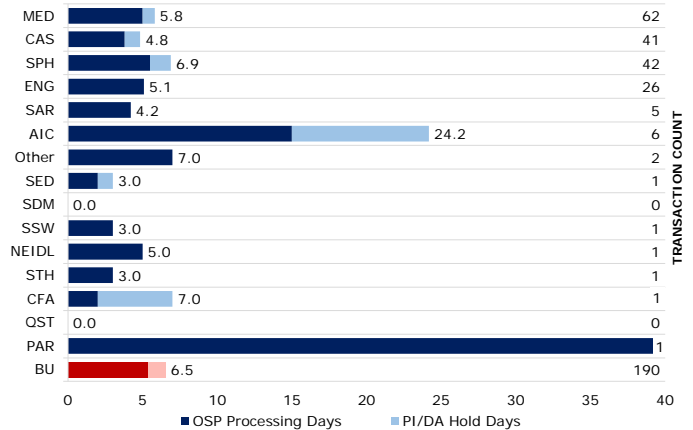
I: PROPOSAL PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



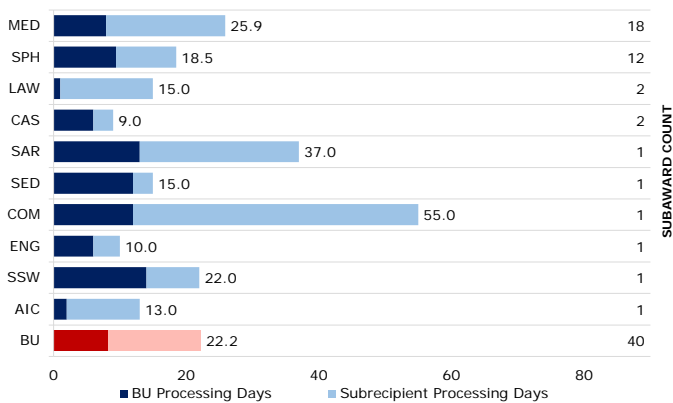
II: AWARD PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



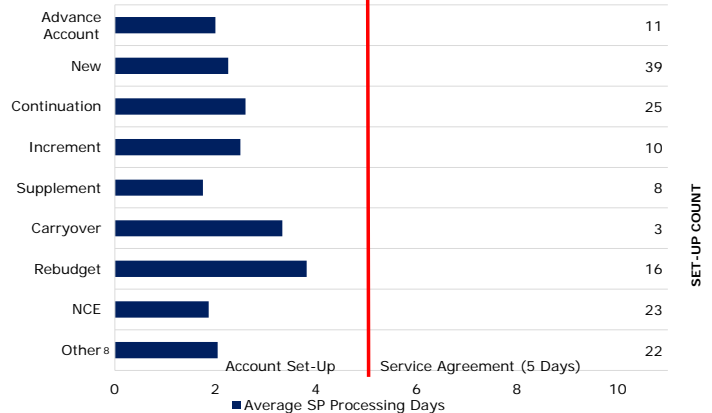
III: OTHER TRANSACTIONS³
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



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