

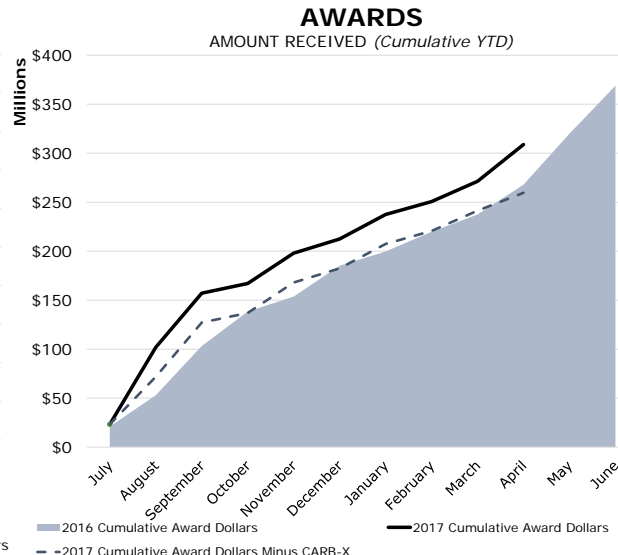
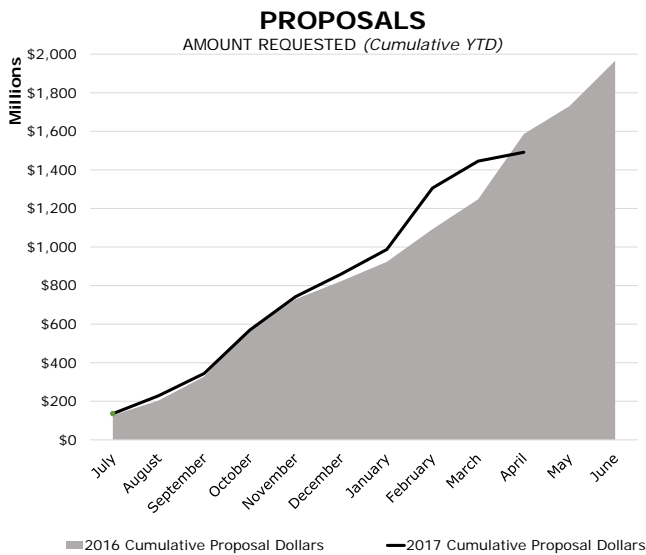
### BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

**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	APRIL FY17 YTD		APRIL FY16 YTD		CHANGE (\$) FY17 vs. FY16	APRIL FY17 YTD		APRIL FY16 YTD	
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)
MED	↑ 12%	604	653,976,764	593	585,766,619	↓ -19%	621	87,807,244	484	108,520,133
CAS	↑ 11%	469	278,574,796	462	251,753,887	↓ -4%	274	45,442,519	306	47,105,874
ENG	↑ 23%	310	179,739,990	232	145,845,551	↑ 20%	177	41,196,020	160	34,443,233
SPH	↑ 15%	259	184,608,895	213	160,204,404	↓ -3%	250	37,340,054	224	38,520,911
SAR	↓ -6%	56	49,182,692	72	52,068,762	↓ -3%	44	9,026,473	49	9,302,644
GSDM	↓ -24%	32	29,855,917	40	39,341,217	↓ -28%	31	6,050,680	34	8,354,505
AIC	↑ 16%	60	50,017,564	49	43,194,656	↑ 222%	39	16,331,653	24	5,065,583
SED	↑ 15%	56	24,510,912	45	21,244,593	↑ 37%	30	6,086,143	25	4,456,120
SSW	↓ -4%	40	14,453,223	33	15,072,551	↓ -37%	23	1,857,240	20	2,953,446
NEIDL	↑ 16%	9	15,566,379	8	13,438,688	↓ -17%	11	3,052,471	16	3,676,207
QST	↓ -24%	9	2,956,205	9	3,881,252	↓ -52%	4	316,601	7	663,233
PAR	↓ -85%	2	213,201	7	1,431,582	↓ -64%	3	391,669	8	1,074,212
STH	↓ -31%	9	491,782	5	708,424	↑ 100%	1	125,000	0	0
COM	↓ -81%	2	125,000	10	655,000	↓ -89%	3	42,500	6	391,000
MET	↓ -100%	0	0	2	583,716	0%	0	0	0	0
LAW	↓ -100%	1	100,000	1	250,000,000	↑ 103435%	4	49,333,467	1	47,649
OTHER <sup>1</sup>	↓ -9%	17	7,034,416	15	7,763,319	↑ 34%	14	4,472,384	10	3,329,732
<b>TOTAL</b>	↓ -6%	<b>1935</b>	<b>\$ 1,491,407,735</b>	<b>1796</b>	<b>\$ 1,592,954,221</b>	↑ 15%	<b>1525</b>	<b>\$308,872,117</b>	<b>1374</b>	<b>\$267,904,483</b>

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



### TRENDS & ANALYSIS

- Compared to April of FY2016, the overall number of awards made to and contracts executed with Boston University for external funding increased by 11%. The funding associated with these awards represents an **increase of 15% to \$309M**, due in part to the receipt of the CARB-X award. Without this award, award funding decreased from last year by 4%.
- There was an increase in the number of BU proposals submitted from July through April FY2017 as compared to July through April FY2016 (139 more) and represented a decrease in requested funds by 6%.

## BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

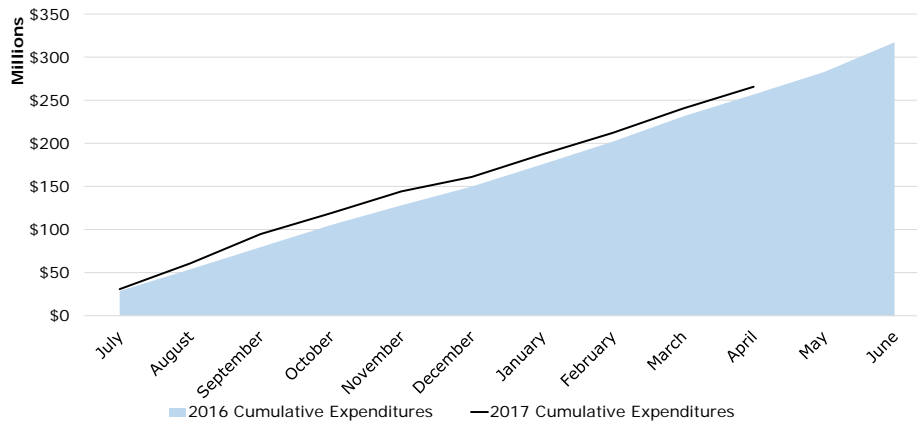
**Purpose:** Represent summary information for each BU School on the level of sponsored expenditures, direct and F&A, for the fiscal year-to-date compared to the year-to-date expenditure levels for this quarter last year, in order to understand directionality of BU's overall sponsored project activity 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	April FY17 YTD			April FY16 YTD		
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	4%	79,725,208	27,441,846	107,167,054	76,717,403	25,953,230	102,670,633
CAS	-6%	30,811,821	12,187,272	42,999,093	32,796,817	12,761,596	45,558,414
ENG	3%	20,435,166	8,532,887	28,968,053	20,671,696	7,572,963	28,244,658
SPH	9%	28,422,705	7,636,343	36,059,048	26,213,151	6,946,506	33,159,657
SAR	8%	6,249,287	2,420,104	8,669,391	5,887,134	2,105,861	7,992,995
GSDM	-2%	5,508,046	2,234,390	7,742,436	5,427,690	2,473,690	7,901,380
AIC	-10%	6,997,715	2,161,150	9,158,865	7,786,978	2,368,598	10,155,577
SED	43%	3,550,892	516,149	4,067,041	2,533,469	307,385	2,840,854
SSW	-19%	1,796,189	379,028	2,175,217	2,220,854	479,888	2,700,742
NEIDL	15%	9,590,946	2,588,874	12,179,820	8,360,660	2,260,394	10,621,054
QST	-67%	102,846	23,977	126,823	276,240	104,125	380,365
PAR	45%	242,320	14,279	256,599	171,507	5,940	177,447
STH	-21%	301,148	39,820	340,968	381,802	47,697	429,499
COM	-64%	128,133	668	128,801	361,502	291	361,793
MET	-100%	0	0	0	7,033	-26,052	-19,019
LAW	3208%	1,549,411	403,749	1,953,160	57,959	1,081	59,040
CFA	105%	63,492	0	63,492	30,941	0	30,941
CGS	100%	9,789	0	9,789	0	0	0
OTHER <sup>2</sup>	3%	24,529,698	24,078	24,553,776	23,855,741	27,166	23,882,907
<b>TOTAL</b>	<b>3%</b>	<b>\$ 220,014,812</b>	<b>\$ 66,604,614</b>	<b>\$ 286,619,426</b>	<b>\$ 213,758,576</b>	<b>\$ 63,390,360</b>	<b>\$ 277,148,936</b>

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

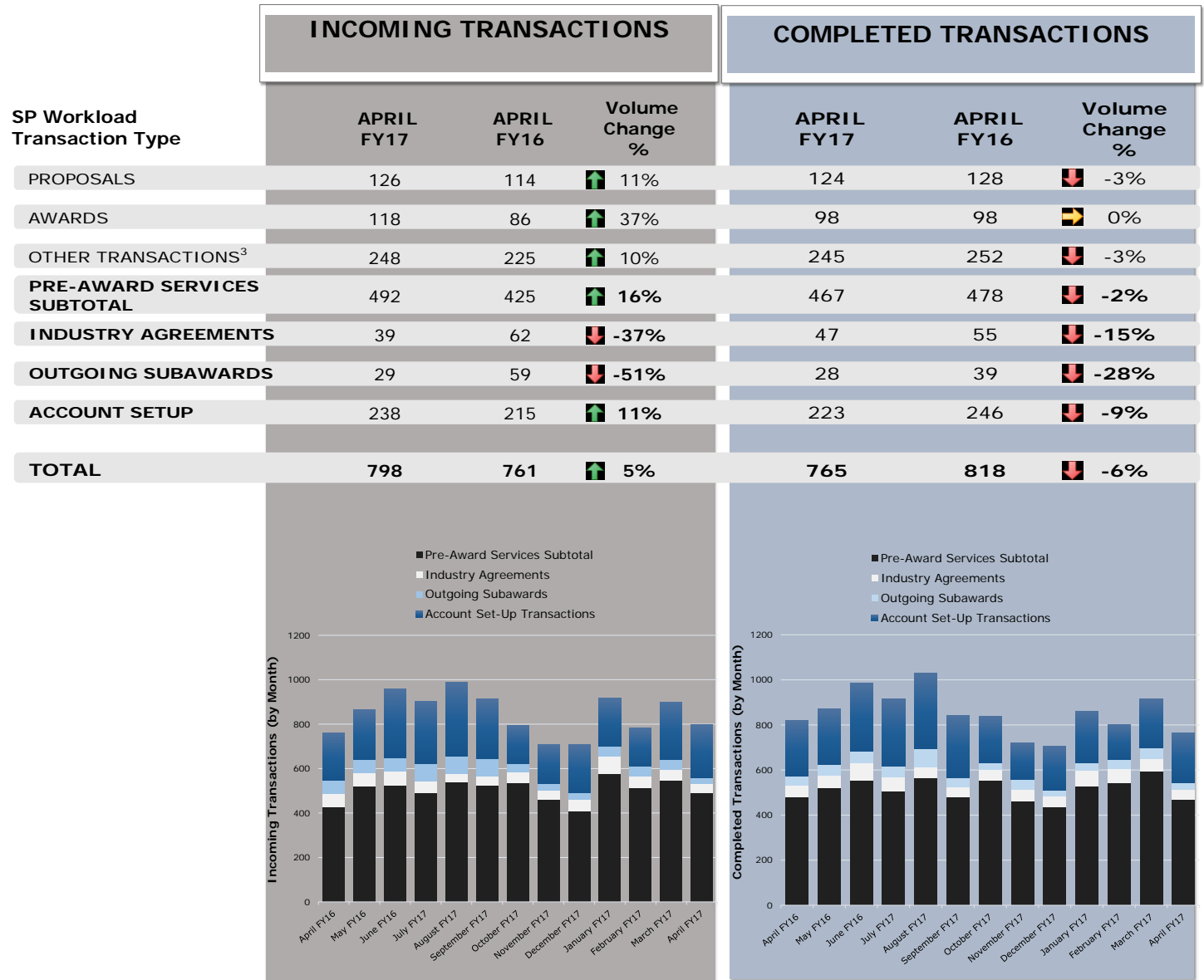


### TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU increased slightly and is up by 3% over April 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.



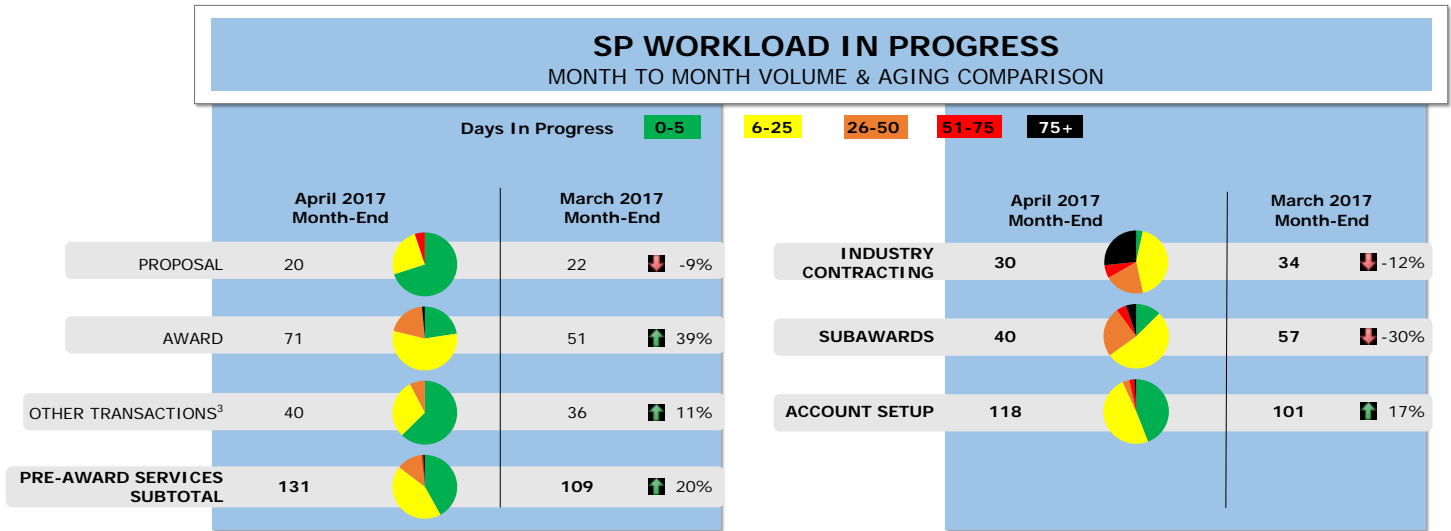
### TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 5% compared to April FY16.**
- Completed transactions shows an overall decrease of 6%, 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.

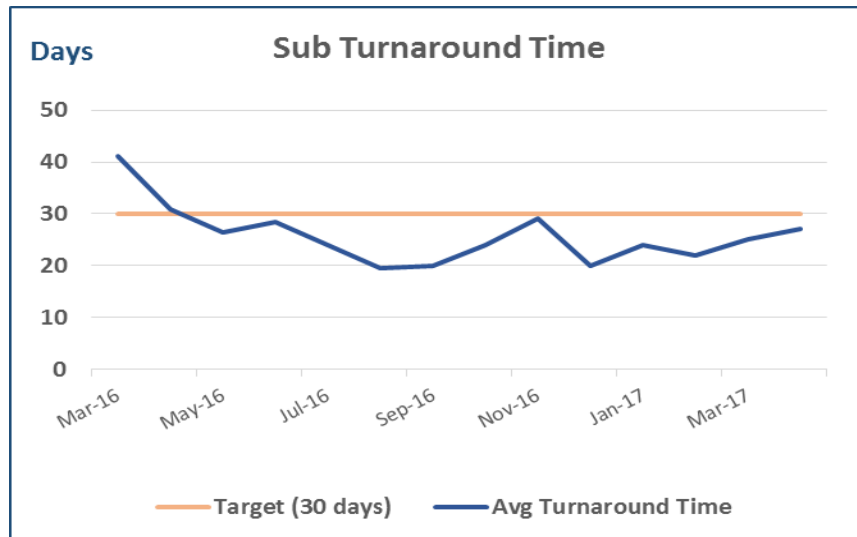
## SPONSORED PROGRAMS: Workload and Productivity (continued)

**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	37	4	3	6	24
CAS	24	7	5	3	9
ENG	17	2	3	0	12
SPH	27	6	3	3	15
SAR	6	2	0	0	4
GSDM	1	0	1	0	0
SED	4	0	0	1	3
SSW	4	0	0	0	4
Other CRC <sup>4</sup>	4	0	0	0	4
<b>TOTAL</b>	<b>124</b>	<b>21</b>	<b>15</b>	<b>13</b>	<b>75</b>

### TRENDS & ANALYSIS

- 60% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (down from 66% in March).
- Four schools (CAS, SPH, SAR and GSDM) submitted **30% or more of proposals to SP within one day or less** of the sponsor proposal deadline.
- MED, CAS, ENG, 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) <sup>5</sup>	BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD <sup>6</sup>
MED	37		65%	11%	11%	24%
CAS	24		63%	13%	25%	17%
ENG	17		53%	18%	29%	41%
SPH	27		67%	19%	11%	15%
SAR	6		83%	0%	17%	0%
GSDM	1		0%	100%	0%	0%
SED	4		75%	0%	0%	25%
SSW	4		100%	0%	0%	0%
Other CRC <sup>4</sup>	4		50%	0%	25%	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:**

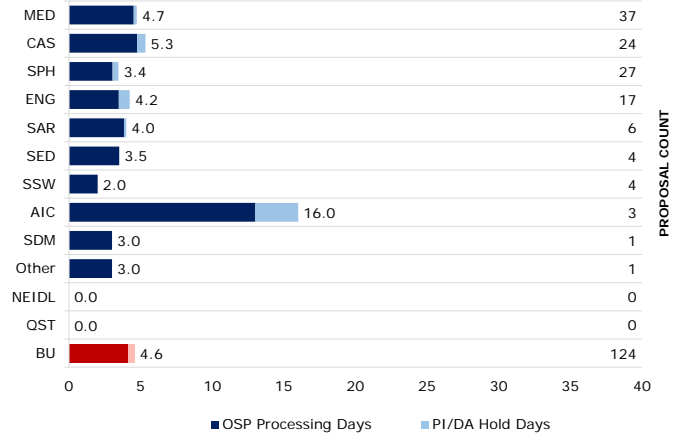
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
-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

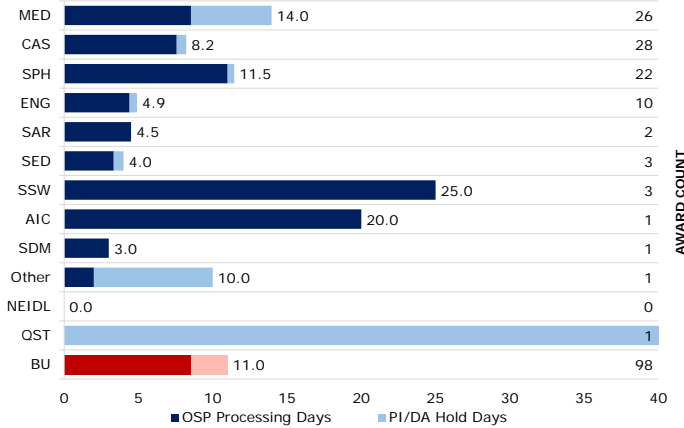
**TRENDS & ANALYSIS**

- **SP processed proposals within 4.6 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 28.8 days on average, with **14.7 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 58% increase from March 2017.
- The **Account Set-Up Team has increased their average processing time to 7.2 days.**

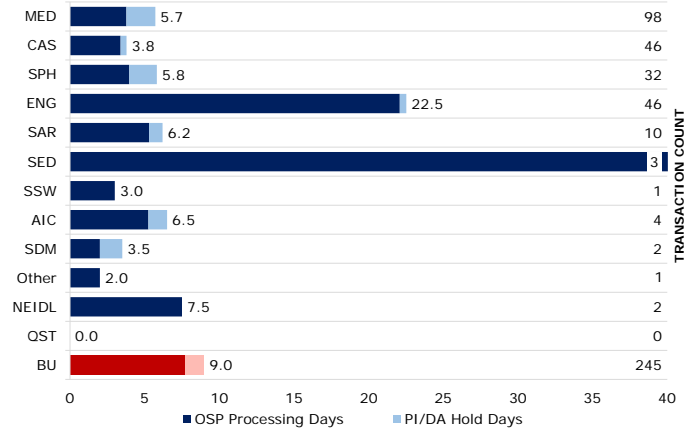
**I: PROPOSAL PROCESSING**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



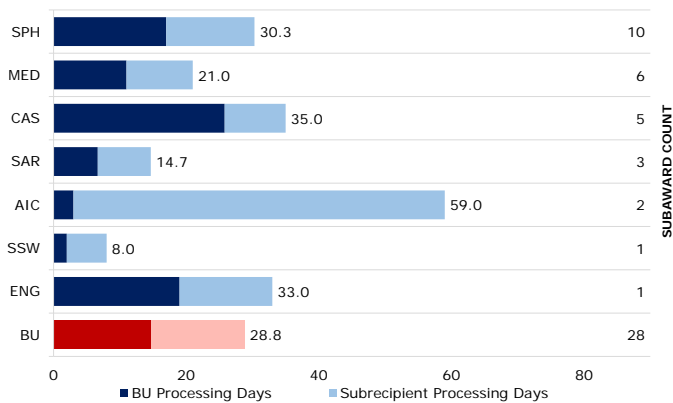
**II: AWARD PROCESSING**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



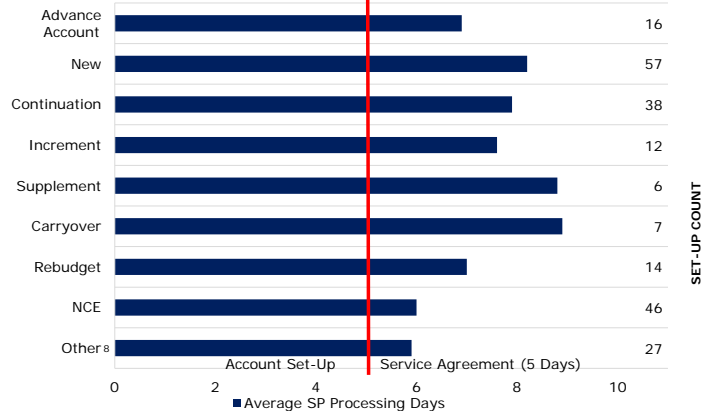
**III: OTHER TRANSACTIONS<sup>3</sup>**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



**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