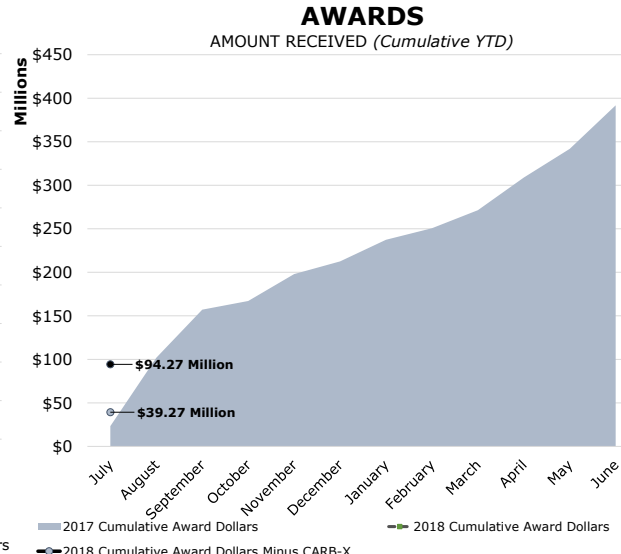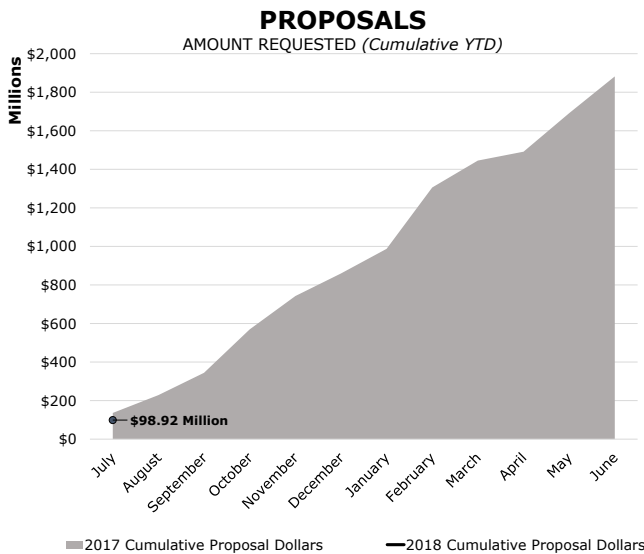## BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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 ($) FY18 vs. FY17	JULY FY18 YTD Count	JULY FY18 YTD Value ($)	JULY FY17 YTD Count	JULY FY17 YTD Value ($)
MED	↓ -39%	44	47,899,268	56	78,816,234
CAS	↑ 6%	29	19,870,985	43	18,775,740
ENG	↑ 145%	24	12,398,517	15	5,053,587
SPH	↓ -52%	15	6,572,095	16	13,658,921
SAR	↓ -4%	5	1,181,735	5	1,237,194
GSDM	↓ -100%	0	-	4	7,937,493
AIC	↑ 95%	4	3,328,737	3	1,704,642
SED	↓ -85%	5	1,167,200	8	7,878,267
SSW	↑ 221%	2	2,221,074	2	691,168
NEIDL	↑ 100%	1	4,128,694	0	-
QST	↓ -100%	0	-	2	363,754
PAR	⇨ 0%	0	-	0	-
STH	↑ 100%	1	150,000	0	-
COM	⇨ 0%	0	-	0	-
MET	⇨ 0%	0	-	0	-
LAW	⇨ 0%	0	-	0	-
OTHER[1]	↓ -100%	0	-	1	557,580
TOTAL	↓ -28%	**130**	**98,918,305**	**155**	**$ 136,674,579**

SPONSORED AWARDS

	CHANGE ($) FY18 vs. FY17	JULY FY18 YTD Count	JULY FY18 YTD Value ($)	JULY FY17 YTD Count	JULY FY17 YTD Value ($)
MED	↑ 18%	93	9,373,517	43	7,932,632
CAS	↑ 65%	36	10,070,489	35	6,085,032
ENG	↑ 3%	16	2,576,154	17	2,490,244
SPH	↓ -23%	12	2,819,588	28	3,639,462
SAR	↓ -27%	5	903,198	6	1,240,035
GSDM	↑ 229%	5	1,073,776	5	326,227
AIC	↑ 267%	5	2,194,720	4	598,794
SED	↑ 100%	1	415,626	0	-
SSW	↓ -100%	0	-	2	378,009
NEIDL	↑ 1008%	2	9,237,402	3	833,536
QST	↑ 559%	2	248,709	1	37,712
PAR	↓ -100%	0	-	1	265,000
STH	↑ 100%	2	250,000	0	-
COM	↓ -100%	0	-	1	7,500
MET	⇨ 0%	0	-	0	-
LAW	↑ 100%	1	55,000,000	0	-
OTHER[1]	↑ 100%	1	107,250	0	-
TOTAL	↑ 296%	**181**	**94,270,429**	**146**	**$ 23,834,183**

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

PROPOSALS
AMOUNT REQUESTED *(Cumulative YTD)*

$98.92 Million

- 2017 Cumulative Proposal Dollars
- 2018 Cumulative Proposal Dollars

AWARDS
AMOUNT RECEIVED *(Cumulative YTD)*

$94.27 Million

$39.27 Million

- 2017 Cumulative Award Dollars
- 2018 Cumulative Award Dollars
- 2018 Cumulative Award Dollars Minus CARB-X

TRENDS & ANALYSIS

- Compared to July of FY2017, the overall number of awards made to and contracts executed with Boston University for external funding increased by 24%**.** The funding associated with these awards represents an **increase of 296% to $94M**, due in part to the receipt of the CARB-X award. Without this award, award funding increased from last year by 69%.
- There was an decrease in the number of BU proposals submitted in July FY2018 compared to July FY2017 (15 more) and represented a decrease in requested funds by 28%.

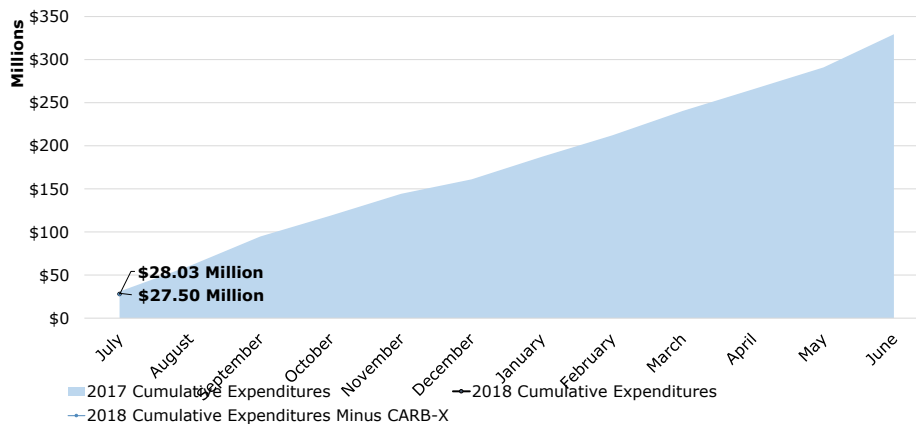## BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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 FY18 vs. FY17	July FY18 YTD			July FY17 YTD		
		DIRECT ($)	F & A ($)	TOTAL ($)	DIRECT ($)	F & A ($)	TOTAL ($)
MED	↓ -21%	6,875,954	2,298,743	9,174,697	8,683,622	2,882,601	11,566,223
CAS	↓ -8%	4,312,336	1,745,962	6,058,298	4,627,195	1,923,989	6,551,184
ENG	↓ -4%	2,714,249	1,205,944	3,920,194	2,748,104	1,352,134	4,100,238
SPH	↑ 1%	2,472,065	658,437	3,130,503	2,421,039	689,641	3,110,680
SAR	↓ -1%	663,329	288,768	952,098	683,231	277,697	960,928
GSDM	↓ -25%	399,237	200,813	600,050	530,332	265,997	796,329
AIC	↑ 18%	1,002,985	308,061	1,311,046	869,562	240,241	1,109,803
SED	↑ 51%	719,422	117,621	837,042	486,151	66,686	552,837
SSW	↑ 42%	299,229	66,938	366,167	188,801	69,019	257,820
NEIDL	↓ -19%	731,366	214,001	945,367	945,520	221,339	1,166,859
QST	↑ 167%	44,485	19,733	64,217	22,342	1,682	24,024
PAR	↑ 164%	46,318	4,098	50,416	17,614	1,518	19,132
STH	↑ 2%	20,567	1,605	22,172	18,379	3,293	21,672
COM	↓ -96%	254	-	254	6,681	-	6,681
MET	⇨ 0%	-	-	-	-	-	-
LAW	↑ 1198764%	450,484	77,016	527,500	44	-	44
CFA	⇨ 0%	-	-	-	-	-	-
CGS	⇨ 0%	-	-	-	-	-	-
OTHER[2]	↓ -41%	377,782	880	378,662	628,878	8,773	637,651
TOTAL	↓ -8%	$ 20,820,730	$ 7,208,621	$ 28,029,351	$ 22,401,221	$ 8,004,610	$ 30,405,831

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

$28.03 Million
$27.50 Million

☐ 2017 Cumulative Expenditures   ⟶ 2018 Cumulative Expenditures
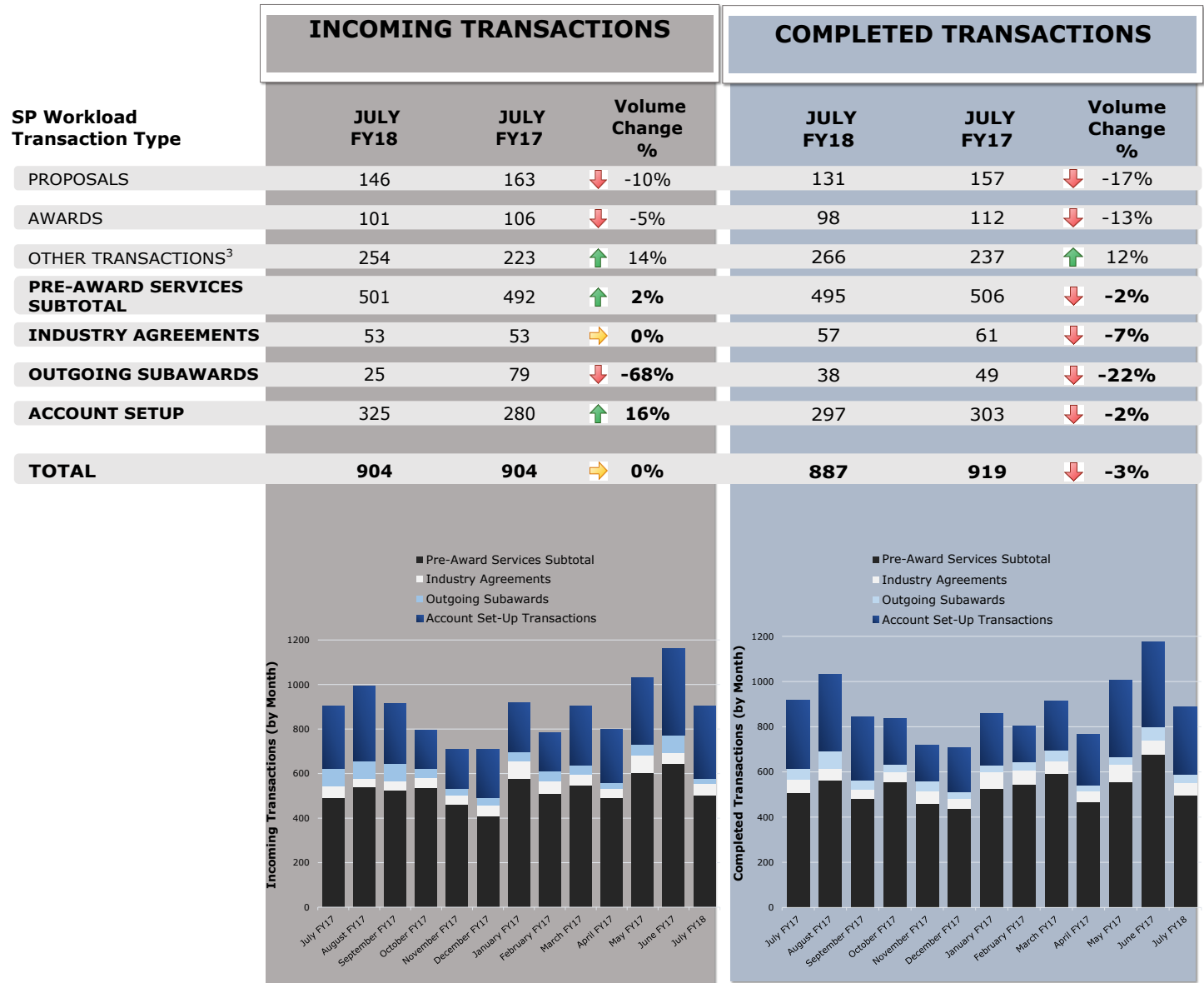⟶ 2018 Cumulative Expenditures Minus CARB-X

TRENDS & ANALYSIS

• The overall level of **sponsored project expenditures for BU decreased and is down by 8% over July 2017**.

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.

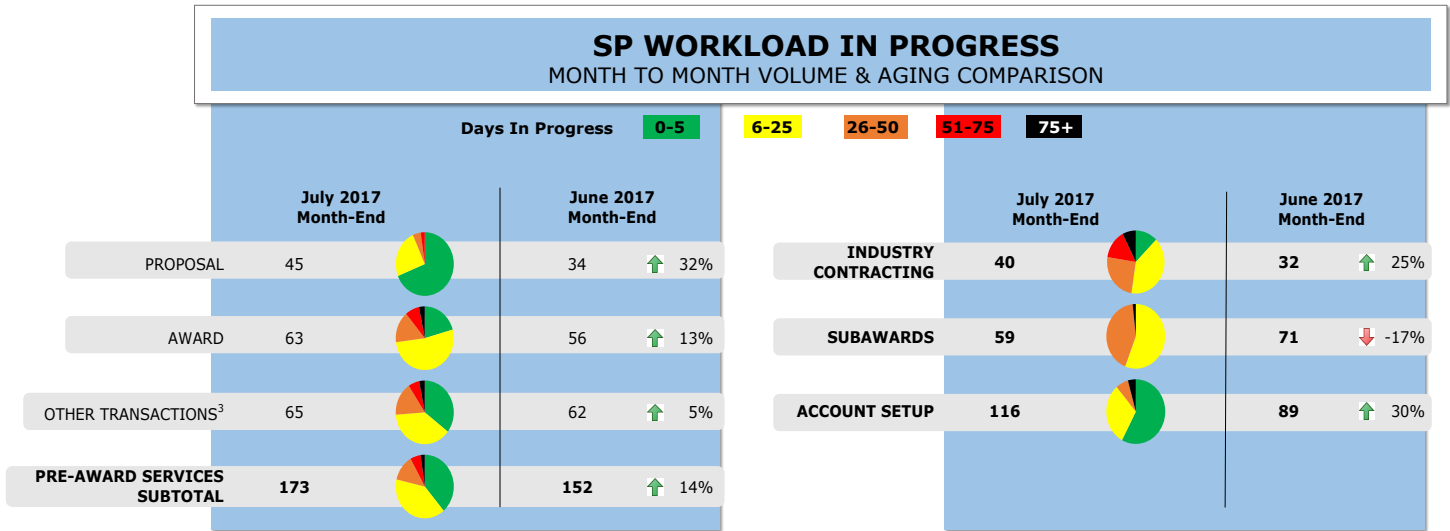| SP Workload Transaction Type	INCOMING TRANSACTIONS			COMPLETED TRANSACTIONS		
	JULY FY18	JULY FY17	Volume Change %	JULY FY18	JULY FY17	Volume Change %
PROPOSALS	146	163	⬇ -10%	131	157	⬇ -17%
AWARDS	101	106	⬇ -5%	98	112	⬇ -13%
OTHER TRANSACTIONS[3]	254	223	⬆ 14%	266	237	⬆ 12%
PRE-AWARD SERVICES SUBTOTAL	501	492	⬆ **2%**	495	506	⬇ **-2%**
INDUSTRY AGREEMENTS	53	53	➡ **0%**	57	61	⬇ **-7%**
OUTGOING SUBAWARDS	25	79	⬇ **-68%**	38	49	⬇ **-22%**
ACCOUNT SETUP	325	280	⬆ **16%**	297	303	⬇ **-2%**
TOTAL	**904**	**904**	➡ **0%**	**887**	**919**	⬇ **-3%**

TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is exactly equal compared to July FY17.**
- Completed transactions shows an overall decrease of 3%. July FY18 shows SP completed 32 fewer transactions as compared to July FY17.
- Compared to June FY17, incoming transactions decreased by 22% and completed transactions decreased by 25%.

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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.

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+

	July 2017 Month-End	June 2017 Month-End				July 2017 Month-End	June 2017 Month-End	
PROPOSAL	45	34	⬆ 32%		INDUSTRY CONTRACTING	40	32	⬆ 25%
AWARD	63	56	⬆ 13%		SUBAWARDS	59	71	⬇ -17%
OTHER TRANSACTIONS[3]	65	62	⬆ 5%		ACCOUNT SETUP	116	89	⬆ 30%
PRE-AWARD SERVICES SUBTOTAL	173	152	⬆ 14%					

TRENDS & ANALYSIS
- All SP Teams have been focusing on addressing aged items and **transactions aged 51-75 and 75+ days.**
- 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.
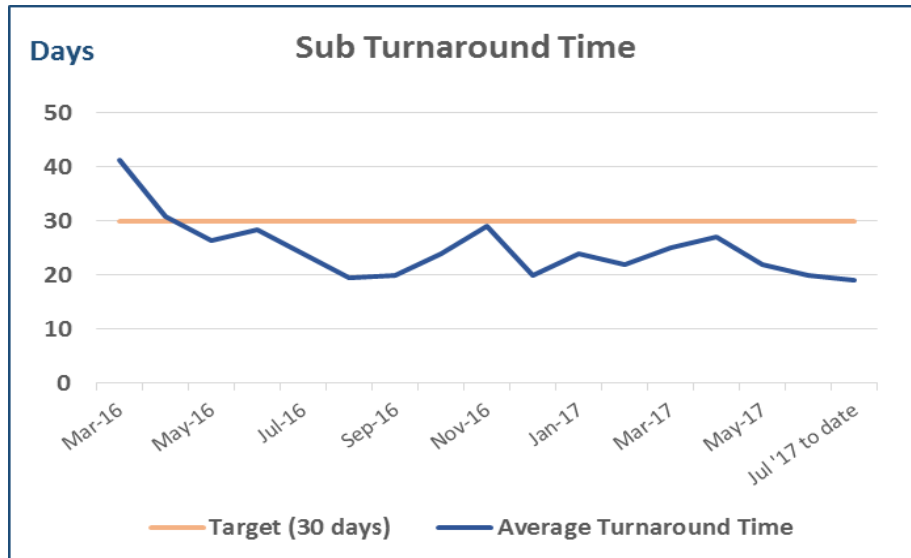
3. Other Transactions included those additional items processed and managed by the SP Pre-Award Service Team, including Progress Reports, Pre-Award Documentation, Sponsor Approval Actions and Other Internal Actions.

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	No Deadline
MED	45	15	13	6	7	4
CAS	29	11	3	2	10	3
ENG	24	12	4	2	6	0
SPH	15	4	3	0	6	2
SAR	5	1	0	0	4	0
GSDM	0	NA	NA	NA	NA	NA
SED	5	0	2	2	1	0
SSW	3	1	2	0	0	0
Other CRC[4]	6	2	1	0	0	3
TOTAL	**132**	**46**	**28**	**12**	**34**	**12**

TRENDS & ANALYSIS

Timeliness
- 26% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (up from 24% in June).
- Four schools (MED, ENG, SSW, and Other CRC) submitted **50% or more of proposals to SP within one day or less** of the sponsor proposal deadline.

Quality
- All schools 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	45		53%	13%	13%	40%
CAS	29		66%	7%	24%	17%
ENG	24		58%	17%	38%	25%
SPH	15		60%	13%	13%	20%
SAR	5		100%	0%	0%	0%
GSDM	0		NA	NA	NA	NA
SED	5		100%	0%	0%	0%
SSW	3		100%	0%	0%	0%
Other CRC[4]	6		50%	17%	50%	0%

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
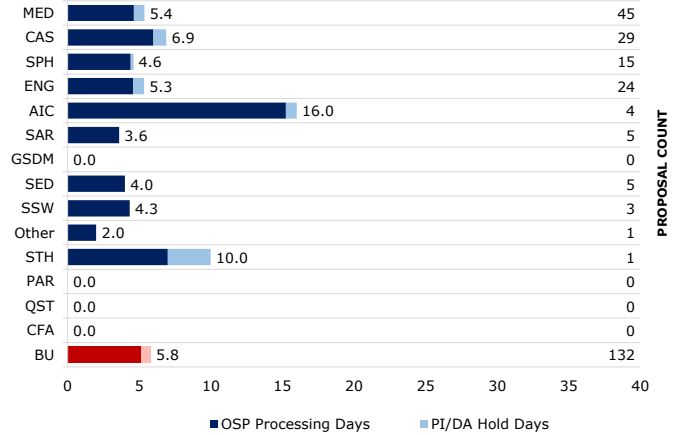

I-III Cycle Days Start: Initial receipt of documents in SP, regardless of whether the materials are complete/ready for submission.
I-III Cycle Days End: Confirmed submission to the sponsor or transaction completed/closed.
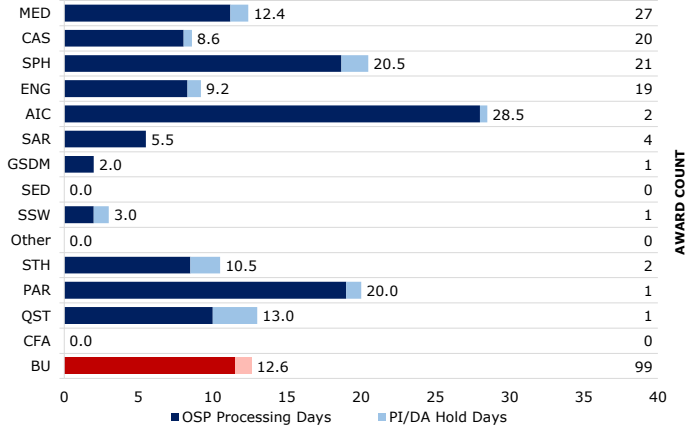
TRENDS & ANALYSIS

- **SP processed proposals within 5.8 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 21.1 days on average, with **13.5 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 14% increase from June 2017.
- The **Account Set-Up Team has increased their average processing time to 5.0 days, still meeting the Service Level Agreement** of processing awards within 5 business days or less.
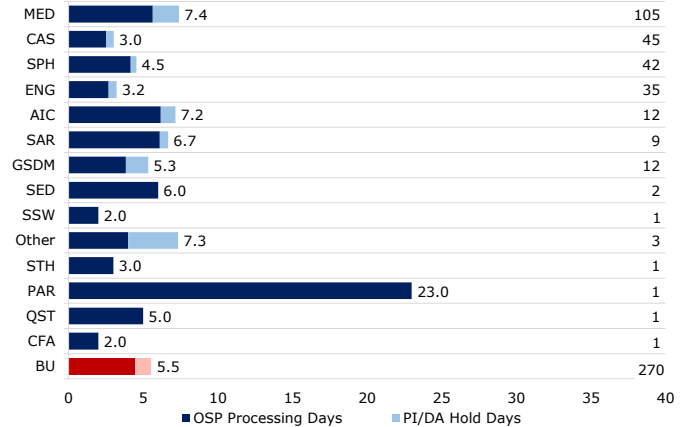
I: PROPOSAL PROCESSING
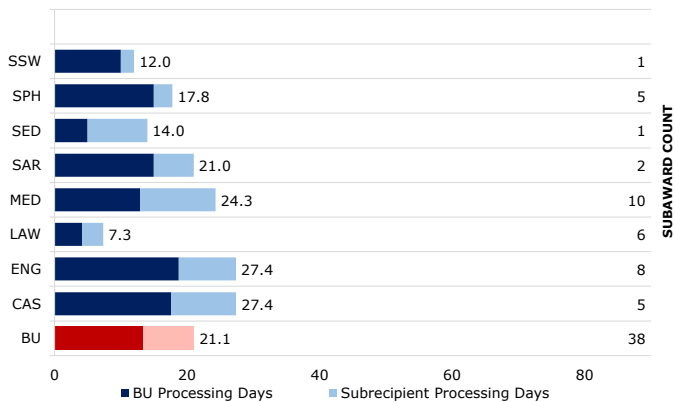AVERAGE CYCLE DAYS (SP vs. Customer Holds)

School	OSP Processing Days	PROPOSAL COUNT
MED	5.4	45
CAS	6.9	29
SPH	4.6	15
ENG	5.3	24
AIC	16.0	4
SAR	3.6	5
GSDM	0.0	0
SED	4.0	5
SSW	4.3	3
Other	2.0	1
STH	10.0	1
PAR	0.0	0
QST	0.0	0
CFA	0.0	0
BU	5.8	132

■ OSP Processing Days   ■ PI/DA Hold Days

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

School	OSP Processing Days	AWARD COUNT
MED	12.4	27
CAS	8.6	20
SPH	20.5	21
ENG	9.2	19
AIC	28.5	2
SAR	5.5	4
GSDM	2.0	1
SED	0.0	0
SSW	3.0	1
Other	0.0	0
STH	10.5	2
PAR	20.0	1
QST	13.0	1
CFA	0.0	0
BU	12.6	99

■ OSP Processing Days   ■ PI/DA Hold Days

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

School	OSP Processing Days	(count)
MED	7.4	105
CAS	3.0	45
SPH	4.5	42
ENG	3.2	35
AIC	7.2	12
SAR	6.7	9
GSDM	5.3	12
SED	6.0	2
SSW	2.0	1
Other	7.3	3
STH	3.0	1
PAR	23.0	1
QST	5.0	1
CFA	2.0	1
BU	5.5	270

■ OSP Processing Days   ■ PI/DA Hold Days

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

School	Processing Days	SUBAWARD COUNT
SSW	12.0	1
SPH	17.8	5
SED	14.0	1
SAR	21.0	2
MED	24.3	10
LAW	7.3	6
ENG	27.4	8
CAS	27.4	5
BU	21.1	38

■ BU Processing Days   ■ Subrecipient Processing Days

V: ACCOUNT SETUP
AVERAGE CYCLE DAYS (SP)
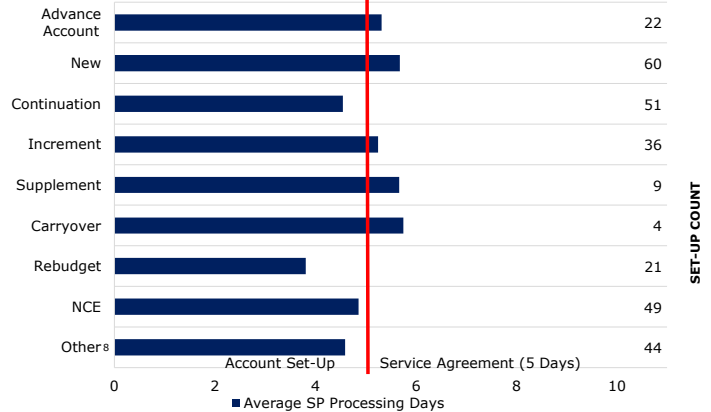
Transaction Type	Average SP Processing Days	SET-UP COUNT
Advance Account		22
New		60
Continuation		51
Increment		36
Supplement		9
Carryover		4
Rebudget		21
NCE		49
Other[8]		44

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

BOSTON UNIVERSITY
SPONSORED PROGRAMS