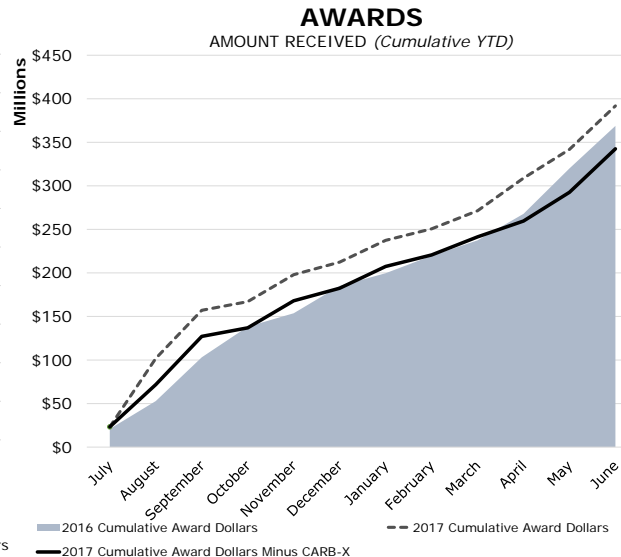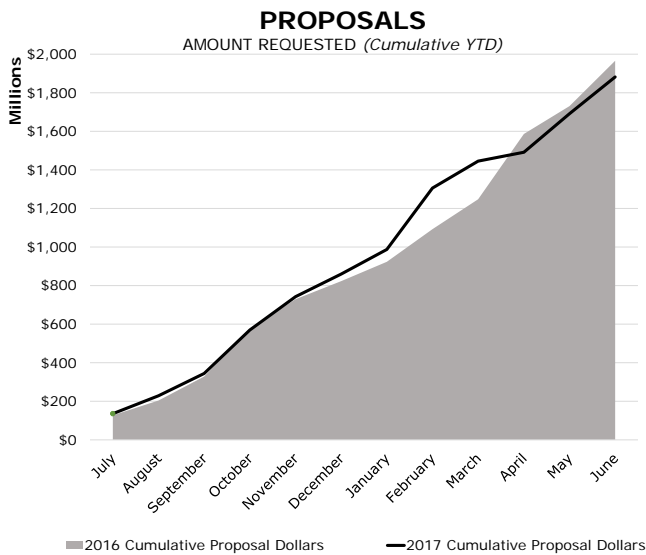## BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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 ($) FY17 vs. FY16	JUNE FY17 YTD Count	JUNE FY17 YTD Value ($)	JUNE FY16 YTD Count	JUNE FY16 YTD Value ($)
MED	▲ 10%	736	822,707,155	715	750,717,426
CAS	▲ 9%	537	318,356,632	522	292,455,317
ENG	▲ 7%	377	209,796,418	295	195,934,827
SPH	▲ 15%	327	243,242,868	268	212,329,802
SAR	▼ -14%	69	58,780,774	84	68,162,461
GSDM	▼ -41%	38	36,553,525	53	62,468,407
AIC	▼ -4%	69	62,465,274	58	64,937,055
SED	▲ 2%	65	25,968,495	56	25,562,385
SSW	▲ 11%	47	18,158,090	37	16,315,854
NEIDL	▲ 12%	12	17,680,848	10	15,829,270
QST	▲ 28%	11	5,016,758	11	3,921,283
PAR	▼ -86%	2	213,201	8	1,567,721
STH	▼ -35%	10	541,382	6	833,424
COM	▼ -81%	2	125,000	10	655,000
MET	▼ -100%	0	0	2	583,716
LAW	▼ -78%	2	55,100,000	3	250,529,884
OTHER[1]	▼ -26%	19	7,264,130	21	9,772,581
TOTAL	▼ -5%	**2323**	**$ 1,881,970,551**	**2159**	**$ 1,972,576,413**

SPONSORED AWARDS

	CHANGE ($) FY17 vs. FY16	JUNE FY17 YTD Count	JUNE FY17 YTD Value ($)	JUNE FY16 YTD Count	JUNE FY16 YTD Value ($)
MED	▼ -21%	812	123,768,499	640	156,054,788
CAS	▲ 3%	362	60,828,024	376	59,225,004
ENG	▲ 21%	241	49,920,617	204	41,295,526
SPH	▼ -13%	327	44,372,706	302	50,918,310
SAR	▼ -5%	61	11,653,815	64	12,313,281
GSDM	▼ -29%	37	7,416,670	44	10,387,507
AIC	▲ 271%	49	22,833,954	34	6,158,312
SED	▲ 55%	43	8,204,315	34	5,305,539
SSW	▼ -47%	30	2,438,324	25	4,614,988
NEIDL	▼ -73%	16	4,516,217	21	16,574,842
QST	▼ -56%	5	324,601	10	737,666
PAR	▼ -4%	4	1,026,169	8	1,074,212
STH	▲ 206%	4	245,079	2	80,000
COM	▼ -85%	4	92,500	9	597,000
MET	▶ 0%	0	0	0	0
LAW	▲ 103435%	4	49,333,467	1	47,649
OTHER[1]	▲ 39%	14	4,855,670	14	3,485,899
TOTAL	▲ 6%	**2013**	**$ 391,830,626**	**1788**	**$ 368,870,523**

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 June of FY2016, the overall number of awards made to and contracts executed with Boston University for external funding increased by 13%. The funding associated with these awards represents an **increase of 6% to $391M**, due in part to the receipt of the CARB-X award. Without this award, award funding decreased from last year by 7%.
- There was an increase in the number of BU proposals submitted from July through June FY2017 as compared to July through June FY2016 (164 more) and represented a decrease in requested funds by 5%.

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		June FY17 YTD			June FY16 YTD		
			DIRECT ($)	F & A ($)	TOTAL ($)	DIRECT ($)	F & A ($)	TOTAL ($)
MED	↑	1%	96,247,648	33,043,664	129,291,312	95,691,158	32,011,701	127,702,859
CAS	↓	-5%	38,408,507	15,424,547	53,833,054	40,878,575	15,938,933	56,817,508
ENG	↑	5%	25,419,344	10,702,259	36,121,603	24,975,505	9,435,016	34,410,521
SPH	↑	11%	35,301,183	9,874,713	45,175,896	31,821,074	8,809,309	40,630,383
SAR	↑	9%	7,518,522	2,987,898	10,506,420	7,058,574	2,545,204	9,603,778
GSDM	↓	-3%	6,611,955	2,716,996	9,328,951	6,548,399	3,021,543	9,569,942
AIC	↑	13%	11,349,304	2,878,387	14,227,691	9,733,049	2,869,237	12,602,286
SED	↑	37%	4,325,161	689,249	5,014,410	3,239,445	411,964	3,651,409
SSW	↓	-17%	2,278,770	475,664	2,754,434	2,723,729	594,804	3,318,533
NEIDL	↑	10%	11,514,606	3,186,531	14,701,137	10,403,589	2,953,389	13,356,978
QST	↓	-37%	239,971	59,465	299,436	351,371	122,154	473,525
PAR	↑	40%	293,324	18,000	311,324	214,257	8,271	222,528
STH	↓	-23%	342,750	48,154	390,904	453,270	54,807	508,077
COM	↓	-70%	149,993	668	150,661	509,539	874	510,413
MET	↓	-100%	0	0	0	7,033	-26,052	-19,019
LAW	↑	4723%	2,460,567	604,967	3,065,534	62,317	1,247	63,564
CFA	↑	54%	63,492	0	63,492	41,100	0	41,100
CGS	↑	100%	9,789	0	9,789	0	0	0
OTHER[2]	↑	2%	4,198,567	12,484	4,211,051	4,112,623	27,004	4,139,627
TOTAL	↑	4%	$ 246,733,453	$ 82,723,646	$ 329,457,099	$ 238,824,607	$ 78,779,405	$ 317,604,012

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

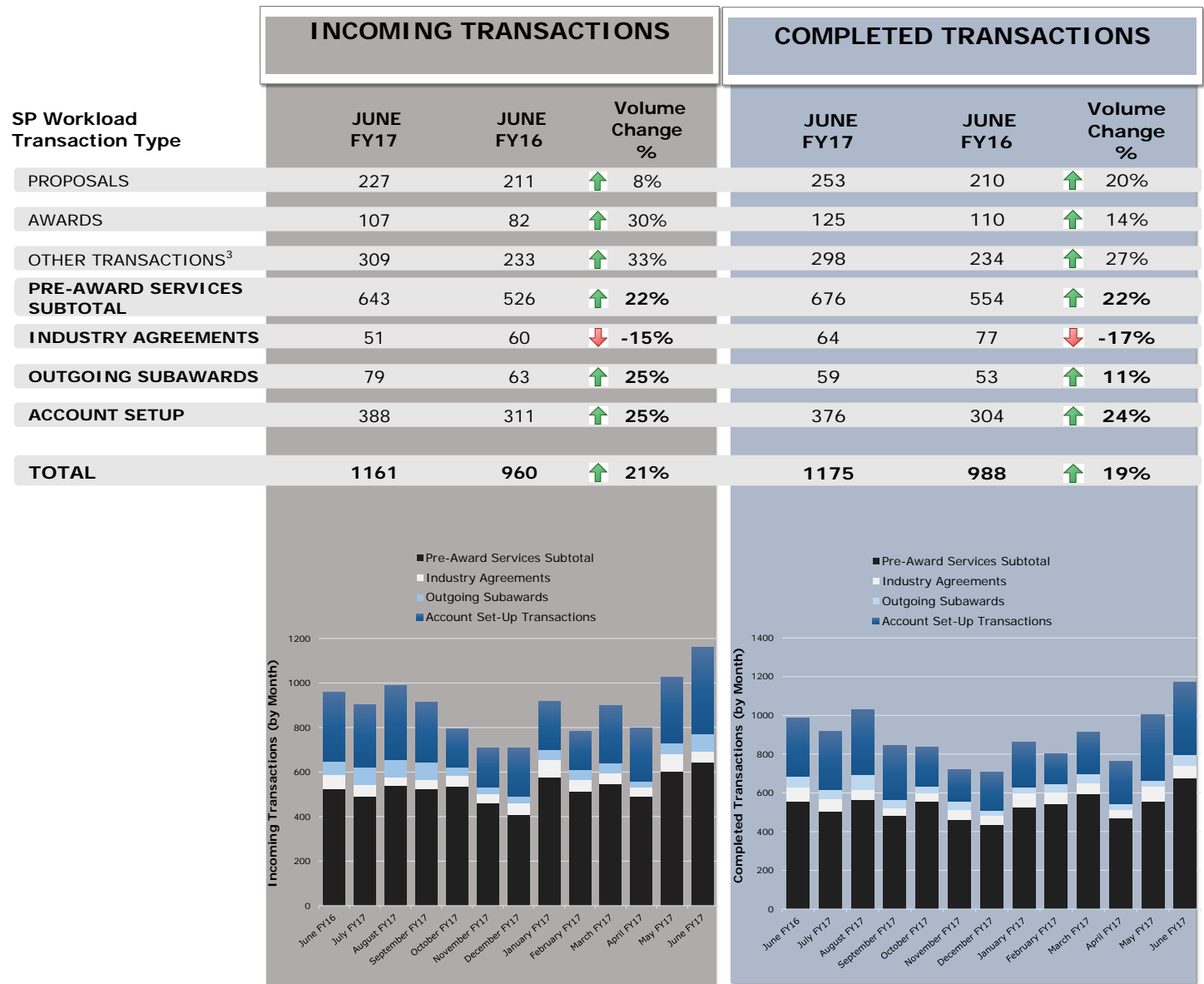Legend: ■ 2016 Cumulative Expenditures — 2017 Cumulative Expenditures
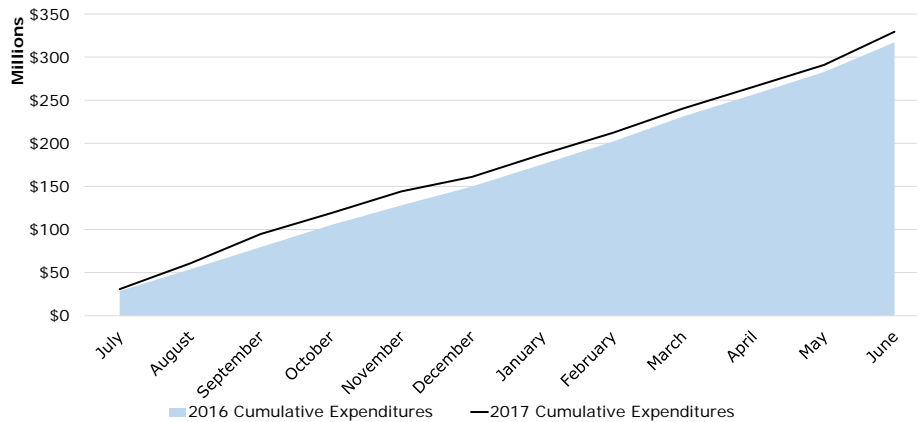
TRENDS & ANALYSIS

- The overall level of **sponsored project expenditures for BU increased slightly and is up by 4% over June 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.
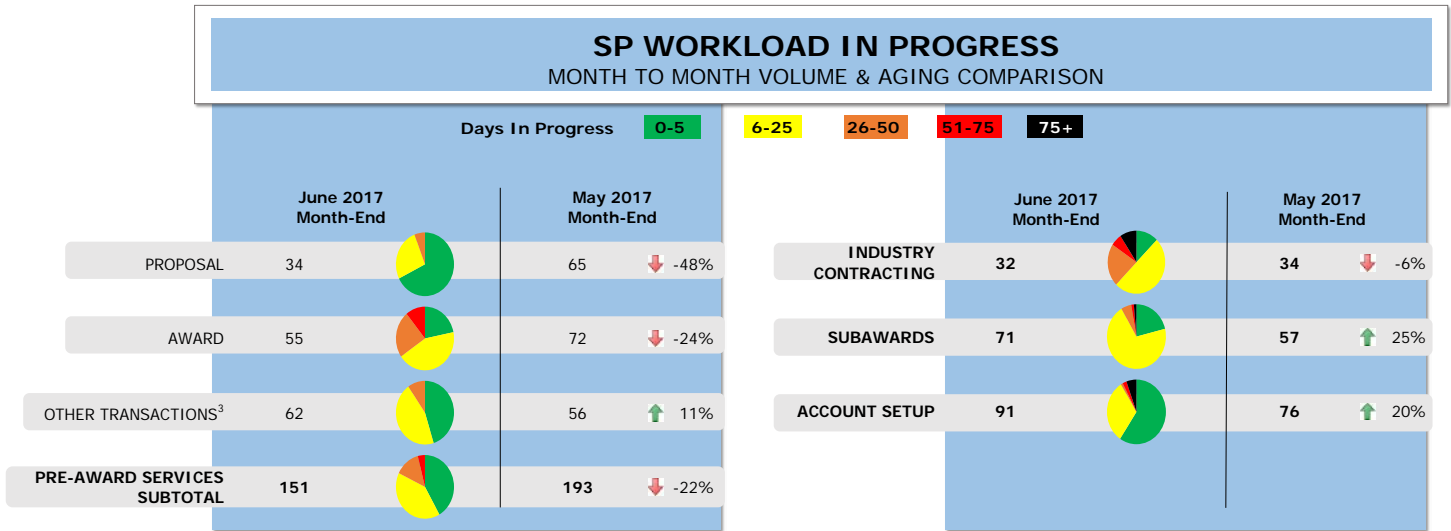
SP Workload Transaction Type	INCOMING TRANSACTIONS			COMPLETED TRANSACTIONS		
	JUNE FY17	JUNE FY16	Volume Change %	JUNE FY17	JUNE FY16	Volume Change %
PROPOSALS	227	211	⬆ 8%	253	210	⬆ 20%
AWARDS	107	82	⬆ 30%	125	110	⬆ 14%
OTHER TRANSACTIONS[3]	309	233	⬆ 33%	298	234	⬆ 27%
PRE-AWARD SERVICES SUBTOTAL	643	526	⬆ **22%**	676	554	⬆ **22%**
INDUSTRY AGREEMENTS	51	60	⬇ **-15%**	64	77	⬇ **-17%**
OUTGOING SUBAWARDS	79	63	⬆ **25%**	59	53	⬆ **11%**
ACCOUNT SETUP	388	311	⬆ **25%**	376	304	⬆ **24%**
TOTAL	**1161**	**960**	⬆ **21%**	**1175**	**988**	⬆ **19%**

TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 21% compared to June FY16.**
- Completed transactions shows an overall increase of 19%. June FY17 shows SP completed 187 more transactions as compared to June FY16.
- Compared to May FY17, incoming transactions increased by 16% and completed transactions increased by 22%.

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+

	June 2017 Month-End	May 2017 Month-End			June 2017 Month-End	May 2017 Month-End
PROPOSAL	34	65 ↓ -48%		INDUSTRY CONTRACTING	32	34 ↓ -6%
AWARD	55	72 ↓ -24%		SUBAWARDS	71	57 ↑ 25%
OTHER TRANSACTIONS[3]	62	56 ↑ 11%		ACCOUNT SETUP	91	76 ↑ 20%
PRE-AWARD SERVICES SUBTOTAL	151	193 ↓ -22%				

TRENDS & ANALYSIS
- All SP Teams have been focusing on addressing aged items and **transactions aged 51-75 and 75+ days**. Pre-Award Teams have eliminated all aging actions in the 75+ bucket.
- 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.
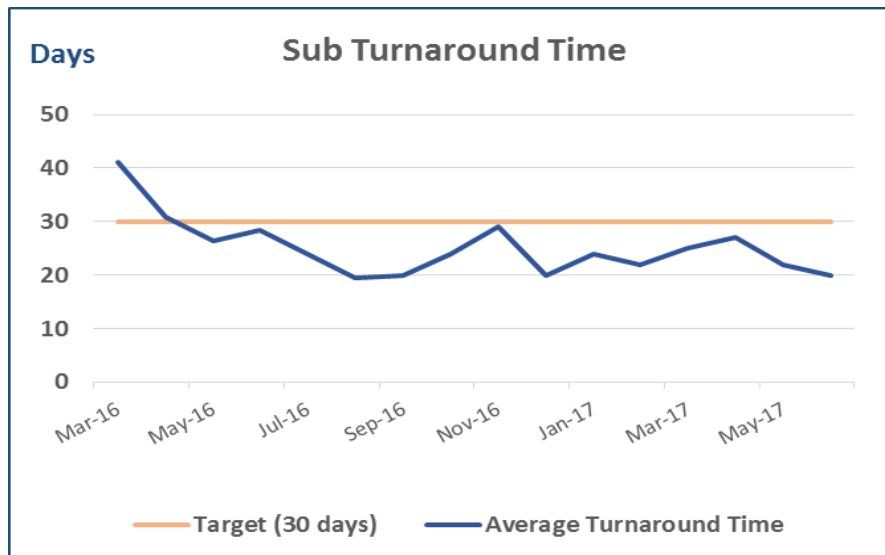
Sub Turnaround Time

— Target (30 days)   — Average Turnaround Time

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	98	11	22	17	48
CAS	51	5	5	7	34
ENG	40	5	6	4	25
SPH	33	0	5	1	27
SAR	8	0	0	0	8
GSDM	5	0	1	1	3
SED	4	0	1	2	1
SSW	4	2	0	0	2
Other CRC[4]	10	2	2	1	5
TOTAL	**253**	**25**	**42**	**33**	**153**

TRENDS & ANALYSIS
Timeliness
- 60% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (down from 68% in May).
- Five schools (MED, ENG, SED, SSW and Other CRC) submitted **25% or more of proposals to SP within one day or less** of the sponsor proposal deadline.

Quality
- MED, 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

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	98		50%	4%	12%	40%
CAS	51		49%	6%	35%	39%
ENG	40		50%	13%	33%	45%
SPH	33		67%	18%	6%	9%
SAR	8		100%	0%	0%	0%
GSDM	5		20%	0%	0%	80%
SED	4		100%	0%	0%	0%
SSW	4		100%	0%	0%	0%
Other CRC[4]	10		60%	20%	10%	30%

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.
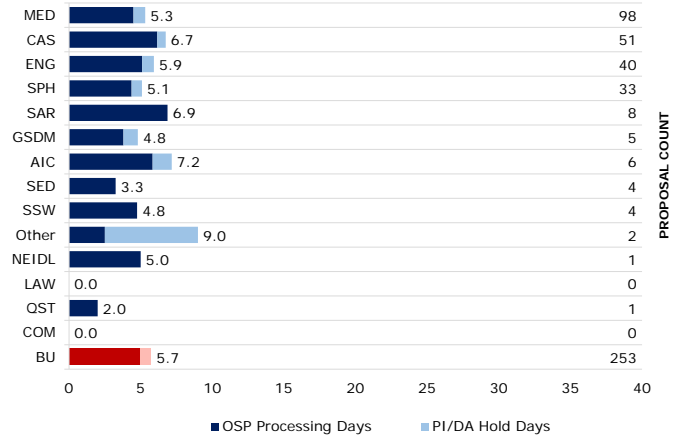
Purpose:

- **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

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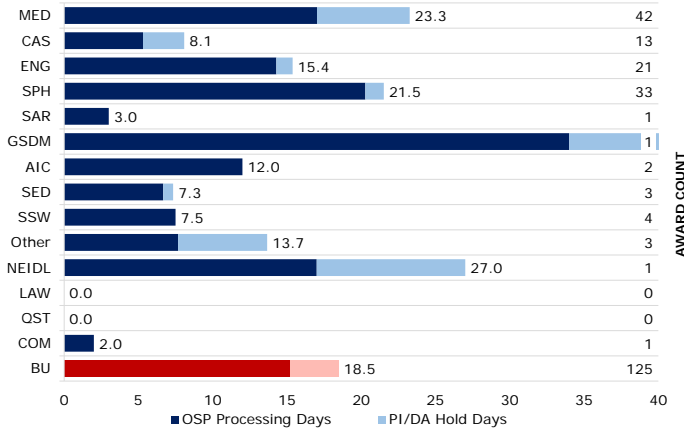**I-III Cycle Days End:** Confirmed submission to the sponsor or transaction completed/closed.

TRENDS & ANALYSIS

- **SP processed proposals within 5.7 business days from *initial* receipt of documents** on average. Of this, proposals were on-hold 0.8 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 22.2 days on average, with **11.8 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 49% increase from May 2017.
- The **Account Set-Up Team has decreased their average processing time to 3.8 days, meeting the Service Level Agreement** of processing awards within 5 business days or less.
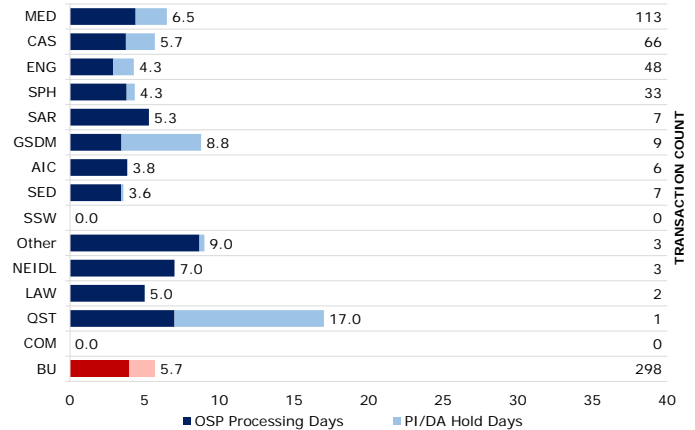
I: PROPOSAL PROCESSING
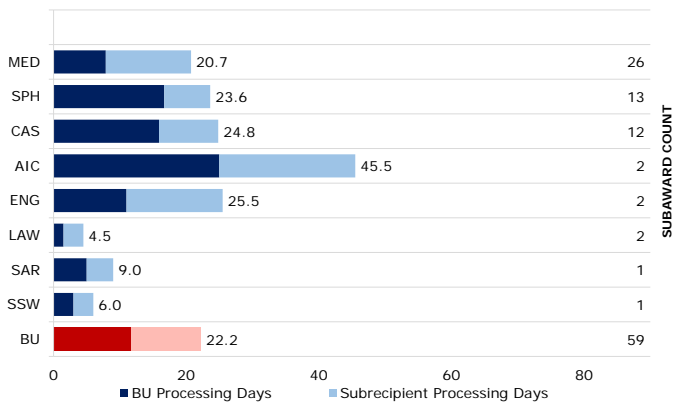AVERAGE CYCLE DAYS (SP vs. Customer Holds)

School	OSP Processing Days	PROPOSAL COUNT
MED	5.3	98
CAS	6.7	51
ENG	5.9	40
SPH	5.1	33
SAR	6.9	8
GSDM	4.8	5
AIC	7.2	6
SED	3.3	4
SSW	4.8	4
Other	9.0	2
NEIDL	5.0	1
LAW	0.0	0
QST	2.0	1
COM	0.0	0
BU	5.7	253

Legend: ■ OSP Processing Days ■ PI/DA Hold Days

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

School	Days	AWARD COUNT
MED	23.3	42
CAS	8.1	13
ENG	15.4	21
SPH	21.5	33
SAR	3.0	1
GSDM		1
AIC	12.0	2
SED	7.3	3
SSW	7.5	4
Other	13.7	3
NEIDL	27.0	1
LAW	0.0	0
QST	0.0	0
COM	2.0	1
BU	18.5	125

Legend: ■ OSP Processing Days ■ PI/DA Hold Days

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

School	Days	TRANSACTION COUNT
MED	6.5	113
CAS	5.7	66
ENG	4.3	48
SPH	4.3	33
SAR	5.3	7
GSDM	8.8	9
AIC	3.8	6
SED	3.6	7
SSW	0.0	0
Other	9.0	3
NEIDL	7.0	3
LAW	5.0	2
QST	17.0	1
COM	0.0	0
BU	5.7	298

Legend: ■ OSP Processing Days ■ PI/DA Hold Days

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

School	Days	SUBAWARD COUNT
MED	20.7	26
SPH	23.6	13
CAS	24.8	12
AIC	45.5	2
ENG	25.5	2
LAW	4.5	2
SAR	9.0	1
SSW	6.0	1
BU	22.2	59

Legend: ■ BU Processing Days ■ Subrecipient Processing Days

V: ACCOUNT SETUP
AVERAGE CYCLE DAYS (SP)
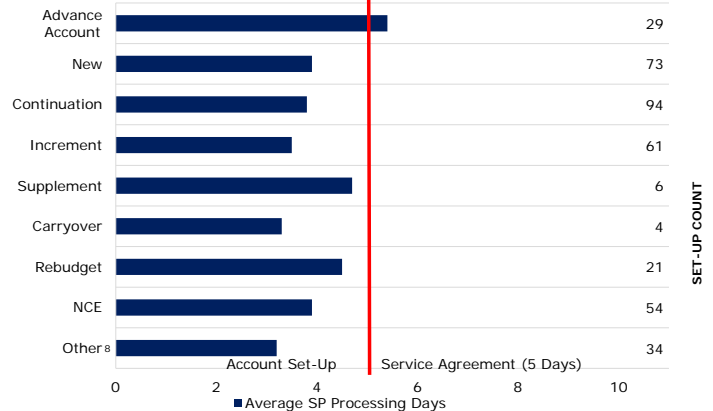
Set-Up Type	SET-UP COUNT
Advance Account	29
New	73
Continuation	94
Increment	61
Supplement	6
Carryover	4
Rebudget	21
NCE	54
Other[8]	34

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