

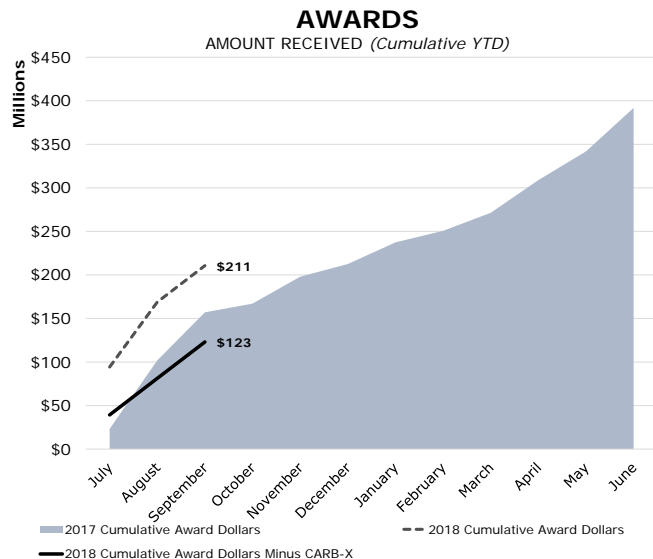
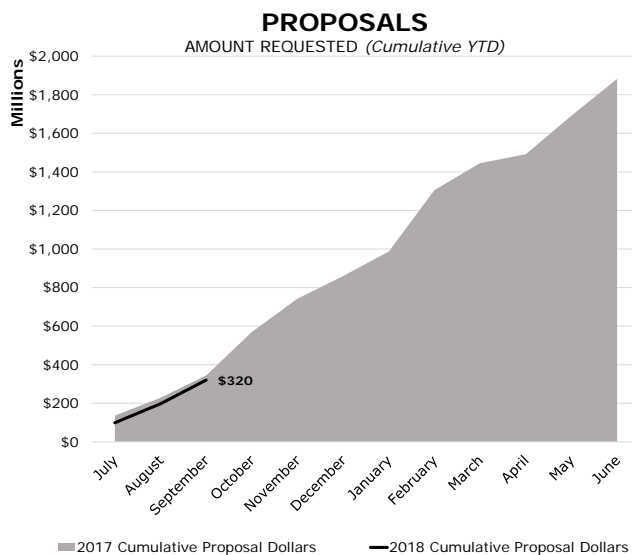
### BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

**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 FY2018.

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 (\$) FY18 vs. FY17	SEPTEMBER FY18 YTD		SEPTEMBER FY17 YTD			CHANGE (\$) FY18 vs. FY17	SEPTEMBER FY18 YTD		SEPTEMBER FY17 YTD	
		Count	Value (\$)	Count	Value (\$)			Count	Value (\$)	Count	Value (\$)
MED	↓ -10%	140	133,356,121	141	147,364,138	↓ -9%	247	39,879,425	165	43,905,500	
CAS	↓ -19%	108	49,054,815	120	60,746,084	↓ 0%	123	24,665,659	119	24,683,847	
ENG	↑ 50%	68	48,502,144	67	32,363,302	↑ 1%	84	15,712,885	66	15,490,672	
SPH	↑ 8%	74	40,980,519	69	37,871,364	↓ -6%	68	15,714,185	95	16,667,121	
SAR	↓ -59%	14	4,888,627	16	11,914,559	↓ -25%	20	3,528,143	21	4,696,257	
GSDM	↓ -19%	4	12,831,367	8	15,812,727	↑ 11%	14	3,341,653	13	3,021,464	
AIC	↓ -15%	9	10,483,295	9	12,390,623	↓ -26%	16	8,314,861	16	11,190,761	
SED	↓ -60%	18	6,480,637	27	16,018,992	↓ -68%	10	868,072	8	2,677,613	
SSW	↑ 38%	12	4,488,835	10	3,261,706	↓ -31%	4	415,651	5	604,778	
NEIDL	↓ -70%	2	4,244,021	5	14,209,578	↑ 717%	3	9,287,402	4	1,137,458	
QST	↓ -53%	1	223,887	3	473,624	↓ -21%	2	248,709	4	316,601	
PAR	↓ -100%	0	-	2	213,201	👉 0%	1	265,000	1	265,000	
STH	↑ 100%	4	3,968,436	0	-	↑ 100%	4	299,911	0	-	
COM	👉 0%	3	213,367	0	-	↑ 662%	2	133,389	2	17,500	
MET	↑ 100%	1	567,577	0	-	👉 0%	0	-	0	-	
LAW	👉 0%	2	-	0	-	↑ 192%	2	87,655,000	2	30,029,999	
OTHER <sup>1</sup>	↓ -89%	3	216,276	3	2,012,148	↓ -86%	3	358,250	5	2,576,382	
TOTAL	↓ -10%	463	320,499,924	480	\$ 354,652,046	↑ 34%	603	210,688,195	526	\$ 157,280,953	

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



### TRENDS & ANALYSIS

- Compared to September of FY2017, the overall number of awards made to and contracts executed with Boston University for external funding increased by 15%. The funding associated with these awards represents an **increase of 34% to \$210.7M**, due in part to the receipt of the CARB-X award. Without this award, award funding decreased from last year by 3%.
- There was a decrease in the number of BU proposals submitted in September FY2018 compared to September FY2017 (17 fewer) and represented a decrease in requested funds by 10%.

## BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

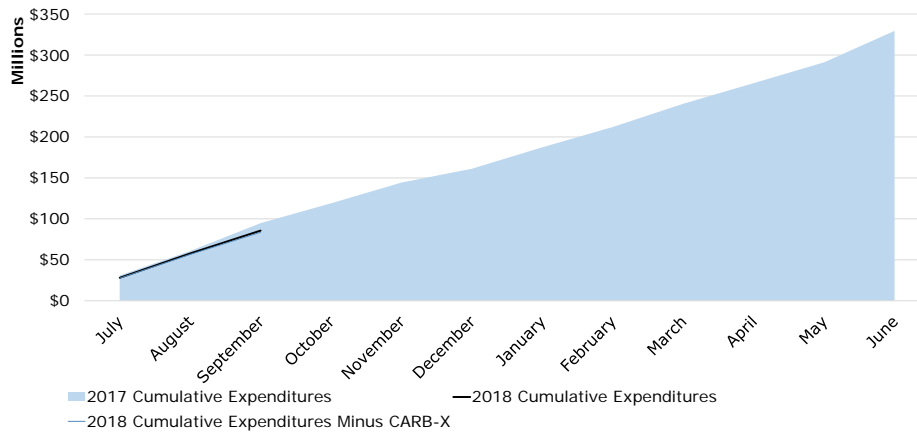
**Purpose:** Represent summary information for each BU School on the level of sponsored expenditures, direct and F&A, for the fiscal year-to-date compared to the year-to-date expenditure levels for this quarter last year, in order to understand directionality of BU's overall sponsored project activity 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	SEPTEMBER FY18 YTD			SEPTEMBER FY17 YTD		
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	↓ -5%	23,713,916	7,383,687	31,097,603	24,489,722	8,194,967	32,684,689
CAS	↓ -2%	11,419,902	4,727,295	16,147,197	11,816,277	4,712,257	16,528,534
ENG	↓ -2%	7,245,123	3,227,272	10,472,395	7,468,013	3,222,141	10,690,154
SPH	↓ -3%	7,968,922	2,268,933	10,237,855	8,453,660	2,112,839	10,566,499
SAR	↑ 10%	2,146,453	906,953	3,053,406	2,027,647	743,024	2,770,671
GSDM	↓ -22%	1,447,193	623,551	2,070,744	1,945,386	720,177	2,665,563
AIC	↑ 20%	2,764,689	930,572	3,695,261	2,342,419	745,515	3,087,934
SED	↑ 46%	2,071,928	297,577	2,369,505	1,454,306	173,105	1,627,411
SSW	↑ 9%	804,341	178,069	982,410	740,463	157,063	897,526
NEIDL	↓ -20%	2,335,797	689,742	3,025,539	3,071,197	712,974	3,784,171
QST	↑ 76%	87,850	29,492	117,342	48,306	18,426	66,732
PAR	↑ 2%	86,765	6,378	93,143	83,735	7,270	91,005
STH	↑ 2%	65,812	5,395	71,207	60,646	9,211	69,857
COM	↓ -90%	5,531	-	5,531	56,374	517	56,891
MET	→ 0%	-	-	-	-	-	-
LAW	↑ 1715%	1,704,073	286,236	1,990,309	70,133	39,519	109,652
CFA	→ 0%	-	-	-	-	-	-
CGS	↓ -100%	-	-	-	9,789	-	9,789
OTHER <sup>2</sup>	↓ -24%	200,973	4,167	205,140	250,895	17,333	268,228
<b>TOTAL</b>	<b>↓ 0%</b>	<b>\$ 64,069,268</b>	<b>\$ 21,565,319</b>	<b>\$ 85,634,587</b>	<b>\$ 64,379,179</b>	<b>\$ 21,586,338</b>	<b>\$ 85,965,517</b>

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

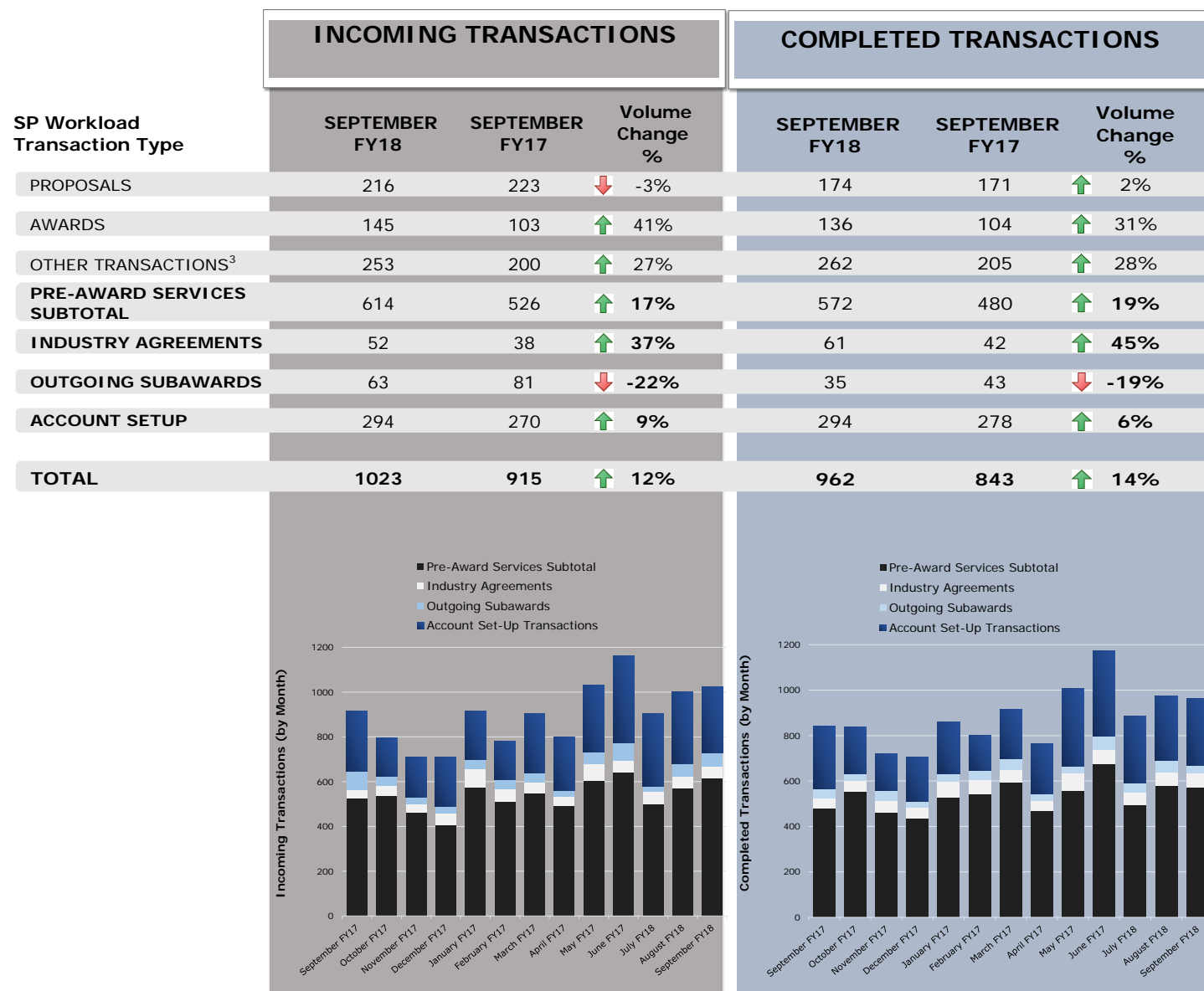


### TRENDS & ANALYSIS

- The overall level of **sponsored project expenditures for BU decreased slightly, by less than 1% compared to September FY2017.**

## 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.



### TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 12% compared to September FY17.**
- Completed transactions shows an overall increase of 14%. September FY18 shows SP completed 119 more transactions as compared to September FY17.
- Compared to August FY18, incoming transactions increased by 2% and completed transactions remained the same.

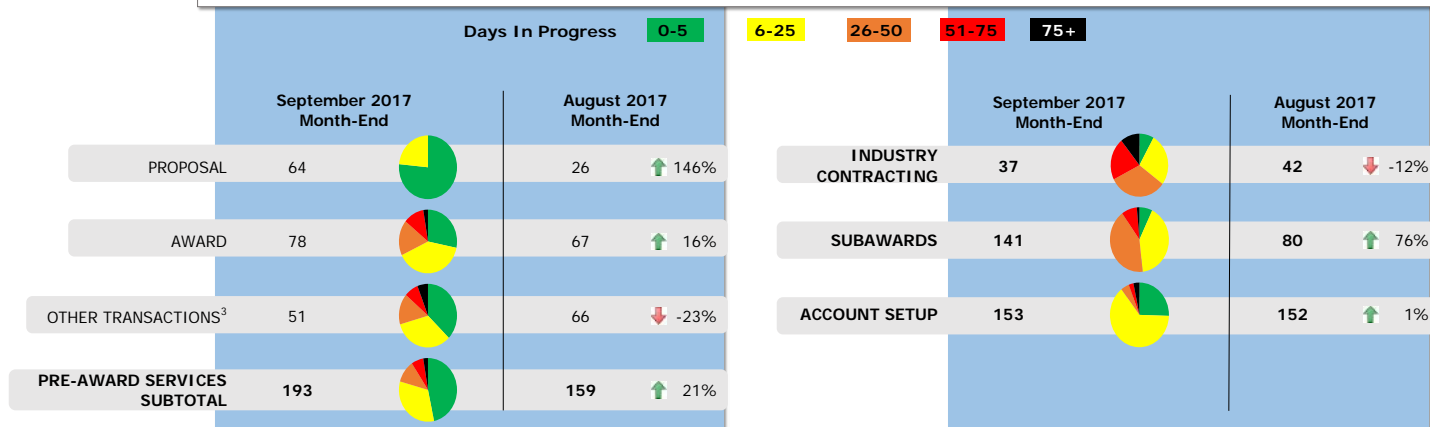
3. Other Transactions included those additional items processed and managed by the SP Pre-Award Service Team, including Progress Reports, Pre-Award Documentation, Sponsor Approval Actions and Other Internal Actions.

## 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.

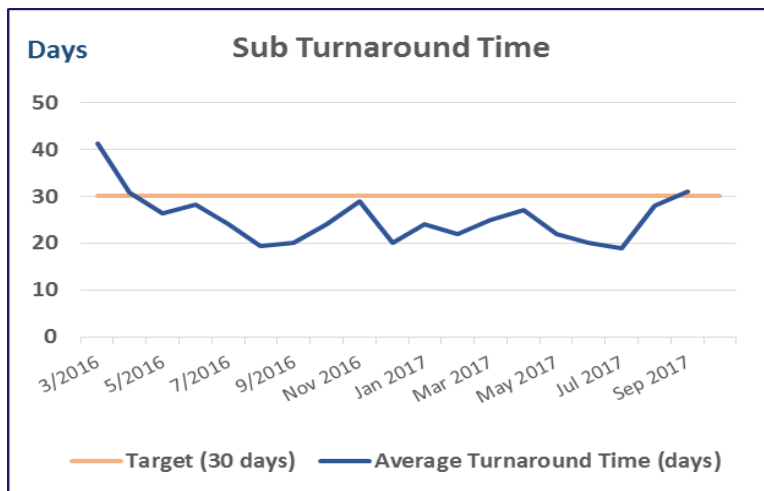
### SP WORKLOAD IN PROGRESS

MONTH TO MONTH VOLUME & AGING COMPARISON



### TRENDS & ANALYSIS

- All SP Teams have been focusing on addressing aging items.
- 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.
- There is an increase in the average turnaround time, due to staffing turnover. We have a new staff member who is in training. We will also be losing the other experienced subaward administrator, further increasing our 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	No Deadline
MED	51	18	13	7	11	2
CAS	40	11	7	6	12	4
ENG	24	7	3	2	12	0
SPH	33	10	8	5	9	1
SAR	5	1	1	1	2	0
GSDM	2	1	0	0	1	0
SED	8	1	2	0	2	3
SSW	2	0	0	1	1	0
Other CRC <sup>4</sup>	9	0	4	1	1	3
<b>TOTAL</b>	<b>174</b>	<b>49</b>	<b>38</b>	<b>23</b>	<b>51</b>	<b>13</b>

### TRENDS & ANALYSIS

#### Timeliness

- 29% of proposals were submitted to SP within the requested 3 days prior to the sponsor submission deadline (the same as 29% in August).
- Two schools (MED and SPH) submitted **50% or more of proposals to SP within one day or less** of the sponsor proposal deadline.

#### Quality

- The data around quality has decreased due to late proposal submission. Late proposals do not get the same level of review by SP.

### PROPOSAL QUALITY WHEN RECEIVED BY SP

			SAME DAY	1 DAY	2 DAYS	3+ DAYS					
	PROPOSAL COUNT	SUBMISSION TIMELINESS	FIRST PASS YIELD (NO HOLDS) <sup>5</sup>				BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD <sup>6</sup>		
MED	51			59%		4%		8%		37%	
CAS	40			60%		5%		20%		23%	
ENG	24			58%		13%		33%		13%	
SPH	33			73%		6%		9%		15%	
SAR	5			100%		0%		0%		0%	
GSDM	2			50%		0%		0%		50%	
SED	8			100%		0%		0%		0%	
SSW	2			100%		0%		0%		0%	
Other CRC <sup>4</sup>	9			56%		0%		22%		33%	

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.

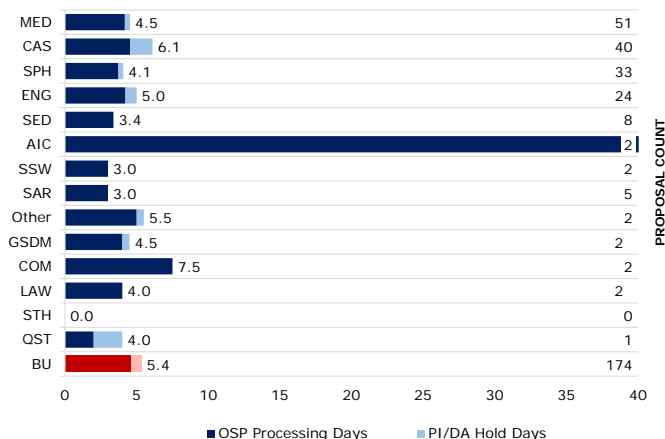
**I-III Cycle Days End:** Confirmed submission to the sponsor or transaction completed/closed.

### TRENDS & ANALYSIS

- **SP processed proposals within 5.4 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 32.0 days on average, with **22.4 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 48% increase from August 2017.
- The **Account Set-Up Team has increased their average processing time to 9.5 days.**

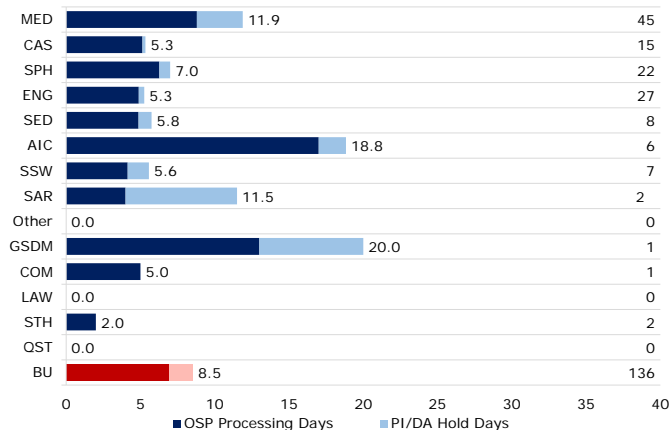
### I: PROPOSAL PROCESSING

AVERAGE CYCLE DAYS (SP vs. Customer Holds)



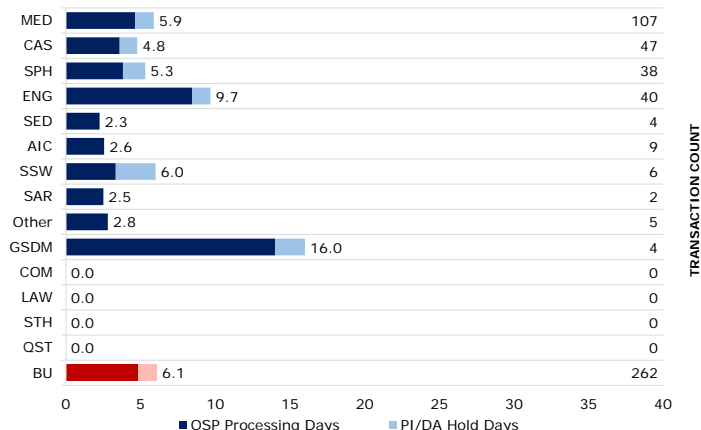
### II: AWARD PROCESSING

AVERAGE CYCLE DAYS (SP vs. Customer Holds)



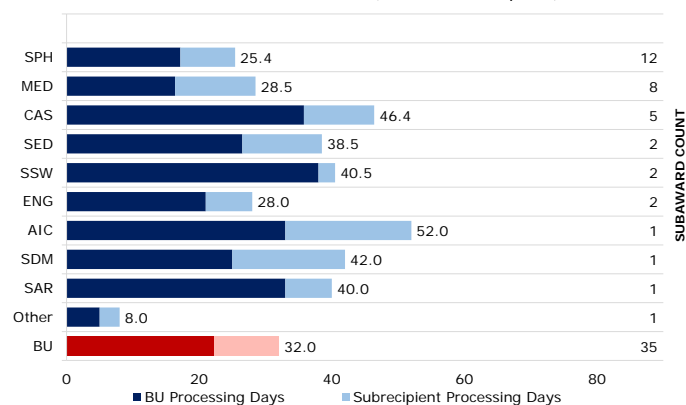
### III: OTHER TRANSACTIONS<sup>3</sup>

AVERAGE CYCLE DAYS (SP vs. Customer Holds)



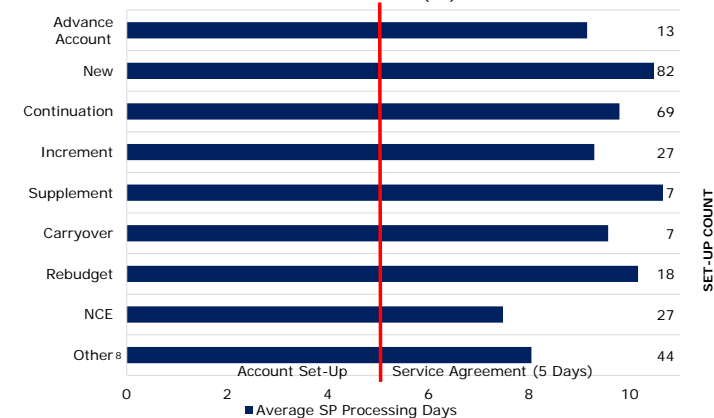
### IV: OUTGOING SUBAWARD PROCESSING

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