

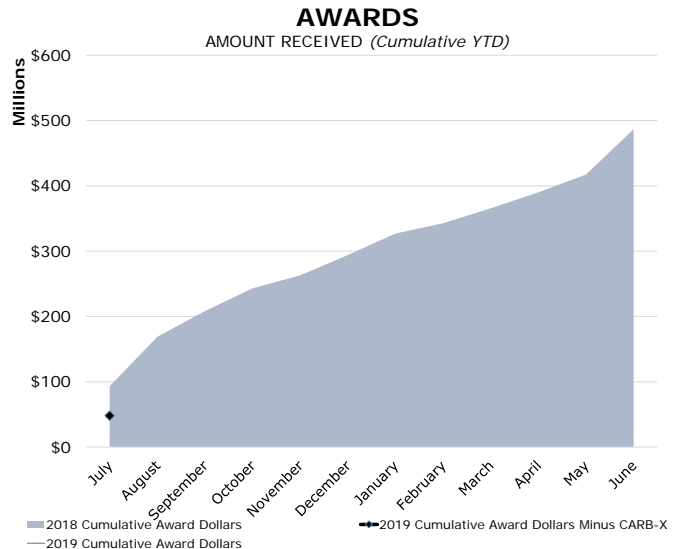
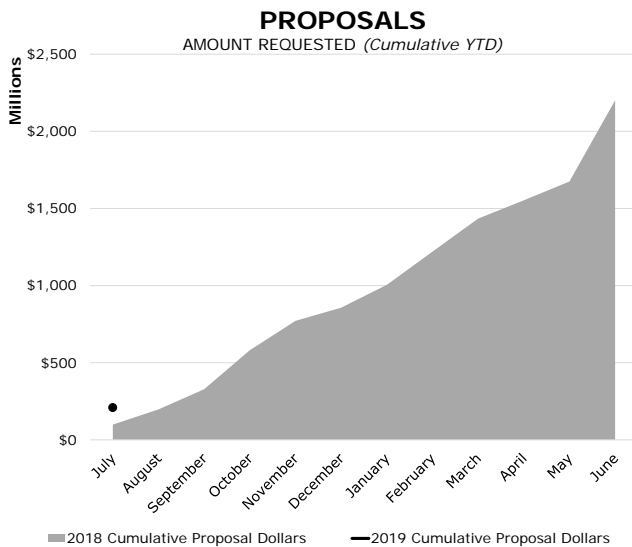
BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

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 FY2019.

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 (\$) FY19 vs. FY18	JULY FY19 YTD		JULY FY18 YTD		CHANGE (\$) FY19 vs. FY18	JULY FY19 YTD		JULY FY18 YTD	
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)
MED	↑ 170%	52	129,454,253	44	47,899,268	↑ 89%	82	17,790,737	51	9,389,100
CAS	↑ 7%	49	21,336,456	29	19,870,985	↓ -41%	31	5,420,937	33	9,169,760
ENG	↑ 114%	34	26,509,475	24	12,398,517	↑ 110%	27	5,440,400	17	2,590,761
SPH	↑ 161%	20	17,122,912	15	6,572,095	↑ 17%	20	3,290,793	11	2,805,702
SAR	↑ 274%	5	4,417,012	5	1,181,735	↑ 118%	11	1,970,532	5	903,198
GSDM	→ 0%	0	-	0	-	↓ -21%	4	846,153	5	1,073,776
AIC	↓ -76%	5	806,794	4	3,328,737	↓ -79%	4	453,462	5	2,194,720
SED	↑ 74%	6	2,030,295	5	1,167,200	↓ -100%	0	-	1	415,626
SSW	↑ 41%	3	3,237,547	3	2,291,693	↑ 100%	1	280,000	0	-
NEIDL	↓ -38%	1	2,561,329	1	4,128,694	↑ 35%	3	12,444,274	2	9,237,402
QST	→ 0%	0	-	0	-	↓ -100%	0	-	2	248,709
PAR	→ 0%	0	-	0	-	↑ 100%	1	69,322	0	-
STH	↓ -1%	1	147,950	1	150,000	↓ -100%	0	-	2	250,000
COM	→ 0%	0	-	0	-	→ 0%	0	-	0	-
MET	→ 0%	0	-	0	-	→ 0%	0	-	0	-
LAW	→ 0%	0	-	0	-	↓ -100%	0	-	1	55,000,000
OTHER ¹	↑ 100%	4	1,276,500	0	-	↓ -100%	0	-	1	107,250
TOTAL	↑ 111%	180	208,900,523	131	\$ 98,988,924	↓ -49%	184	48,006,609	136	\$ 93,386,004

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



TRENDS & ANALYSIS

- Compared to July of FY2018, the overall number of awards made to and contracts executed with Boston University for external funding increased by 35%. The funding associated with these awards represents a **decrease of 49% to \$48.0M**.
- There was an increase in the number of BU proposals submitted in July FY2019 compared to July FY2018 (49 more) and represented an increase in requested funds by 111%.

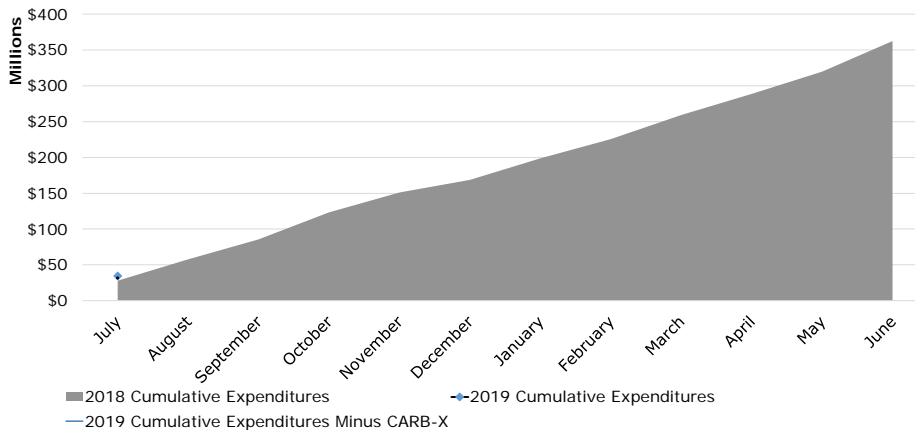
BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

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 FY2019.

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 FY19 vs. FY18	JULY FY19 YTD			JULY FY18 YTD			
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)	
MED	↑ 13%	7,404,965	2,950,685	10,355,649	6,875,954	2,298,743	9,174,697	
CAS	↑ 12%	4,797,248	1,967,866	6,765,114	4,312,336	1,745,962	6,058,298	
ENG	↑ 6%	2,758,919	1,386,890	4,145,810	2,714,249	1,205,944	3,920,194	
SPH	↑ 8%	2,560,699	831,383	3,392,083	2,472,065	658,437	3,130,503	
SAR	↑ 21%	802,320	350,638	1,152,958	663,329	288,768	952,098	
GSDM	↑ 7%	437,497	205,298	642,795	399,237	200,813	600,050	
AIC	↑ 37%	1,288,432	502,568	1,791,000	1,002,985	308,061	1,311,046	
SED	↑ 18%	865,338	125,949	991,286	719,422	117,621	837,042	
SSW	↑ 125%	670,316	154,466	824,783	299,229	66,938	366,167	
NEIDL	↑ 39%	977,198	337,843	1,315,041	731,366	214,001	945,367	
QST	↑ 64%	66,942	38,261	105,203	44,485	19,733	64,217	
PAR	↓ -46%	24,919	2,238	27,157	46,318	4,098	50,416	
STH	↑ 20%	24,857	1,705	26,562	20,567	1,605	22,172	
COM	↓ -100%	-	-	-	254	-	254	
MET	→ 0%	-	-	-	-	-	-	
LAW	↑ 456%	2,829,175	105,015	2,934,191	450,484	77,016	527,500	
CFA	→ 0%	-	-	-	-	-	-	
CGS	→ 0%	-	-	-	-	-	-	
OTHER ²	↑ 100%	138,821	-	138,821	68,450	880	69,330	
TOTAL	↑ 23%	\$ 25,647,646	\$ 8,960,807	\$ 34,608,453	\$ 20,820,730	\$ 7,208,621	\$ 28,029,351	

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

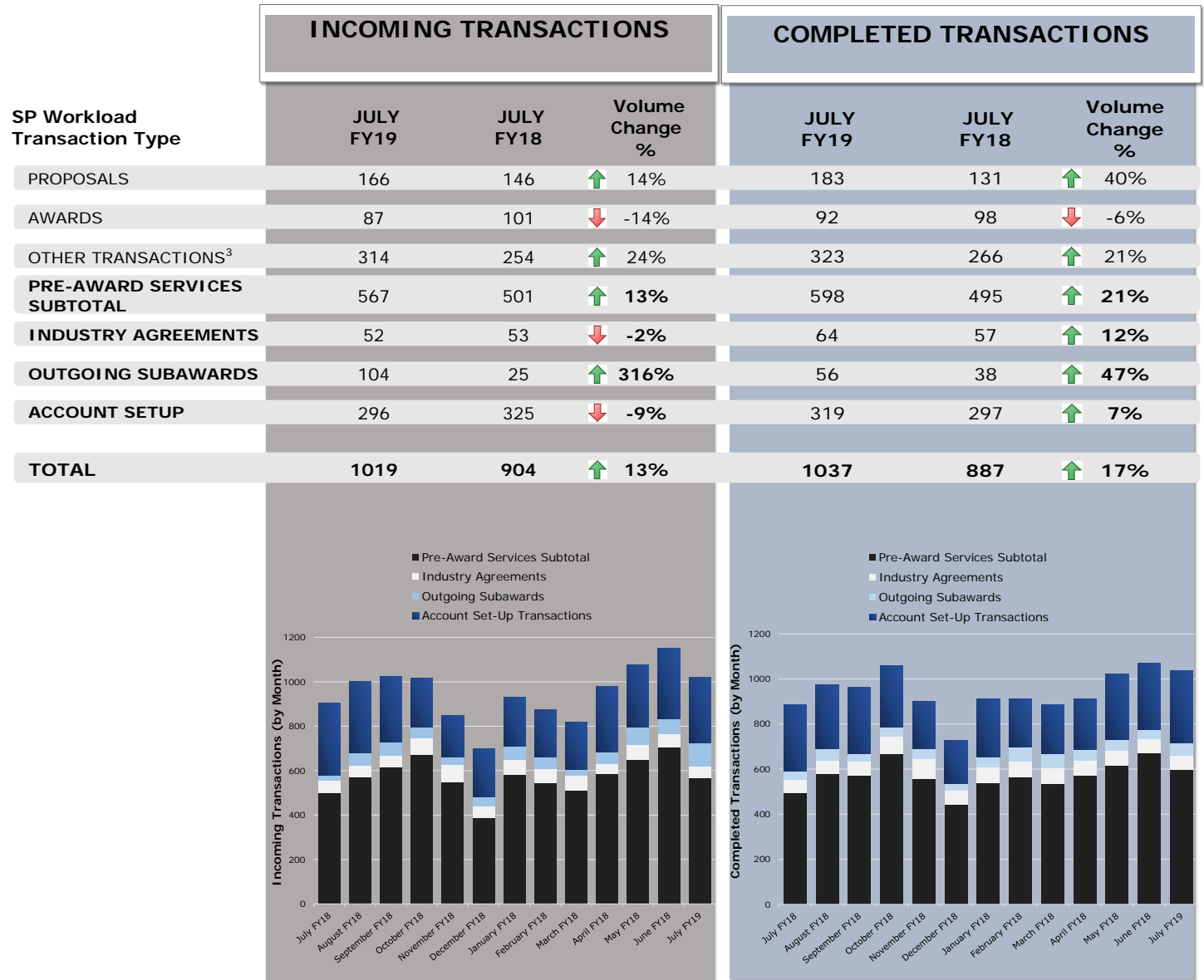


TRENDS & ANALYSIS

- The overall level of **sponsored project expenditures for BU increased by 23% compared to July FY2018.**

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.



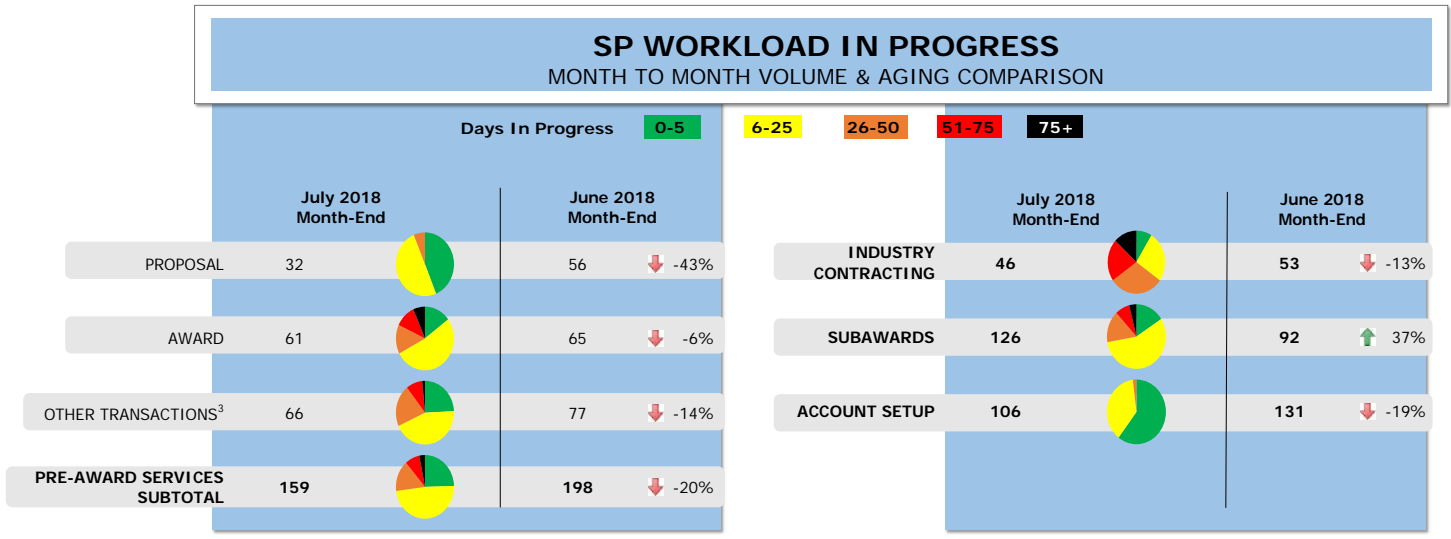
TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is up by 13% compared to July FY18.**
- Completed transactions shows an overall increase of 17%. July FY19 shows SP completed 150 more transactions as compared to July FY18.

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.

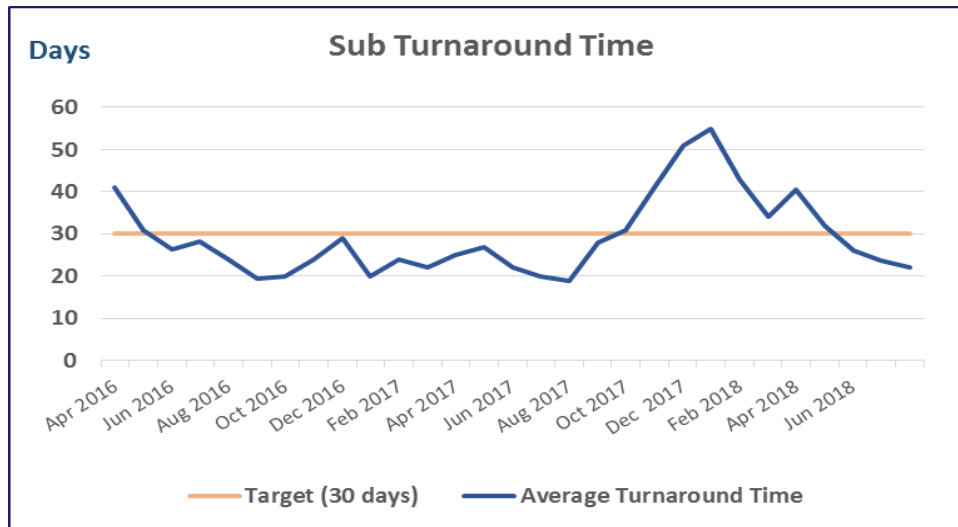
SPONSORED PROGRAMS: Workload and Productivity (continued)

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 focus 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.
- We have begun to see a decrease in the average subaward turn around time and are now meeting our 30 day 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.

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	52	25	10	7	7	3
CAS	54	25	12	3	6	8
ENG	33	16	6	2	4	5
SPH	21	7	5	1	4	4
SAR	5	3	0	1	1	0
GSDM	0	NA	NA	NA	NA	NA
SED	6	0	1	2	2	1
SSW	3	0	0	1	2	0
Other CRC ⁴	9	5	1	0	2	1
TOTAL	183	81	35	17	28	22

TRENDS & ANALYSIS

Timeliness

- 73% of proposals (133 out of 183) were not compliant with the 3 day deadline for full proposal submission to Sponsored Programs.
- Six schools (MED, CAS, ENG, SPH, SAR, and Other CRC) submitted **50% or more of proposals to SP within one day or less** of the sponsor proposal deadline.

Quality

- The data captured around quality is lacking due to the volume of late proposal submissions. Late proposals do not get the same level of review and detail entry follow-up as those received on time.

PROPOSAL QUALITY WHEN RECEIVED BY SP

	PROPOSAL COUNT	SUBMISSION TIMELINESS	FIRST PASS YIELD (NO HOLDS) ⁵	BUDGET ADJUSTMENT	MISSING INFORMATION	OTHER HOLD ⁶
MED	52		40%	6%	12%	52%
CAS	54		54%	0%	13%	33%
ENG	33		55%	3%	36%	18%
SPH	21		48%	14%	10%	29%
SAR	5		100%	0%	0%	0%
GSDM	0		NA		NA	NA
SED	6		100%	0%	0%	0%
SSW	3		100%	0%	0%	0%
Other CRC ⁴	9		44%	22%	22%	56%

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:

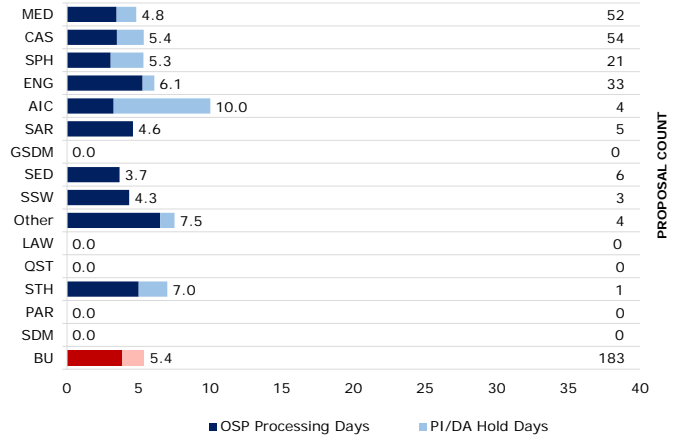
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
-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

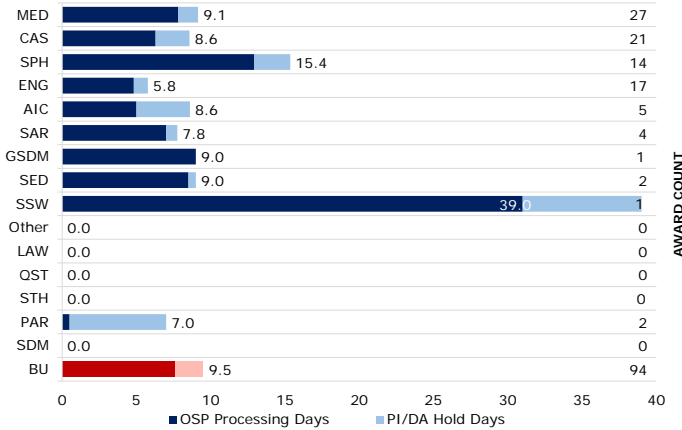
TRENDS & ANALYSIS

- **SP processed proposals within 5.4 business days from initial receipt of documents on average.** Of this, proposals were on-hold 1.5 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 24.5 days on average, with **13.7 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 12% increase from June 2018.
- **The Account Set-Up Team has increased their average processing time to 9.41 days**, and is no longer meeting our stated 5-day Service Level Agreement.

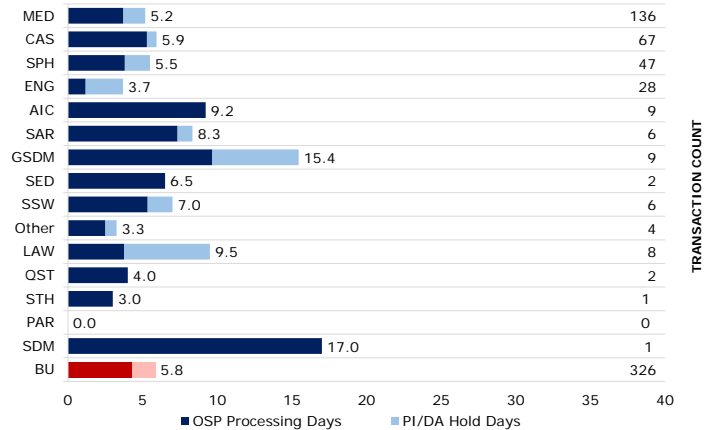
I: PROPOSAL PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



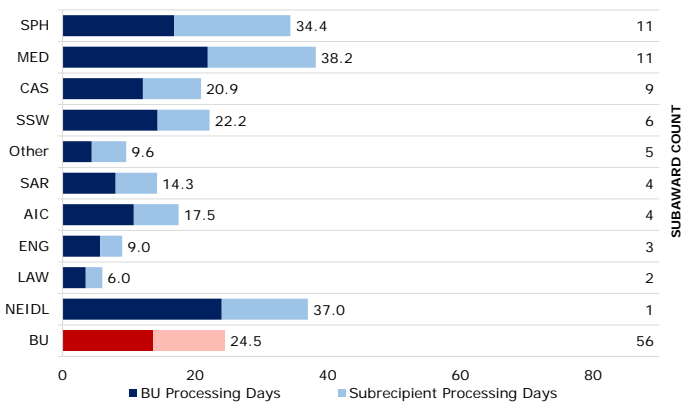
II: AWARD PROCESSING
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



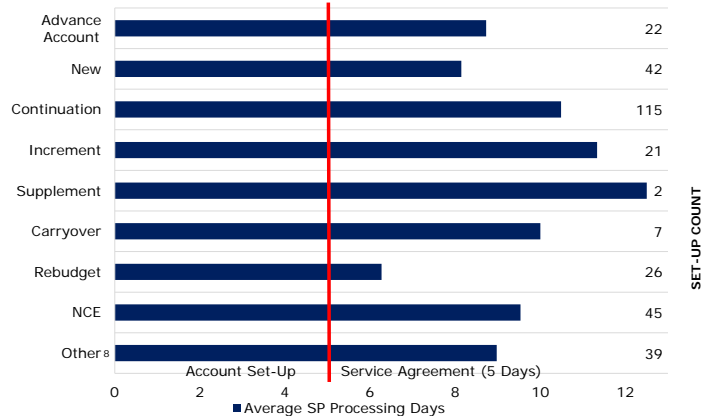
III: OTHER TRANSACTIONS³
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



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