

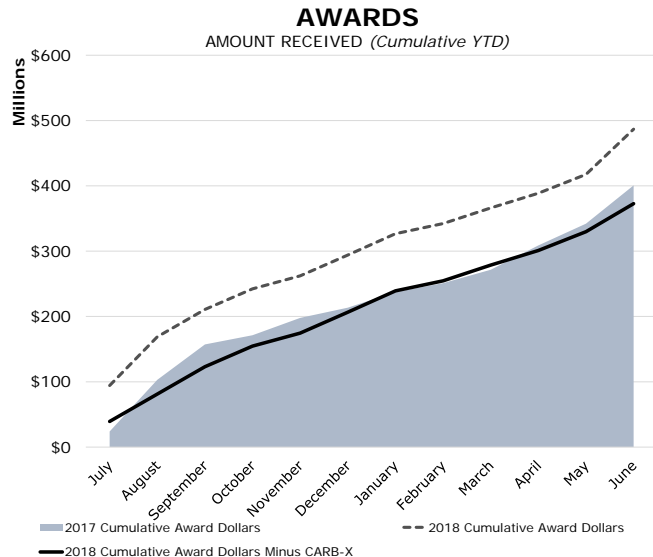
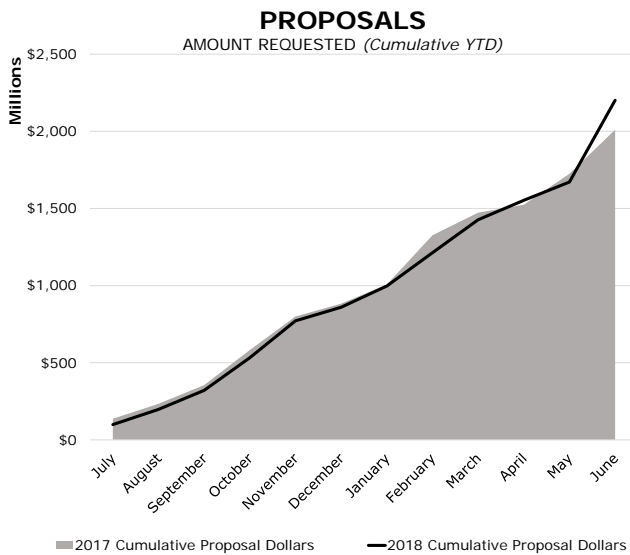
### BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

**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	JUNE FY18 YTD		JUNE FY17 YTD		CHANGE (\$) FY18 vs. FY17	JUNE FY18 YTD		JUNE FY17 YTD	
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)
MED	↓ -2%	731	846,145,261	744	863,096,356	↑ 28%	554	160,020,300	622	125,488,636
CAS	↑ 4%	573	354,620,218	547	342,363,701	↓ -4%	381	58,913,141	365	61,380,412
ENG	↑ 16%	342	260,016,357	382	224,631,326	↓ -23%	252	39,436,571	244	51,253,308
SPH	↓ -22%	324	210,147,150	327	269,721,306	↓ -15%	267	40,711,307	324	47,773,430
SAR	↓ -33%	74	43,070,954	70	64,381,686	↑ 14%	69	14,003,894	63	12,251,312
GSDM	↑ 50%	46	55,612,105	38	36,972,242	↑ 16%	41	8,813,066	39	7,576,755
AIC	↓ -44%	53	42,108,632	70	75,144,812	↓ -35%	50	15,544,025	50	23,828,942
SED	↓ -46%	49	14,842,182	65	27,246,403	↓ -29%	45	5,833,747	42	8,204,315
SSW	↑ 7%	50	22,236,284	50	20,736,336	↑ 244%	28	8,872,681	31	2,577,213
NEIDL	↑ 79%	25	31,707,365	12	17,680,848	↑ 164%	10	11,920,812	16	4,516,217
QST	↓ -94%	2	301,762	11	5,016,758	↑ 10%	3	358,579	5	324,601
PAR	↑ 1421%	6	3,419,167	3	224,801	↓ -60%	5	407,756	4	1,026,169
STH	↑ 641%	9	4,644,350	9	626,458	↑ 686%	8	1,926,281	4	245,079
COM	↑ 276%	5	469,945	2	125,000	↑ 158%	4	238,367	4	92,500
MET	↑ 100%	4	1,231,770	0	-	↑ 100%	1	43,750	0	-
LAW	↑ 451%	8	303,425,960	2	55,100,000	↑ 131%	5	114,105,000	4	49,333,467
OTHER <sup>1</sup>	↑ 1%	20	7,304,650	19	7,264,130	↑ 17%	11	5,658,781	14	4,855,670
<b>TOTAL</b>	<b>↑ 9%</b>	<b>2321</b>	<b>2,201,304,111</b>	<b>2351</b>	<b>\$2,010,332,164</b>	<b>↑ 21%</b>	<b>1734</b>	<b>486,808,058</b>	<b>1831</b>	<b>\$400,728,025</b>

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



### TRENDS & ANALYSIS

- Compared to June of FY2017, the overall number of awards made to and contracts executed with Boston University for external funding decreased by 5%. The funding associated with these awards represents an **increase of 21% to \$486.8M**, due to the receipt of the CARB-X award. Without this award, award funding decreased from last year by 7%.
- There was a decrease in the number of BU proposals submitted in June FY2018 compared to June FY2017 (30 fewer) and represented an increase in requested funds by 9%.

## BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

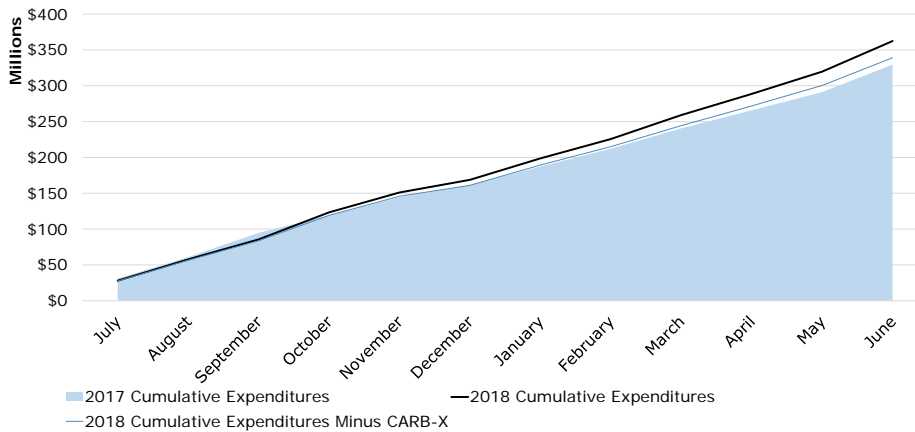
**Purpose:** Represent summary information for each BU School on the level of sponsored expenditures, direct and F&A, for the fiscal year-to-date compared to the year-to-date expenditure levels for this quarter last year, in order to understand directionality of BU's overall sponsored project activity for FY2018.

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	JUNE FY18 YTD			JUNE FY17 YTD		
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	1%	96,862,158	33,537,997	130,400,155	96,247,648	33,043,664	129,291,312
CAS	6%	40,641,391	16,464,255	57,105,646	38,408,507	15,424,547	53,833,054
ENG	17%	29,290,627	12,966,790	42,257,417	25,419,344	10,702,259	36,121,603
SPH	-10%	31,076,066	9,376,103	40,452,169	35,301,183	9,874,713	45,175,896
SAR	14%	8,433,034	3,544,760	11,977,793	7,518,522	2,987,898	10,506,420
GSDM	-10%	6,035,047	2,401,757	8,436,804	6,611,955	2,716,996	9,328,951
AIC	-1%	10,484,348	3,530,294	14,014,642	11,349,304	2,878,387	14,227,691
SED	40%	5,910,923	1,112,403	7,023,326	4,325,161	689,249	5,014,410
SSW	105%	4,590,801	1,050,073	5,640,873	2,278,770	475,664	2,754,434
NEIDL	3%	11,800,812	3,385,007	15,185,819	11,514,606	3,186,531	14,701,137
QST	22%	271,094	94,977	366,071	239,971	59,465	299,436
PAR	-16%	240,301	22,482	262,783	293,324	18,000	311,324
STH	-1%	360,826	26,546	387,372	342,750	48,154	390,904
COM	13%	148,013	22,391	170,405	149,993	668	150,661
MET	100%	653	0	653	-	-	-
LAW	662%	21,871,011	1,490,584	23,361,594	2,460,567	604,967	3,065,534
CFA	-53%	29,643	-	29,643	63,492	-	63,492
CGS	-100%	-	-	-	9,789	-	9,789
OTHER <sup>2</sup>	23%	5,252,793	28,938	5,281,730	4,271,848	12,484	4,284,332
<b>TOTAL</b>	<b>10%</b>	<b>\$ 273,269,897</b>	<b>\$ 89,055,358</b>	<b>\$ 362,325,254</b>	<b>\$ 246,733,453</b>	<b>\$ 82,723,646</b>	<b>\$ 329,457,099</b>

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

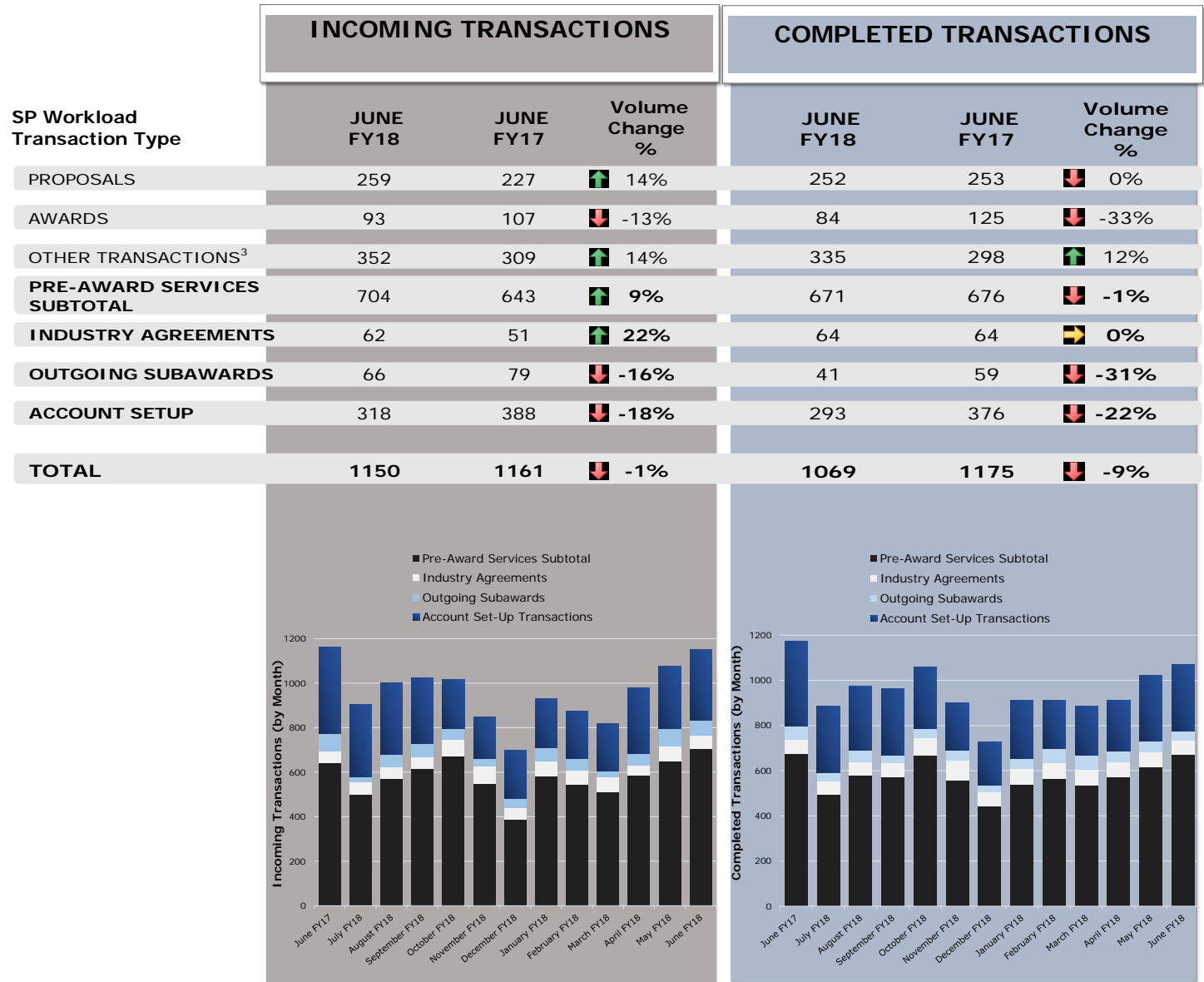


### TRENDS & ANALYSIS

- The overall level of sponsored project expenditures for BU increased by 10% compared to June 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.



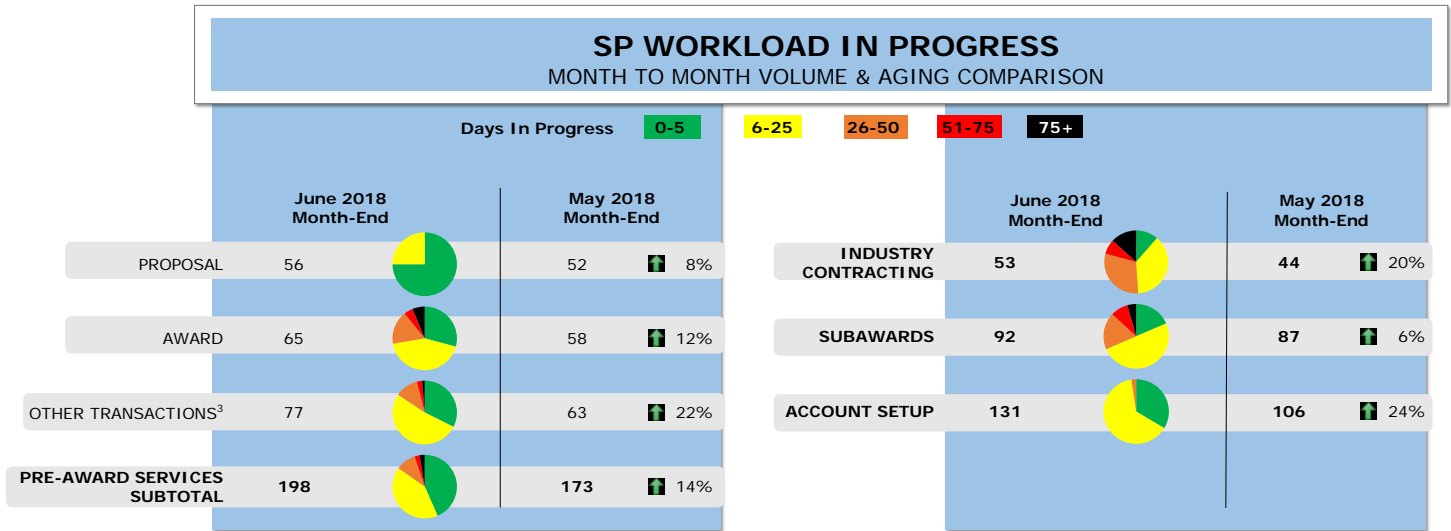
### TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is down by 1% compared to June FY17.**
- Completed transactions shows an overall decrease of 9%. June FY18 shows SP completed 106 fewer transactions as compared to June FY17.
- Compared to May FY18, incoming transactions increased by 7% and completed transactions increased by 5%.

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.

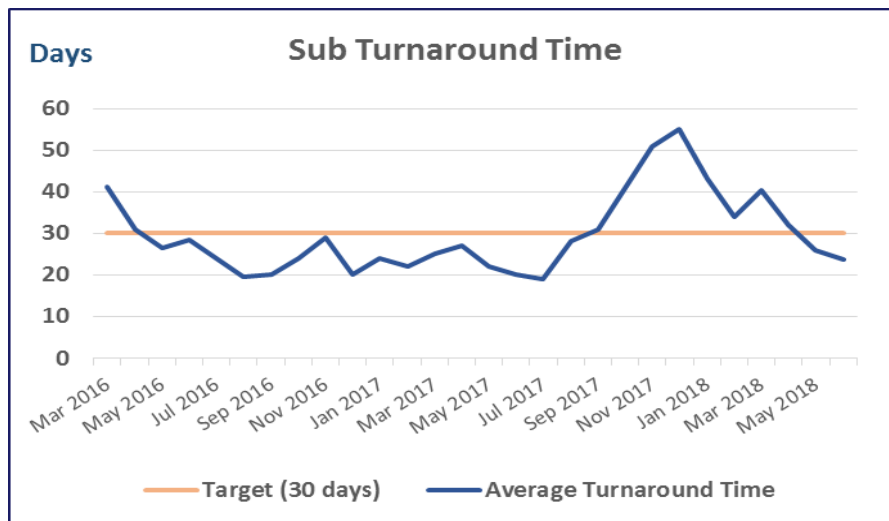
## SPONSORED PROGRAMS: Workload and Productivity (continued)

**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 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 are beginning to see a decrease in the average subaward turn around time and are now meeting our 30 day average. This subaward team has worked very hard to overcome the staffing changes.



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	82	28	25	12	14	2
CAS	59	29	12	4	8	6
ENG	38	16	12	0	9	1
SPH	38	6	10	8	9	5
SAR	7	0	2	3	2	0
GSDM	9	2	5	2	0	0
SED	4	0	0	0	3	1
SSW	4	1	0	2	1	0
Other CRC <sup>4</sup>	12	7	3	0	1	1
<b>TOTAL</b>	<b>253</b>	<b>89</b>	<b>69</b>	<b>31</b>	<b>47</b>	<b>16</b>

### TRENDS & ANALYSIS

#### Timeliness

- 75% of proposals (189 out of 253) were not compliant with the 3 day deadline for full proposal submission to Sponsored Programs.
- Five schools (MED, CAS, ENG, GSDM, 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) <sup>5</sup>	BUDGET ADJUSTMENT		MISSING INFORMATION		OTHER HOLD <sup>6</sup>	
		SAME DAY	1 DAY	2 DAYS	3+ DAYS							
MED	82											
CAS	59											
ENG	38											
SPH	38											
SAR	7											
GSDM	9											
SED	4											
SSW	4											
Other CRC <sup>4</sup>	12											

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:**

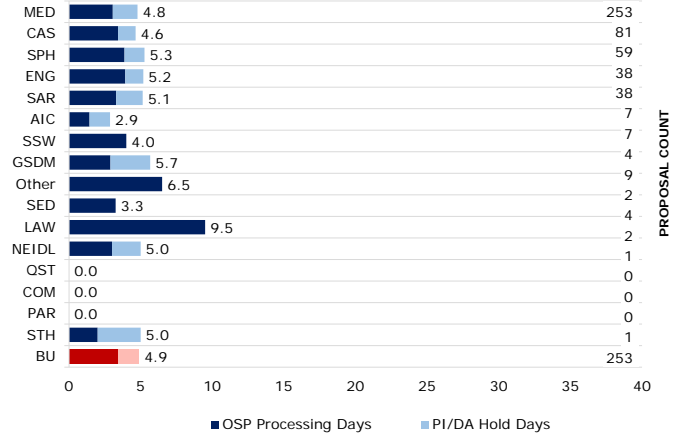
- **Graphs I-III:** Represent the average number of business days it takes to process various transactions through the SP Pre-Award Services Team (dark colors) versus the number of business days on-hold with each BU School (light colors) and how this combines to a total transaction processing time.
-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

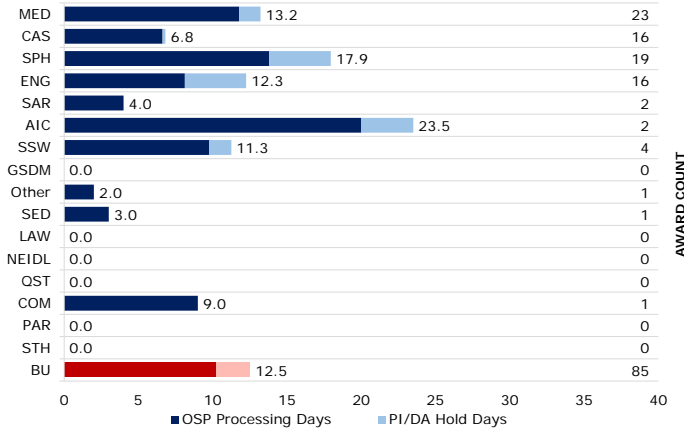
**TRENDS & ANALYSIS**

- SP processed proposals within **4.9 business days from initial receipt of documents on average.** Of this, proposals were on-hold 1.4 business days requiring PI/Department or Sponsor input.
- SP processed **Outgoing Subawards** in 25.6 days on average, with **12.2 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 22% decrease from May 2018.
- The **Account Set-Up Team has increased their average processing time to 8.31 days**, above our stated 5-day Service Level Agreement.

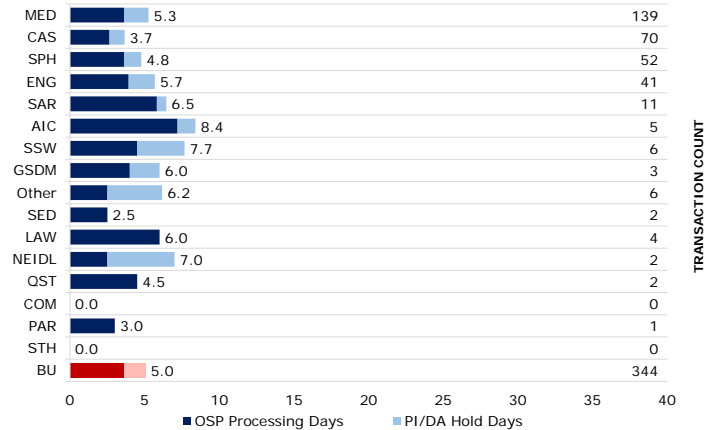
**I: PROPOSAL PROCESSING**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



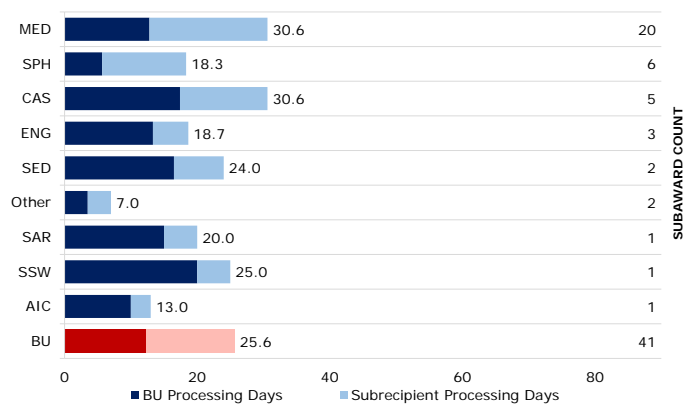
**II: AWARD PROCESSING**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



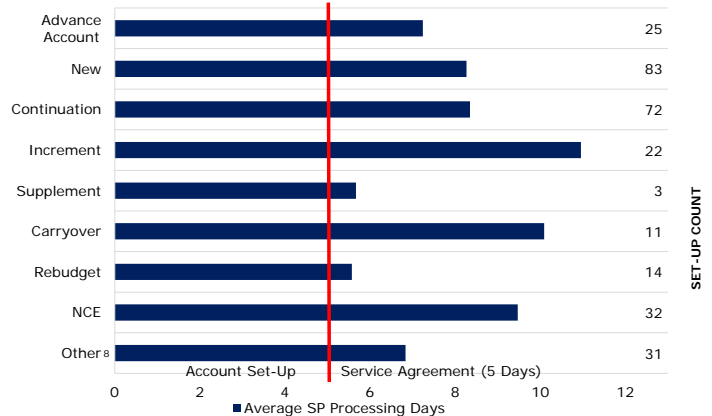
**III: OTHER TRANSACTIONS<sup>3</sup>**  
 AVERAGE CYCLE DAYS (SP vs. Customer Holds)



**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