

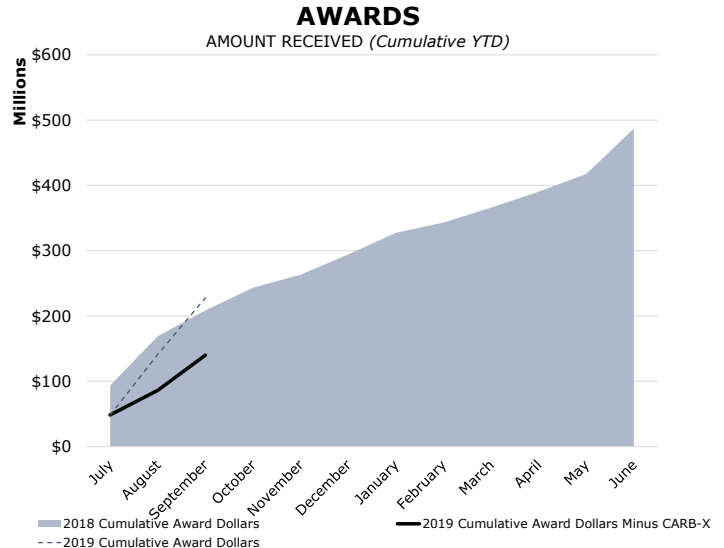
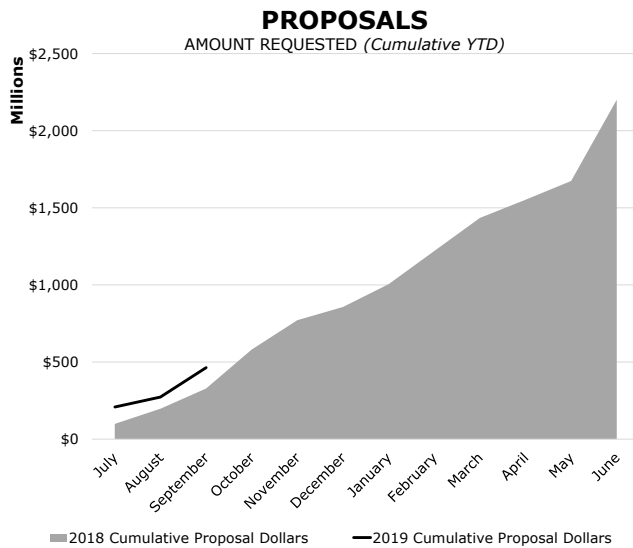
### BU SPONSORED FUNDING PERFORMANCE: Proposal and Award YTD Comparison

**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	SEPTEMBER FY19 YTD		SEPTEMBER FY18 YTD		CHANGE (\$) FY19 vs. FY18	SEPTEMBER FY19 YTD		SEPTEMBER FY18 YTD		
		Count	Value (\$)	Count	Value (\$)		Count	Value (\$)	Count	Value (\$)	
MED	↑ 48%	157	203,106,730	140	137,164,303	↑ 24%	208	48,590,604	162	39,246,637	
CAS	↑ 10%	139	54,325,251	108	49,261,247	↑ 9%	118	25,082,860	120	23,109,266	
ENG	↑ 92%	81	93,085,331	68	48,502,144	↓ -1%	70	15,614,692	81	15,712,885	
SPH	↑ 66%	85	69,217,278	74	41,736,357	↑ 30%	82	20,565,934	68	15,771,209	
SAR	↑ 187%	18	14,035,851	14	4,888,627	↑ 1%	25	4,079,934	19	4,027,555	
GSDM	↓ -86%	5	2,147,169	4	15,696,017	↑ 27%	13	4,238,099	12	3,341,653	
AIC	↓ -21%	16	8,234,565	9	10,483,295	↓ -9%	17	6,837,167	16	7,551,130	
SED	↓ 0%	17	6,465,782	18	6,480,637	↑ 158%	8	2,239,050	10	868,072	
SSW	↓ -91%	5	422,626	12	4,488,835	↑ 43%	4	594,440	4	415,651	
NEIDL	↑ 100%	6	8,489,088	2	4,244,021	↑ 13%	7	10,479,399	3	9,287,402	
QST	↑ 92%	5	430,265	1	223,887	↑ 64%	2	407,868	2	248,709	
PAR	→ 0%	0	-	0	-	↑ 261%	4	955,822	1	265,000	
STH	↓ -96%	2	172,950	4	3,968,436	↓ -67%	1	100,000	3	299,911	
COM	↓ -100%	0	-	3	213,367	↓ -100%	0	-	2	133,389	
MET	↓ -100%	0	-	1	567,577	→ 0%	0	-	0	-	
LAW	↑ 1423%	1	2,285,107	2	150,000	→ 0%	3	87,655,001	2	87,655,000	
OTHER <sup>1</sup>	↑ 205%	4	660,012	3	216,276	↓ -78%	3	78,795	3	358,250	
<b>TOTAL</b>	<b>↑ 41%</b>	<b>541</b>	<b>463,078,006</b>	<b>463</b>	<b>\$ 328,285,026</b>	<b>↑ 9%</b>	<b>565</b>	<b>227,519,665</b>	<b>508</b>	<b>\$208,291,719</b>	

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



### TRENDS & ANALYSIS

- Compared to September of FY2018, the overall number of awards made to and contracts executed with Boston University for external funding increased by 11%. The funding associated with these awards represents a **increase of 9% to \$227.5M**.
- There was an increase in the number of BU proposals submitted in September FY2019 compared to September FY2018 (78 more) and represented an increase in requested funds by 41%.

## BU SPONSORED FUNDING PERFORMANCE: Expenditure YTD Comparison

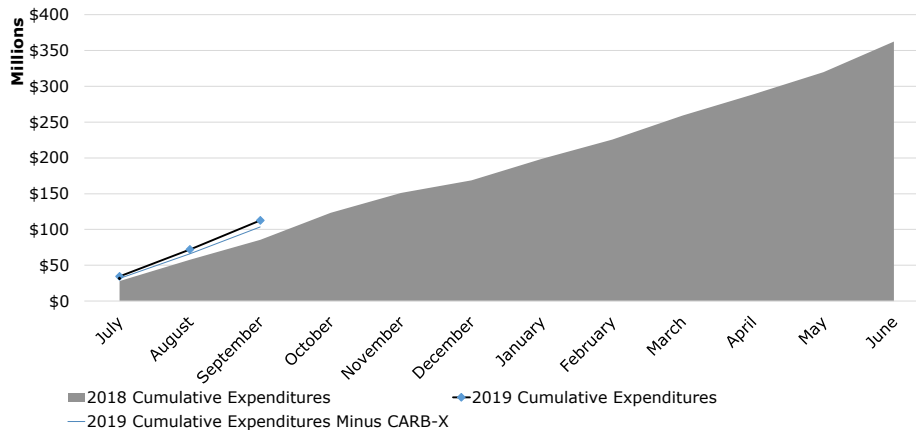
**Purpose:** Represent summary information for each BU School on the level of sponsored expenditures, direct and F&A, for the fiscal year-to-date compared to the year-to-date expenditure levels for this quarter last year, in order to understand directionality of BU's overall sponsored project activity 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	SEPTEMBER FY19 YTD			SEPTEMBER FY18 YTD		
		DIRECT (\$)	F & A (\$)	TOTAL (\$)	DIRECT (\$)	F & A (\$)	TOTAL (\$)
MED	↑ 7%	24,218,780	8,943,734	33,162,515	23,713,916	7,383,687	31,097,603
CAS	↑ 13%	12,988,255	5,317,655	18,305,910	11,419,902	4,727,295	16,147,197
ENG	↑ 9%	7,749,184	3,637,343	11,386,527	7,245,123	3,227,272	10,472,395
SPH	↑ 6%	8,426,394	2,394,750	10,821,143	7,968,922	2,268,933	10,237,855
SAR	↑ 14%	2,449,464	1,039,937	3,489,401	2,146,453	906,953	3,053,406
GSDM	↓ -6%	1,310,084	642,129	1,952,213	1,447,193	623,551	2,070,744
AIC	↑ 31%	3,530,298	1,297,648	4,827,946	2,764,689	930,572	3,695,261
SED	↓ -2%	2,029,477	294,755	2,324,232	2,071,928	297,577	2,369,505
SSW	↑ 161%	2,098,914	467,174	2,566,087	804,341	178,069	982,410
NEIDL	↑ 33%	3,049,001	963,455	4,012,456	2,335,797	689,742	3,025,539
QST	↑ 18%	89,846	48,341	138,188	87,850	29,492	117,342
PAR	↑ 33%	118,662	5,664	124,327	86,765	6,378	93,143
STH	↑ 125%	153,899	6,614	160,513	65,812	5,395	71,207
COM	↓ -110%	(390)	(152)	(542)	5,531	-	5,531
MET	↑ 100%	8,111	-	8,111	-	-	-
LAW	↑ 362%	8,811,909	374,315	9,186,224	1,704,073	286,236	1,990,309
CFA	→ 0%	-	-	-	-	-	-
CGS	→ 0%	-	-	-	-	-	-
OTHER <sup>2</sup>	↑ 124%	455,481	3,894	459,375	200,973	4,167	205,140
<b>TOTAL</b>	<b>↑ 20%</b>	<b>\$ 77,487,369</b>	<b>\$ 25,437,257</b>	<b>\$ 102,924,627</b>	<b>\$ 64,069,268</b>	<b>\$ 21,565,319</b>	<b>\$ 85,634,587</b>

2. Other includes smaller volume submitting units and schools, including WBUR, Humphrey Fellowship Program, and Office of Postdoctoral Affairs.

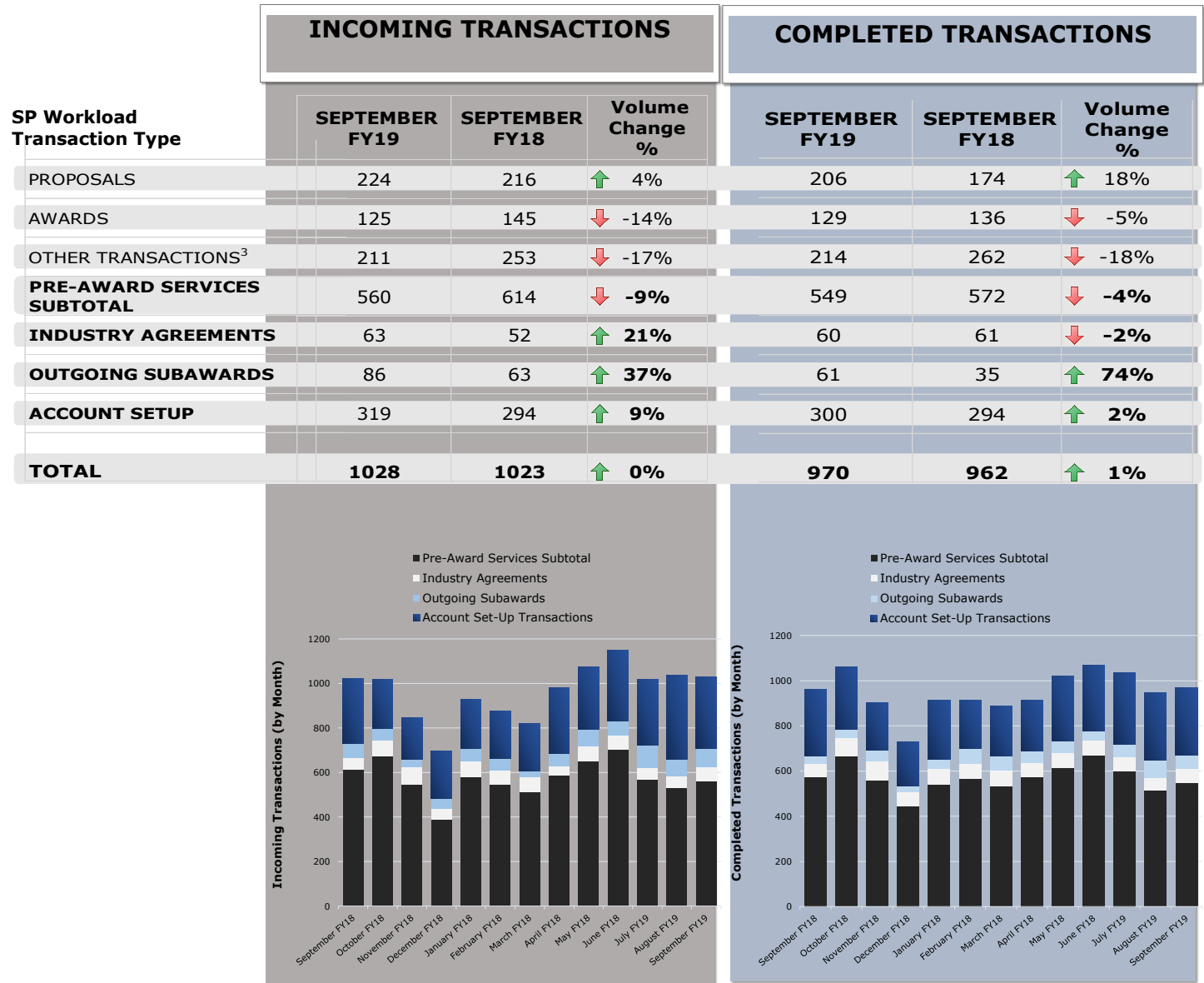


### TRENDS & ANALYSIS

- The overall level of **sponsored project expenditures for BU increased by 20% compared to September 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.



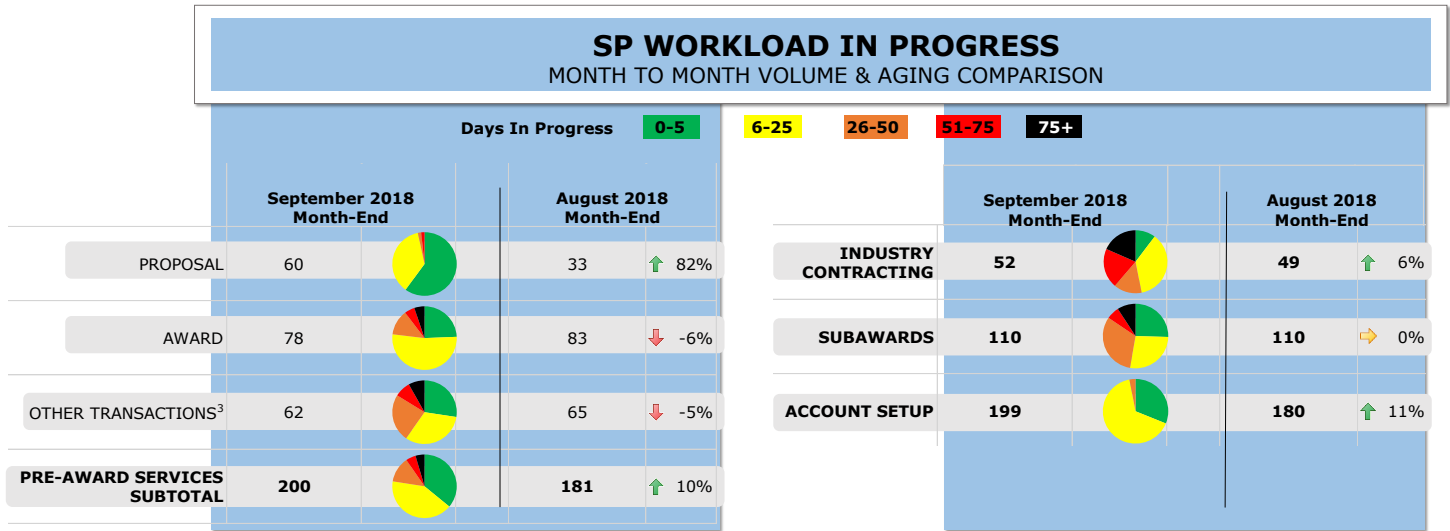
### TRENDS & ANALYSIS

- The number of transactions for **SP incoming workload is about the same compared to September FY18.**
- Completed transactions shows an overall increase of 1%. September FY19 shows SP completed 8 more transactions as compared to September 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.

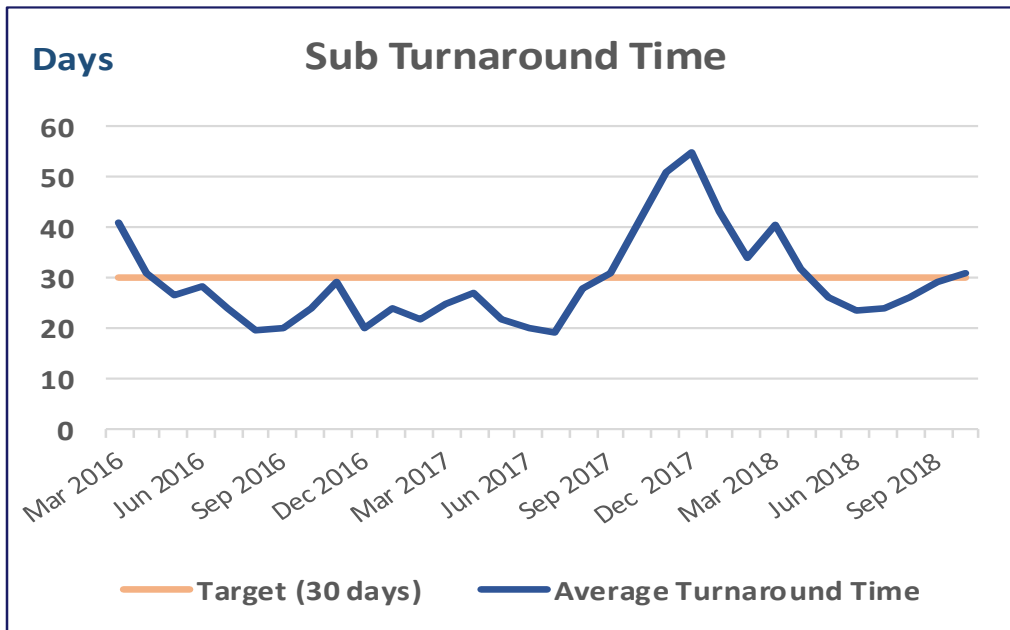
## SPONSORED PROGRAMS: Workload and Productivity (continued)

**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.



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	68	20	12	12	15	9
CAS	44	17	12	1	8	5
ENG	33	16	6	1	6	2
SPH	39	8	6	6	9	9
SAR	4	1	0	1	2	0
GSDM	1	0	0	0	1	0
SED	3	0	0	0	1	2
SSW	1	0	0	1	0	0
Other CRC <sup>4</sup>	11	9	0	0	2	0
<b>TOTAL</b>	<b>204</b>	<b>71</b>	<b>36</b>	<b>22</b>	<b>44</b>	<b>27</b>

### TRENDS & ANALYSIS

#### Timeliness

- 63% of proposals (129 out of 204) were not compliant with the 3 day deadline for full proposal submission to Sponsored Programs.
- Three schools (CAS, ENG 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>
<b>MED</b>	<b>68</b>		62%	6%	7%	28%
<b>CAS</b>	<b>45</b>		53%	0%	9%	38%
<b>ENG</b>	<b>33</b>		73%	0%	24%	18%
<b>SPH</b>	<b>39</b>		54%	5%	8%	41%
<b>SAR</b>	<b>4</b>		100%	0%	0%	0%
<b>GSDM</b>	<b>1</b>		0%	0%	0%	100%
<b>SED</b>	<b>3</b>		100%	0%	0%	0%
<b>SSW</b>	<b>1</b>		100%	0%	0%	0%
<b>Other CRC<sup>4</sup></b>	<b>12</b>		42%	8%	25%	58%

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

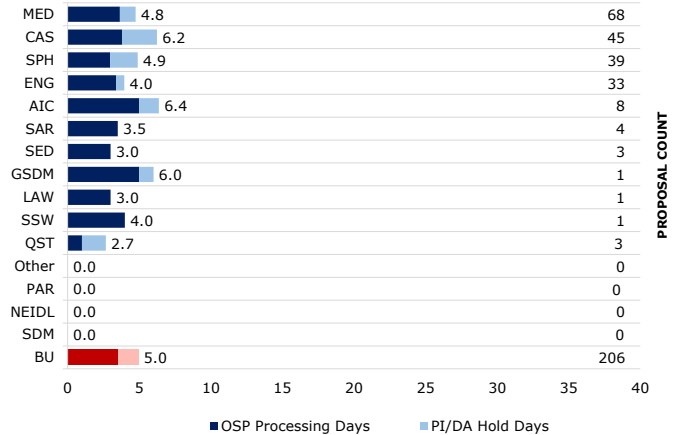
**I-III Cycle Days Start:** Initial receipt of documents in SP, regardless of whether the materials are complete/ready for submission.

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

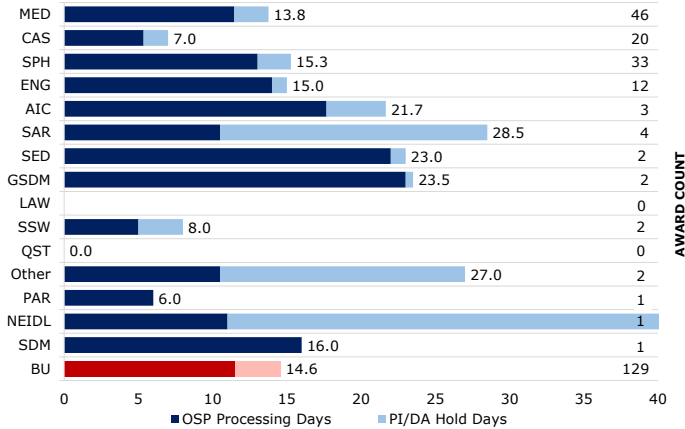
**TRENDS & ANALYSIS**

- **SP processed proposals within 5.0 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 31.5 days on average, with **18.6 business days of BU processing time** (versus the subrecipient institution's processing time), representing a 3% increase from August 2018.
- The **Account Set-Up Team has increased their average processing time to 9.17 days**, and is still not meeting our stated 5-day Service Level Agreement. Two new staff have been hired. Their training last about 30 days.

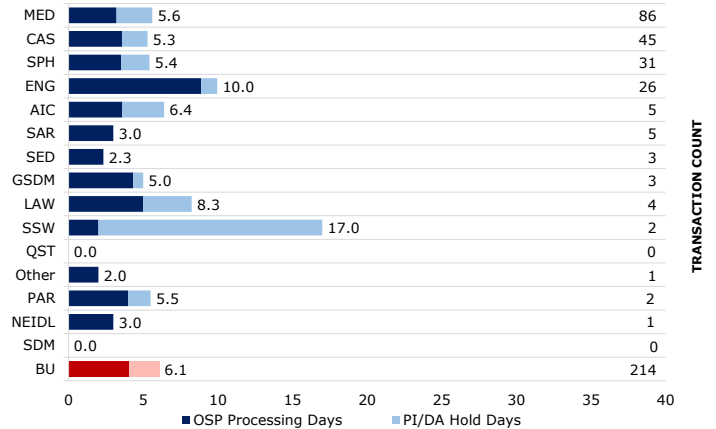
**I: PROPOSAL PROCESSING**  
AVERAGE CYCLE DAYS (SP vs. Customer Holds)



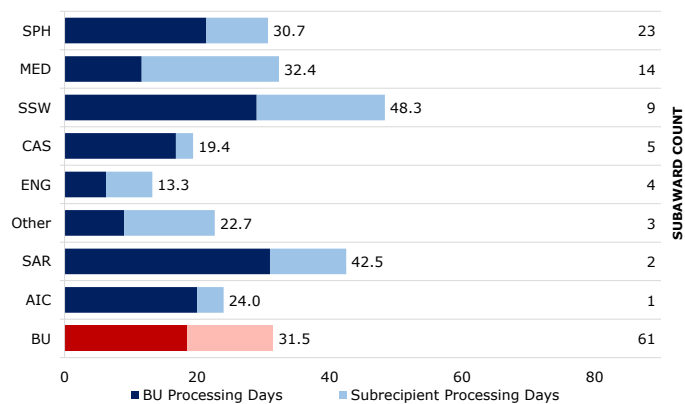
**II: AWARD PROCESSING**  
AVERAGE CYCLE DAYS (SP vs. Customer Holds)



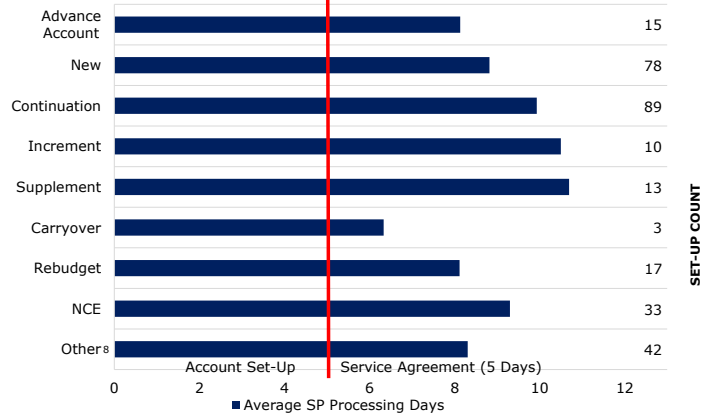
**III: OTHER TRANSACTIONS<sup>3</sup>**  
AVERAGE CYCLE DAYS (SP vs. Customer Holds)



**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