

**SUMMARY OF DOD INDEPENDENT RESEARCH AND DEVELOPMENT  
AND BID AND PROPOSAL COSTS INCURRED AND SALES  
ACHIEVED BY MAJOR DEFENSE CONTRACTOR**

**FOR CONTRACTOR FISCAL YEARS 2007 AND 2008**

	2007			2008		
	(IN MILLIONS)			(IN MILLIONS)		
	INCURRED COSTS ALLOCABLE TO GOVT. & COMMERCIAL WORK	ALLOWABLE COSTS ALLOCABLE TO GOVT. & COMMERCIAL WORK	DoD SHARE OF ALLOWABLE COSTS	INCURRED COSTS ALLOCABLE TO GOVT. & COMMERCIAL WORK	ALLOWABLE COSTS ALLOCABLE TO GOVT. & COMMERCIAL WORK	DoD SHARE OF ALLOWABLE COSTS
Independent Research and Development (IR&D)	4,142	3,874	2,535	4,556	4,390	2,951
DoD FMS			67			77
DoD Excluding Foreign Military Sales (FMS)			2,468			2,874
 Bid and Proposal (B&P)	 2,894	 2,874	 1,881	 3,076	 3,056	 1,964
DoD FMS			46			56
DoD Excluding Foreign Military Sales (FMS)			1,835			1,908
 TOTAL IR&D and B&P COST	 <u>7,036</u>	 <u>6,748</u>	 <u>4,416</u>	 <u>7,632</u>	 <u>7,446</u>	 <u>4,915</u>
 SALES, TOTAL GOVERNMENT and COMMERCIAL for REPORTING UNITS	 <u>292,929</u>			 <u>340,154</u>		
 Sales, DoD Excluding FMS			185,079			212,497
Sales, DoD FMS			6,669			7,495
 SALES, TOTAL DoD			<u>191,748</u>			<u>219,992</u>

Note: Minor differences in amounts are due to rounding