

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

FOR CONTRACTOR FISCAL YEARS 2002 AND 2003

	2002			2003		
	(IN MILLIONS)			(IN MILLIONS)		
	INCURRED COSTS ALLOCABLE TO GOVT. & COMMERCIAL WORK	ALLOWABLE COSTS ALLOCABLE TO GOVT. & COMMERCIAL WORK	DoD SHARF OF ALLOWABLE COSTS	INCURRED COSTS ALLOCABLE TO GOVT. & COMMERCIAL WORK	ALLOWABLE COSTS ALLOCABLE TO GOVT. & COMMERCIAL WORK	DoD SHARF OF ALLOWABLE COSTS
Independent Research and Development (IR&D)	3,000	2,823	1,651	2,865	2,821	1,850
DoD FMS			90			86
DoD Excluding Foreign Military Sales (FMS)			1,560			1,763
Bid and Proposal (B&P)	1,535	1,510	1,015	1,849	1,826	1,244
DoD FMS			38			47
DoD Excluding Foreign Military Sales (FMS)			977			1,197
TOTAL IR&D and B&P COST	4,535	4,333	2,666	4,715	4,647	3,094
SALES, TOTAL GOVERNMENT and COMMERCIAL for REPORTING UNITS	168,486			194,325		
Sales, DoD Excluding FMS			100,535			119,878
Sales, DoD FMS			4,085			5,615
SALES, TOTAL DoD			104,620			125,494

Note: Minor differences in amounts are due to rounding