

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

FOR CONTRACTOR FISCAL YEARS 2008 AND 2009

	2008			2009		
	(IN MILLIONS)			(IN MILLIONS)		
	INCURRED COSTS	ALLOWABLE COSTS	DOD SHARE OF COMMERCIAL WORK	INCURRED COSTS	ALLOWABLE COSTS	DOD SHARE OF COMMERCIAL WORK
Independent Research and Development (IR&D)	4,607	4,250	2,910 79	4,892	4,541	3,110 126
Dod FMS			2,830			2,984
Dod Excluding Foreign Military Sales (FMS)						
Bid and Proposal (B&P)	2,878	2,845	1,948 52	2,934	2,906	2,035 73
Dod FMS			1,897			1,962
Dod Excluding Foreign Military Sales (FMS)						
TOTAL IR&D and B&P COSTS	7,485	7,095	4,858	7,825	7,447	5,145
SALES, TOTAL GOVERNMENT and COMMERCIAL for REPORTING UNITS	315,864			351,786		
Sales, Dod Excluding FMS			201,950			212,099
Sales, Dod FMS			7,655			10,096
SALES, TOTAL DOD			209,605			222,195

Note: Minor differences in amounts are due to rounding