

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

FOR CONTRACTOR FISCAL YEARS 2006 AND 2007

	2006			2007		
	(IN MILLIONS)			(IN MILLIONS)		
	INCURRED COSTS ALLOCABLE TO GOVT. & COMMERCIAL <u>WORK</u>	ALLOWABLE COSTS ALLOCABLE TO GOVT. & COMMERCIAL <u>WORK</u>	DoD SHARE OF ALLOWABLE <u>COSTS</u>	INCURRED COSTS ALLOCABLE TO GOVT. & COMMERCIAL <u>WORK</u>	ALLOWABLE COSTS ALLOCABLE TO GOVT. & COMMERCIAL <u>WORK</u>	DoD SHARE OF ALLOWABLE <u>COSTS</u>
Independent Research and Development (IR&D)	3,844	3,658	2,439	3,906	3,721	2,501
DoD FMS			63			65
DoD Excluding Foreign Military Sales (FMS)			2,377			2,436
 Bid and Proposal (B&P)	 2,267	 2,260	 1,516	 2,685	 2,673	 1,825
DoD FMS			35			47
DoD Excluding Foreign Military Sales (FMS)			1,481			1,778
 TOTAL IR&D and B&P COSTS	 <u>6,111</u>	 <u>5,917</u>	 <u>3,955</u>	 <u>6,591</u>	 <u>6,394</u>	 <u>4,326</u>
 SALES, TOTAL GOVERNMENT and COMMERCIAL for REPORTING UNITS	 <u>261,040</u>			 <u>273,374</u>		
 Sales, DoD Excluding FMS			167,416			176,421
Sales, DoD FMS			6,331			6,580
 SALES, TOTAL DoD			 <u>173,747</u>			 <u>183,001</u>

Note: Minor differences in amounts are due to rounding