

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

**FOR CONTRACTOR FISCAL YEARS 2015 AND 2016**

	2015 (IN MILLIONS)			2016 (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)	7,341	6,234	3,984	6,870	6,603	4,081
DoD Foreign Military Sales (FMS)			415			402
DoD Excluding FMS			3,569			3,679
Bid and Proposal (B&P)	2,533	2,508	1,644	2,449	2,436	1,612
DoD FMS			100			126
DoD Excluding FMS			1,544			1,486
Total IR&D and B&P Costs	<u>9,874</u>	<u>8,742</u>	<u>5,628</u>	<u>9,319</u>	<u>9,039</u>	<u>5,693</u>
Sales, Total Government & Commercial for Reporting Units	<u>291,923</u>			<u>294,788</u>		
Sales, DoD Excluding FMS			179,139			176,345
Sales, DoD FMS			17,862			18,555
Sales, Total DoD			<u>197,001</u>			<u>194,900</u>

Note: Minor differences in amounts are due to rounding