

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

FOR CONTRACTOR FISCAL YEARS 2016 AND 2017

	2016 (IN MILLIONS)			2017 (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)	6,632	6,361	4,276	6,328	6,218	4,502
DoD Foreign Military Sales (FMS)			392			416
DoD Excluding FMS			3,884			4,086
Bid and Proposal (B&P)	2,526	2,515	1,725	2,295	2,279	1,654
DoD FMS			127			127
DoD Excluding FMS			1,598			1,526
Total IR&D and B&P Costs	<u>9,158</u>	<u>8,877</u>	<u>6,001</u>	<u>8,623</u>	<u>8,497</u>	<u>6,156</u>
Sales, Total Government & Commercial for Reporting Units		311,281			300,419	
Sales, DoD Excluding FMS			185,097			186,015
Sales, DoD FMS			19,118			19,360
Sales, Total DoD			<u>204,215</u>			<u>205,375</u>

Note: Minor differences in amounts are due to rounding