

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

**FOR CONTRACTOR FISCAL YEARS 2017 AND 2018**

INDEPENDENT RESEARCH AND DEVELOPMENT / BID AND PROPOSAL /SALES	2017 (IN MILLIONS)			2018 (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)	8,332	8,154	5,694	9,005	8,826	5,304
DoD Foreign Military Sales (FMS)			129			326
DoD Excluding FMS			5,565			4,978
Bid and Proposal (B&P)	3,889	3,859	2,385	4,181	4,132	2,245
DoD FMS			54			138
DoD Excluding FMS			2,331			2,107
Total IR&D and B&P Costs	<u>12,221</u>	<u>12,013</u>	<u>8,079</u>	<u>13,186</u>	<u>12,958</u>	<u>7,549</u>
Sales, Total Government & Commercial for Reporting Units			<u>439,594</u>			<u>510,549</u>
Sales, DoD Excluding FMS			239,346			257,207
Sales, DoD FMS			<u>19,653</u>			<u>21,237</u>
Sales, Total DoD			<u>258,999</u>			<u>278,444</u>

CONTRACTOR INDIRECT COSTS	2017 (IN MILLIONS)			2018 (IN MILLIONS)		
	PERCENT IR&D TO INDIRECT COSTS	PERCENT B&P TO INDIRECT COSTS	TOTAL INDIRECT COSTS	PERCENT IR&D INCURRED TO INDIRECT COSTS	PERCENT B&P INCURRED TO INDIRECT COSTS	PERCENT IR&D/B&P TOTAL INCURRED TO INDIRECT COSTS
Contractor Indirect Costs				<u>142,298</u>	<u>142,298</u>	<u>142,298</u>
Allowable IR&D/B&P as a Pct of Indirect Costs (2018 only)				<u>6.2%</u>	<u>2.9%</u>	<u>9.1%</u>