

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

**FOR CONTRACTOR FISCAL YEARS 2010 AND 2011**

	2010 (IN MILLIONS)			2011 (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)	5,084	4,718	3,152	5,092	4,555	3,119
DoD Foreign Military Sales (FMS)			164			186
DoD Excluding FMS			2,989			2,933
Bid and Proposal (B&P)	3,361	3,337	2,032	3,042	3,025	1,847
DoD FMS			90			96
DoD Excluding FMS			1,942			1,751
Total IR&D and B&P Costs	<u>8,445</u>	<u>8,055</u>	<u>5,184</u>	<u>8,133</u>	<u>7,580</u>	<u>4,966</u>
Sales, Total Government & Commercial for Reporting Units	<u>372,552</u>			<u>380,060</u>		
Sales, DoD Excluding FMS			213,421			221,175
Sales, DoD FMS			11,468			12,088
Sales, Total DoD			<u>224,889</u>			<u>233,263</u>

Note: Minor differences in amounts are due to rounding