

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

FOR CONTRACTOR FISCAL YEARS 2011 AND 2012

	2011 (IN MILLIONS)			2012 (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)	4,940	4,387	2,964	5,189	4,545	3,099
DoD Foreign Military Sales (FMS)			180			208
DoD Excluding FMS			2,783			2,891
Bid and Proposal (B&P)	3,175	3,155	1,981	3,233	3,211	2,148
DoD FMS			99			103
DoD Excluding FMS			1,882			2,044
Total IR&D and B&P Costs	8,115	7,542	4,944	8,422	7,756	5,247
Sales, Total Government & Commercial for Reporting Units	393,404			384,814		
Sales, DoD Excluding FMS			231,496			217,629
Sales, DoD FMS			11,558			13,177
Sales, Total DoD			243,054			230,806

Note: Minor differences in amounts are due to rounding