

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

**FOR CONTRACTOR FISCAL YEARS 2014 AND 2015**

	2014 (IN MILLIONS)			2015 (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)	6,404	5,331	3,483	8,320	5,756	3,784
DoD Foreign Military Sales (FMS)			349			490
DoD Excluding FMS			3,134			3,293
Bid and Proposal (B&P)	2,569	2,549	1,682	2,594	2,571	1,648
DoD FMS			121			114
DoD Excluding FMS			1,560			1,533
Total IR&D and B&P Costs	<u>8,972</u>	<u>7,879</u>	<u>5,165</u>	<u>10,915</u>	<u>8,327</u>	<u>5,432</u>
Sales, Total Government & Commercial for Reporting Units	<u>300,817</u>			<u>336,675</u>		
Sales, DoD Excluding FMS			181,342			181,386
Sales, DoD FMS			17,064			17,535
Sales, Total DoD			<u>198,406</u>			<u>198,921</u>

Note: Minor differences in amounts are due to rounding