

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

**FOR CONTRACTOR FISCAL YEARS 2013 AND 2014**

	2013 (IN MILLIONS)			2014 (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)	5,800	4,948	3,290	6,288	5,203	3,444
DoD Foreign Military Sales (FMS)			288			348
DoD Excluding FMS			3,002			3,096
Bid and Proposal (B&P)	2,811	2,788	1,784	2,653	2,635	1,728
DoD FMS			111			123
DoD Excluding FMS			1,672			1,605
Total IR&D and B&P Costs	<u>8,611</u>	<u>7,736</u>	<u>5,074</u>	<u>8,941</u>	<u>7,838</u>	<u>5,172</u>
Sales, Total Government & Commercial for Reporting Units	<u>319,940</u>			<u>298,710</u>		
Sales, DoD Excluding FMS			203,969			178,766
Sales, DoD FMS			16,287			17,025
Sales, Total DoD			<u>220,256</u>			<u>195,791</u>

Note: Minor differences in amounts are due to rounding