

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

**FOR CONTRACTOR FISCAL YEARS 2012 AND 2013**

	2012 (IN MILLIONS)			2013 (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)	5,506	4,708	3,087	5,568	4,729	3,143
DoD Foreign Military Sales (FMS)			207			275
DoD Excluding FMS			2,880			2,868
Bid and Proposal (B&P)	3,194	3,165	2,127	2,877	2,848	1,854
DoD FMS			105			100
DoD Excluding FMS			2,022			1,755
Total IR&D and B&P Costs	<u>8,700</u>	<u>7,873</u>	<u>5,214</u>	<u>8,445</u>	<u>7,577</u>	<u>4,997</u>
Sales, Total Government & Commercial for Reporting Units	<u>334,048</u>			<u>331,887</u>		
Sales, DoD Excluding FMS			213,875			211,491
Sales, DoD FMS			13,204			16,048
Sales, Total DoD			<u>227,079</u>			<u>227,539</u>

Note: Minor differences in amounts are due to rounding