

**SUMMARY OF DOD INDEPENDENT RESEARCH AND DEVELOPMENT AND BID PROPOSAL COSTS
INCURRED AND SALES ACHIEVED BY MAJOR DEFENSE CONTRACTOR
FOR CONTRACTOR FISCAL YEARS 2016 AND 2017**

	2016 (IN MILLIONS)			2017 (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)	6,632	6,361	4,276	6,328	6,218	4,502
DoD Foreign Military Sales (FMS)			392			416
DoD Excluding FMS			3,884			4,086
Bid and Proposal (B&P)	2,526	2,515	1,725	2,295	2,279	1,654
DoD FMS			127			127
DoD Excluding FMS			1,598			1,526
Total IR&D and B&P Costs	9,158	8,877	6,001	8,623	8,497	6,156
Sales, Total Government & Commercial for Reporting Units	311,281			300,419		
Sales, DoD Excluding FMS			185,097			186,015
Sales, DoD FMS			19,118			19,360
Sales, Total DoD			204,215			205,375

Note: Minor differences in amounts are due to rounding