

APPENDIX I

BEFORE AND AFTER COMPARISON OF UNITS OF INSTRUCTION

PHASE I ACQUISITION PLANNING

- Unit 1 Customer Business Analysis and Strategic Planning (old units 1 & 2)
- Unit 2 Market Research (old unit 5)
- Unit 3 Procurement Requests (old units 3 & 4)
- Unit 4 Requirements Analysis (old units 6, 7 & 8)
- Unit 5 Identifying Possible Sources (old unit 9)
- Unit 6 Limiting Competition (old unit 10)
- Unit 7 Socioeconomic Requirements (old units 11 & 12)
- Unit 8 Offer Evaluation Factors (old units 13, 14, and 15)
- Unit 9 Method of Acquisition (old unit 16)
- Unit 10 Pricing Arrangements (old unit 17)
- Unit 12 Unpriced Contracts (old unit 19)
- Unit 13 Contract Financing (old unit 20)
- Unit 14 Obtaining Bonds (old unit 21)
- Unit 15 Method of Payment (old unit 22)
- Unit 16 Documenting the Source Selection Plan (old unit 23)

PHASE II CONTRACT INFORMATION

- Unit 17 Publicizing Proposed Acquisitions (old unit 24)
- Unit 18 Subcontracting Requirements (old unit 49)
- Unit 19 Oral Solicitation (old unit 25)
- Unit 20 Solicitation Preparation (old unit 26)
- Unit 21 Inquiries and Freedom of Information Act Requests (old unit 27)
- Unit 22 Pre-Quote/Pre-Bid /Pre-Proposal Conferences (old unit 28)
- Unit 23 Amending/Canceling Solicitations (old unit 29)
- Unit 24 Receiving Bids (old unit 30)
- Unit 25 Bid Acceptance Periods (old unit 31)
- Unit 26 Late Bids (old unit 32)
- Unit 27 Mistakes in Bids (old unit 52)
- Unit 28 Price Analysis (Sealed Bidding) (old unit 33)
- Unit 29 Responsiveness (old unit 34)
- Unit 30 Receiving Quotations and Proposals (old unit 35)
- Unit 31 Evaluating Non-Price Factors (old unit 36)
- Unit 32 Pricing Information from Offerors (old unit 38)
- Unit 33 Accounting and Estimating Systems (old unit 76)
- Unit 34 Cost Accounting Standards (old unit 77)
- Unit 35 Audits (old unit 39)

Unit 36 Price Analysis (Negotiated Acquisitions) (old unit 37)
Unit 37 Cost Analysis (old unit 40)
Unit 38 Evaluating other Terms and Conditions (old unit 41)
Unit 39 Award Without Discussions (old unit 42)
Unit 40 Communications (old unit 43)
Unit 41 Establishing the Competitive Range (old unit 44)
Unit 42 Negotiation Strategy (old unit 45)
Unit 43 Conducting Discussions/Negotiations (old unit 46)
Unit 44 Responsibility (old unit 48)
Unit 45 Preparing Awards (old unit 50)
Unit 46 Issuing Awards and Related Notices (old unit 51)
Unit 47 Debriefing (old unit 47)
Unit 48 Protests (old unit 53)

PHASE III CONTRACT ADMINISTRATION

Unit 49 Contract Administration Planning (old unit 54)
Unit 50 Post - Award Orientations (old unit 55)
Unit 51 Monitor Subcontract Management (old units 56 & 57)
Unit 52 Contract Modification and Adjustment (old unit 58)
Unit 53 Options (old unit 59)
Unit 54 Task and Delivery Order Contracting (old unit 60)
Unit 55 Performance Management (old units 61, 62, & 63)
Unit 56 Commercial/Simplified Acquisition Remedies (old unit 64)
Unit 57 Noncommercial Acquisition Remedies (old unit 65)
Unit 58 Documenting Past Performance (old unit 66)
Unit 59 Assignment of Claims (old unit 68)
Unit 60 Administering Securities (old unit 69)
Unit 61 Administering Financing Terms (old unit 70)
Unit 62 Allowability of Costs (old units 71, 72, & 73)
Unit 63 Price and Fee Adjustments (old unit 74)
Unit 64 Defective Pricing (old unit 78)
Unit 65 Invoices (old unit 67)
Unit 66 Fraud and Exclusion (old unit 85)
Unit 67 Collecting Contractor Debts (old unit 75)
Unit 68 Administering Special Terms and Conditions (old units 79, 80, & 81)
Unit 69 Resolving Disputes (old unit 82)
Unit 70 Termination (old unit 83)
Unit 71 Closeout (old unit 84)