

# Village of Orland Park

## Competitive Analysis Worksheet

### Project Title and Brief Description

**One (1) Ford AWD  
Utility Police  
Interceptor**

### Lead Department

Director: John J. Ingram

Department: Public Works

Division: 5006/Vehicles & Equipment

Program/Service: Police protection

### Strategic Analysis

What Strategic Pillar does this expenditure support?

Quality of life & Public Safety

What is the desired outcome of making this expenditure?

Replace a 9 year old unmarked police sedan with a police issue SUV that is AWD (all wheel drive) to assist in adverse weather conditions and provide lower cost of ownership.

How does this expenditure enable the Village to serve residents at current or improved service levels?

Provide quality Police service

### Alternatives Analysis

Is this a replacement of an existing product/service or a proposal for new product/service?

Replacement X ☐

New ☐

Describe the impact if the proposed new/replacement product/service is not made?

Higher maintenance costs, rusty faded peeling paint. Higher loss of resale value and an unprofessional look. Production of the Ford Crown Victoria stopped in 2011.

Is there an alternative to purchasing this product/service, such as leasing, outsourcing, etc.? If yes, please provide a detailed description of alternatives.

Yes ☒

No

Two lease options were submitted. One option would be \$4,095.60 more than purchasing outright and the second lease option submitted would be \$8,688.00 more than outright purchase. Both leases options were for 60 months.

Is there a competitor that offers the same product/service that can deliver the same expected outcome? If yes, please provide an explanation as to why this competitor is not being considered.

Yes X ☐

No ☐

Our experience with the sedan brand/model has been very good thus far after three years. The utility version uses the same powertrain as the sedans. Also this brand/model is represented by an in town vendor.

Is a Total Cost of Ownership (TCO) Analysis applicable to this proposed expenditure?

Yes ☐

No X

There is no supportive data currently in our fleet to use for this model.

If yes, please attach TCO Analysis to this worksheet.

If no, please provide an explanation as to why a TCO Analysis does not apply.

### Additional Comments/Background Information

Attach additional documentation if necessary.