Village of Orland Park
Competitive Analysis Worksheet

Project Title and Brief Description
One (1) replacement Compact Sport Utility vehicle (SUV)

Lead Department
Director: John J. Ingram
Department: Public Works
Division: 5006/Vehicles & Equipment
Program/Service: Replacement Compact SUV for the PW/Street engineer

Strategic Analysis
What Strategic Pillar does this expenditure support? Quality of life
What is the desired outcome of making this expenditure? Replace a 12 year old Ford Explorer. The storage space in the rear allows for the engineer's equipment needed for the oversight of the road improvement projects and will provide a lower cost of ownership.
How does this expenditure enable the Village to serve residents at current or improved service levels? Provide quality services

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, rust, loss of resale value and an unprofessional look.
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 (2) lease options were received and is not a cost effective method in this scenario.
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 this brand/model has been very good thus far. Also the alternate brands/models submitted higher purchase price cost with no lease options.
Is a Total Cost of Ownership (TCO) Analysis applicable to this proposed expenditure? 　　　　Yes ☒　　　　　　　No See attached   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.