Village of Orland Park
Competitive Analysis Worksheet

Project Title and Brief Description

**Three Replacement Medium Duty Dump Trucks with
Plows and Spreaders**

Lead Department

Director: John J. Ingram

Department: Public Works

Division: 5006/Vehicles & Equipment

Program/Service: Infrastructure Maintenance

Strategic Analysis

What Strategic Pillar does this expenditure support?

Quality of Life and Public Safety

What is the desired outcome of making this expenditure?

Replace three (3)14 year old medium duty dump trucks in the Streets Division of Public Works. The trucks are used daily for various work assignments all year long.

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

Provide quality Infrastructure Maintenance

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, diminishing 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

The lease option has a higher overall cost of ownership.

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 ☐

No other cab & chassis manufacturer submitted a bid as an alternate to review. We did receive alternate brands to the dump body and spreader specifications which either was too costly or had too many exceptions to written specifications.

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

Yes ☒   No

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.