Village of Orland Park
Competitive Analysis Worksheet

Project Title and Brief Description

Seven replacement unmarked Ford Police Interceptor Sedans

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 10-12 year old unmarked police cars with police issue sedans that are 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 ☒ New ☐
Describe the impact if the proposed new/replacement product/service is not made?   Higher maintenance costs, rusty faded peeling paint. Lower 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 ☒   No lease option on police pursuit capable sedans
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 ☒ No ☐   Our experience with this brand/model has been very good thus far after two years. The competitive AWD sedan police version has not had a positive reliability reference.
Is a Total Cost of Ownership (TCO) Analysis applicable to this proposed expenditure?   Yes ☐ No ☒   There is no lease option on these police cars so the TCO is not needed.   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.