

# Village of Orland Park

## Competitive Analysis Worksheet

Project Title and Brief Description
<b>Replacement backhoe for the Utilities Division/Public Works Department</b>
Lead Department
Director: John J. Ingram
Department: Public Works
Division: 5006/Vehicles & Equipment
Program/Service: Water/Sewer Infrastructure Maintenance
Strategic Analysis
What Strategic Pillar does this expenditure support?  Quality of life & Public Safety
What is the desired outcome of making this expenditure?  Replace 17 year old machine with 7000 hours that sustained a \$10,228.00 repair back in October of 2012.
How does this expenditure enable the Village to serve residents at current or improved service levels? Provide a less fatigued machine avoiding costly repairs and improved loader bucket breakout forces.

### 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.

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

Yes X

No

The five year Municipal lease option equates to \$113,128.48 in payments.

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 over the years. Also this brand/model is represented by an in town vendor. The product is offered to the Village at a 30% discount using NJPA program.

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

Yes X ☒

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.

