

# Village of Orland Park

## Competitive Analysis Worksheet

Project Title and Brief Description
<p><b><u>Eight replacement marked Ford Police Interceptor Sedans</u></b></p>
Lead Department
<p><b>Director :</b> John J. Ingram</p>
<p><b>Department:</b> Public Works</p>
<p><b>Division:</b> 5006/Vehicles &amp; Equipment</p>
<p><b>Program/Service:</b> Police protection</p>
Strategic Analysis
<p><b>What Strategic Pillar does this expenditure support?</b></p> <p>Quality of Life</p>
<p><b>What is the desired outcome of making this expenditure?</b></p> <p>Replace numerous worn down (high mileage) marked police sedans with new AWD (all-wheel drive) equipped police sedans to assist in routine police work in adverse weather conditions.</p>
<p><b>How does this expenditure enable the Village to serve residents at current or improved service levels?</b></p> <p>Equip the police department with enhanced tools to provide quality reliable police service.</p>

### 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, reduced reliability and higher loss of resale value.

**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 available on police pursuit 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 and reliable thus far. The competitors AWD police sedan 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.