

# Village of Orland Park Competitive Analysis Worksheet

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<b>Project Title and Brief Description</b>
<b>Replacement Vehicle for the Parks Department-One (1) Crew Cab 4x2 Cab &amp; Chassis</b>
<b>Lead Department</b>
Director: John J. Ingram
Department: Public Works
Division: 5006/Vehicles & Equipment
Program/Service: Parks Department Vehicle for a variety of hauling & moving needs
<b>Strategic Analysis</b>
<b>What Strategic Pillar does this expenditure support?</b>
Quality of Life
<b>What is the desired outcome of making this expenditure?</b>
Replace a 12 year regular cab chassis with platform stake body and lift gate. The replacement vehicle allows for more passengers to travel to job sites and Village events that require hauling of various supplies and equipment.
<b>How does this expenditure enable the Village to serve residents at current or improved service levels?</b>
Can carry up to six employees in one vehicle to various job sites and Village events that require hauling/moving large amounts of supplies and equipment.

<b>Alternatives Analysis</b>	
<b>Is this a replacement of an existing product/service or a proposal for new product/service?</b>	
Replacement <input checked="" type="checkbox"/>	New <input type="checkbox"/>
<b>Describe the impact if the proposed new/replacement product/service is not made?</b>	
Higher maintenance costs and loss of resale value. Replacement unit will accommodate additional employees utilizing only one truck to travel to work sites and Village events.	
<b>Is there an alternative to purchasing this product/service, such as leasing, outsourcing, etc.? If yes, please provide a detailed description of alternatives.</b>	
Yes <input checked="" type="checkbox"/>	No
One (1) 60 month lease option was submitted that would cost \$14,049.60 more than purchasing outright.	
<b>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.</b>	
Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
One alternate brand chassis bid was submitted however was a higher bid price.	
<b>Is a Total Cost of Ownership (TCO) Analysis applicable to this proposed expenditure?</b>	
Yes <input checked="" type="checkbox"/>	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.	
<b>Additional Comments/Background Information</b>	
Attach additional documentation if necessary.	