Village of Orland Park
Competitive Analysis Worksheet

Project Title and Brief Description
Purchase of one (1) ¾ ton Cargo Van

Lead Department
Director: John J. Ingram
Department: Public Works
Division: 5006/Vehicles & Equipment
Program/Service: Replacement van for the Building Maintenance Division of the Village

Strategic Analysis
What Strategic Pillar does this expenditure support? Quality of life
What is the desired outcome of making this expenditure? Replacement of a 12 year old cargo van that the Building Maintenance Division utilizes daily.
How does this expenditure enable the Village to serve residents at current or improved service levels? Provides the means to deliver necessary supplies to every village owned building.

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? The current condition of the van is poor. The unit will need costly repairs to remain in service. Replacing it with a heavier cargo capacity van will allow staff to transport larger quantities of supplies per trip. The new unit is more fuel efficient which would reduce operating cost.
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 TCO form is attached to the committee action. Purchasing the van outright is in the Village's best interest.
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 ☐ The specification/Bid was generally written but no other brand bid on the project.
Is a Total Cost of Ownership (TCO) Analysis applicable to this proposed expenditure? 　Yes ☒　　　　　No ☐   Please see attached.   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.