

# Village of Orland Park Competitive Analysis Worksheet

## Project Title and Brief Description

Purchase of one (1) International Workstar 7500 Chassis

## Lead Department

Director: John J. Ingram

Department: Public Works

Division: 5006/Vehicles & Equipment

Program/Service: Snow removal and general hauling of materials and trailers

## Strategic Analysis

**What Strategic Pillar does this expenditure support?**

Quality of Life

**What is the desired outcome of making this expenditure?**

Replace one 17 year old dump truck that will be equipped with dump body, front snow plow, wing snow plow and salt spreader with prewetting capability.

**How does this expenditure enable the Village to serve residents at current or improved service levels?**

Provide quality snow removal services and avoid potential reduced parts availability for the aged chassis and snow equipment.

**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. Higher loss of resale value and a 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

Currently there are no snow removal services outsourced for Village's roadways.

**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 five years. Also this brand/model is the low bid chassis on the Illinois CMS for this vocation truck.

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

Yes                       No

There is no lease option on the 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.