Village of Orland Park
Competitive Analysis Worksheet

Project Title and Brief Description

Purchase of two (2) International Workstar 7400 Chassis's

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 two 17 year old dump trucks that are equipped with dump bodies, snow plows and salt spreaders.

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

Provide quality snow removal services and avoid potential parts availability for the aged chassis and sow 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 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 ☐   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 four 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.