

# Village of Orland Park

## Competitive Analysis Worksheet

Project Title and Brief Description
Purchase of one (1) 21 Passenger Bus for Recreation Department
Lead Department
Director: John J. Ingram
Department: Public Works
Division: 5006/Vehicles & Equipment
Program/Service: Replacement 21 Passenger Recreation Bus
Strategic Analysis
What Strategic Pillar does this expenditure support?  Quality of Life
What is the desired outcome of making this expenditure?  Replace a worn down bus with new unit that fits the needs of the special recreation program personnel. The interior provides easier surfaces to maintain cleanliness and provide passenger comfort.
How does this expenditure enable the Village to serve residents at current or improved service levels?  Improved exterior and interior paratransit bus.

### Alternatives Analysis

Is this a replacement of an existing product/service or a proposal for new product/service?

Replacement X ☐ New ☐

Describe the impact if the proposed new/replacement product/service is not made?

The current condition of the bus is run down. The unit will need costly repairs to remain in service and the overall look isn't the best either. Higher mechanical and exterior image costs are on the horizon. The bus will be ten years old in April of 2015.

Is there an alternative to purchasing this product/service, such as leasing, outsourcing, etc.? If yes, please provide a detailed description of alternatives.

Yes X ☐ 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 X ☐ No ☐

One was a higher bid price with no lease cost submitted and another brand/model had exceptions to the specifications and was only a \$984.00 difference in purchasing or \$12.00 is monthly lease cost difference for the specified brand/model.

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

Yes X ☐ 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.