

Village of Orland Park Competitive Analysis Worksheet

Project Title and Brief Description
<u>Replacement Ice Resurfacer for the Centennial Park Outdoor Ice Rink</u>
Lead Department
Director: Frank Stec
Department: Parks
Division: 4003
Program/Service: Police protection
Strategic Analysis
What Strategic Pillar does this expenditure support? Quality of life
What is the desired outcome of making this expenditure? Replace a 24 year old battery powered machine that has become expensive to maintenance.
How does this expenditure enable the Village to serve residents at current or improved service levels? Provide a safe skating rink for quality recreation programs.

Alternatives Analysis	
Is this a replacement of an existing product/service or a proposal for new product/service? Replacement <input checked="" type="checkbox"/> New <input type="checkbox"/>	
Describe the impact if the proposed new/replacement product/service is not made? Higher maintenance costs, several thousand dollar battery replacement next year.	
Is there an alternative to purchasing this product/service, such as leasing, outsourcing, etc.? If yes, please provide a detailed description of alternatives. Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> Unfortunately, staff could not find any company that would be willing to provide this type of service. The companies that sold machines typically only sell and do not lease resurface machines. Purchasing a used machine in working condition is the least expensive option in lieu of a new unit which is an estimated amount of \$110,000.00.	
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 <input checked="" type="checkbox"/> No <input type="checkbox"/> Staff has reviewed the two brands available for this type of equipment and selected the Olympia brand based on local ice arena's experience and recommendations.	
Is a Total Cost of Ownership (TCO) Analysis applicable to this proposed expenditure? Yes <input type="checkbox"/> No <input checked="" type="checkbox"/> There is no lease option 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.	