

Village of Orland Park

Competitive Analysis Worksheet

Project Title and Brief Description
<u>Replacement Front Mount mower for the Parks Department</u>
Lead Department
Director: John J. Ingram
Department: Public Works
Division: 5006/Vehicles & Equipment
Program/Service: Turf maintenance/aesthetics
Strategic Analysis
What Strategic Pillar does this expenditure support? Quality of Life & High Performing Organization
What is the desired outcome of making this expenditure? Replace an 18 year old 60" front mount gas powered mower with an increased capability mower.
How does this expenditure enable the Village to serve residents at current or improved service levels? Provide quality athletic field turf, pool grass grooming and other Village grassy areas that may need maintenance

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?

Higher maintenance costs on current 18 year old mower. Owning this type of equipment provides rapid response to turf needs for various special events and projects.

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 Village does outsource lawn mowing however Village staff does augment that service when and where necessary. Lease options were submitted, purchasing the equipment outright is the best method of acquisition since the Village likely own this equipment for ten years

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 ☐

Two other brands that submitted bids were higher priced. Also, this brand/model is recommended & operated by the Village's grass cutting contractor.

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

Yes ☐ No X ☒

Costs of ownership on small equipment will vary depending on usage

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.

