Village of Orland Park
Competitive Analysis Worksheet

Project Title and Brief Description

**Two (2) replacement
¾ ton 4X4 regular cab
pickup truck with
snow plows**

Lead Department

Director: John J. Ingram

Department: Public Works

Division: 5006/Vehicles & Equipment

Program/Service: Replacement vehicles

Strategic Analysis

What Strategic Pillar does this expenditure support?

Quality of life

What is the desired outcome of making this expenditure?

Replace 13-14 year old pickup trucks with plows to provide lower cost of ownership.

How does this expenditure enable the Village to serve residents at current or improved service levels?
Provide quality Parks and Utility services and to assist in snow removal operations

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, 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 Three and five year lease options exist but purchasing outright is in the Village's best interest seeing that we would own these for at least seven to 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 ☐ Our experience with this brand/model has been very good thus far. Bids submitted of another brand/model was higher purchase and lease price.
Is a Total Cost of Ownership (TCO) Analysis applicable to this proposed expenditure?   Yes ☒   No   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.