

# Village of Orland Park Competitive Analysis Worksheet

<b>Project Title and Brief Description</b>
<u>Purchase of two (2) International Workstar 7400 Chassis's</u>
<b>Lead Department</b>
Director: John J. Ingram
Department: Public Works
Division: 5006/Vehicles & Equipment
Program/Service: Snow removal and general hauling of materials and trailers
<b>Strategic Analysis</b>
<b>What Strategic Pillar does this expenditure support?</b>
Quality of Life
<b>What is the desired outcome of making this expenditure?</b>
Replace two 17 year old dump trucks that are equipped with dump bodies, snow plows and salt spreaders.
<b>How does this expenditure enable the Village to serve residents at current or improved service levels?</b>
Provide quality snow removal services and avoid potential parts availability for the aged chassis and snow equipment.

<b>Alternatives Analysis</b>	
<b>Is this a replacement of an existing product/service or a proposal for new product/service?</b>	
Replacement <input checked="" type="checkbox"/>	New <input type="checkbox"/>
<b>Describe the impact if the proposed new/replacement product/service is not made?</b>	
Higher maintenance costs, rusty faded peeling paint. Higher loss of resale value and an unprofessional look.	
<b>Is there an alternative to purchasing this product/service, such as leasing, outsourcing, etc.? If yes, please provide a detailed description of alternatives.</b>	
Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
Currently there are no snow removal services outsourced for Village's roadways.	
<b>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.</b>	
Yes <input checked="" type="checkbox"/>	No <input type="checkbox"/>
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.	
<b>Is a Total Cost of Ownership (TCO) Analysis applicable to this proposed expenditure?</b>	
Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
There is no lease option on the so the TCO is not needed.	
<p>If yes, please attach TCO Analysis to this worksheet.        If no, please provide an explanation as to why a TCO Analysis does not apply.</p>	
<b>Additional Comments/Background Information</b>	
Attach additional documentation if necessary.	