

Village of Orland Park Competitive Analysis Worksheet

Project Title and Brief Description
Replacement 15 Passenger Van for the Police Department
Lead Department
Director: John J. Ingram
Department: Public Works
Division: 5006/Vehicles & Equipment
Program/Service: Police D.A.R.E program and other agency participation services
Strategic Analysis
What Strategic Pillar does this expenditure support? Quality of life & Public Safety
What is the desired outcome of making this expenditure? Replacement of a 19 year old van utilized by the Police Department.
How does this expenditure enable the Village to serve residents at current or improved service levels? Provide quality Police service

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, rusty body, 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 <input type="checkbox"/>	No <input checked="" type="checkbox"/>
Leasing is not a cost effective option; the Village can expect more than ten years from this van. Vinyl Police graphics can be removed for resale or program/service changes during the ownership.	
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"/>
No other brands submitted bids. The spec was written for a Ford van since GM was unable to provide pricing and calendar year availability at the time.	
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.	

