

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 ☒ 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.