



CAPABILITY STATEMENT

Driving Smarter Vehicle Decisions
Through Analytics and Expertise

THE CAR MENTOR LLC
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Small Business
Minority Woman Owner
Disadvantage Owner

NAICS CODES

441110: New Car Dealers
441120: Used Car Dealers
441210: Recreational Vehicle Dealers
541611: Administrative Management
and General Consulting Services
541614: Process, Physical Distribution, and
Logistics Consulting Services
811111: General Automotive Repair

Company Overview

The Car Mentor is a full-service automotive concierge firm dedicated to helping individuals, businesses, and government agencies make informed vehicle buying, selling, and leasing decisions. We simplify the complex process of navigating the automotive market, providing expert consultation and personalized services to alleviate stress, save time and money, and secure the best possible outcomes for our clients.

Core Competencies

- **Vehicle Sourcing & Acquisition:** Expert negotiation, and price analysis to find the perfect vehicles
- **Automotive Consulting:** Professional advice tailored to each client's unique needs, preferences, and financial considerations.
- **Fleet Management for Businesses:** Offering scalable fleet acquisition and management solutions, focusing on operational efficiency, cost reduction, and sustainability.
- **Vehicle Sales Assistance:** We handle all aspects of the selling process, including valuation, pricing strategy, market positioning, and negotiations.
- **Leasing Advisory Services:** Helping clients navigate lease options, evaluate financial impacts, and choose the best terms for their needs.
- **Stress-Free Process:** From start to finish, we streamline and manage every step of the buying, selling, or leasing journey, providing full transparency and ongoing support.

Competitive Advantage

- **Cost Savings & Expertise:** Over a quarter century of knowledge of the automotive industry enables us to negotiate aggressively on behalf of clients, securing the best possible deals.
- **Personalized Service:** We take the time to understand each client's individual or business goals, offering customized solutions that exceed expectations.
- **Efficiency & Transparency:** We minimize the time and effort our clients need to spend, with a concierge process designed to be seamless, stress-free, and fully transparent.
- **Minority Woman-Owned Business:** 51% woman-owned, providing the benefit of diversity in thought leadership, experience, and customer-centric approaches.
- **Scalable for Growth:** Our services are designed to grow with our clients, whether it's a single vehicle purchase or managing a fleet for a growing enterprise.

Past Performance

- Over a quarter century of experience purchasing for the largest automotive retailer in the United States.
- Experienced in working with transportation and logistics companies to optimize fleet purchases and deliveries.
- Skilled in waste management strategies for vehicle disposal, minimizing environmental impacts for corporate clients.
- Managed large fleet evaluations and liquidations, providing analytics-based recommendations for optimal decision-making.