



# CAPABILITY STATEMENT

## Driving Smarter Vehicle Decisions Through Analytics and Expertise

### THE CAR MENTOR LLC

*Established in 2023*

*Richmond, Virginia*

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**SWaM Certification#835582**

**Duns Number: 124663490**

**Small Business**

**Minority Woman Owner**

**Disadvantage Owner**

### Company Overview

The Car Mentor LLC is an automotive consulting firm specializing in procurement support and vehicle strategy. We empower government agencies, businesses, and individuals to make smarter vehicle-related decisions through data-driven insight, unbiased advisement, and hands-on expertise.

With over 25 years of real-world experience in high-volume automotive purchasing, The Car Mentor brings executive-level guidance to every stage of the vehicle lifecycle—from acquisition to disposal.

### 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.

Support for procurement team by delivering vendor-neutral expertise in vehicle sourcing, bid evaluation, and cost analysis. We help your agency or business make compliant, budget-conscious decisions—reducing acquisition risk while increasing value across every stage of the vehicle purchasing process.

### 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.

# PROCUREMENT & AUTOMOTIVE SUPPORT SERVICES

**The Car Mentor LLC delivers comprehensive, vendor-neutral automotive consulting services designed to support both operational needs and institutional procurement goals. Our expertise spans the full vehicle lifecycle—offering actionable insight, and measurable savings.**

- Procurement Strategy & Support
  - RFP and bid evaluation assistance
  - Vehicle specification validation
  - Price benchmarking and market rate analysis
- Vehicle Sourcing & Acquisition
  - National inventory scanning and vendor matching
  - Independent price negotiation and incentive analysis
  - Dealer coordination and delivery logistics
- Vehicle Sales & Disposal Solutions
  - Asset liquidation planning and resale execution
  - Auction partnerships and resale vendor oversight
  - Environmentally responsible vehicle retirement strategies
- Fleet Planning & Optimization
  - Right-sizing assessments for cost-effective fleet composition
  - Lifecycle analysis and replacement planning
  - Transition strategies for electric and hybrid vehicles
- Tax Valuation & Diminished Value Services
  - Post-incident diminished value appraisals
  - Taxable market value documentation
  - Cost recovery strategies for individuals and institutions
- Leasing & Financing Advisory
  - Lease term evaluation and total cost projections
  - Side-by-side comparison of lease vs. buy scenarios
  - Financing and residual value consultation

We act as an extension of your procurement team—protecting your budget, reducing administrative burden, and ensuring that every decision made is transparent, compliant, and cost-effective.

## **Relevant NAICS & NIGP Codes**

### **NAICS CODES:**

- 541611 – Admin & General Management Consulting
- 541614 – Process, Physical Distribution & Logistics Consulting
- 541618 – Other Management Consulting Services
- 541990 – Other Professional, Scientific, and Technical Services
- 561110 – Office Administrative Services
- 561499 – All Other Business Support Services
- 423110 – Automobile Merchant Wholesalers
- 441110 – New Car Dealers (Consulting/Brokerage)
- 441120 – Used Car Dealers (Consulting/Brokerage)
- 488999 – Other Transportation Support Activities
- 811198 – Automotive Repair (Coordination/Support)
- 926110 – Administration of General Economic Programs

### **NIGP CODES:**

- 07000 – Automotive Vehicles and Related Transportation Equipment
- 07180 – Vehicle Lease and Purchase Consulting
- 95823 – Automotive Consulting
- 95844 – Fleet Management Services
- 96102 – General Consulting Services
- 92537 – Vehicle Specification Engineering

***Empowering your automotive decisions start to finish***