Questions & Answers

Authorized Dealership / Reseller Structure:

Q1 May an offeror that is not itself an authorized dealership submit a quotation if the quotation includes written confirmation from a local authorized dealership in Mexico City certifying the offeror's reseller authorization and confirming that warranty, maintenance, service, parts availability, and after-sales support will be provided directly by the authorized dealership?

A1 Yes. An offeror that is not itself an authorized dealership may submit a quotation, provided the quotation includes written confirmation from a local authorized dealership in Mexico City that:

Certifies the offeror's authorization to resell the proposed vehicle;

Confirms that all warranty, maintenance, service, parts availability, and after-sales support will be provided directly by the authorized dealership and are valid locally in Mexico City; and

Confirms compliance with applicable Mexican regulatory requirements.

This documentation must be submitted as part of the required Authorized Dealership Documentation (3-page maximum per Section 3, A.5) and must satisfy the Technical Acceptability Standard at Section 4, criterion 2.

Offerors are reminded that per Section 1, Paragraph D, the vehicle must be purchased through a local authorized vendor/dealership and meet local specifications and regulatory requirements.

Past Performance Documentation:

Q2 May an offeror include the relevant past performance and vehicle delivery experience of a supporting authorized dealership, clearly identified as dealership/vendor past performance, in addition to the offeror's own corporate information?

A2 Yes. Per Section 3, Addendum to 52.212-1, Paragraph A.2, offerors must provide a list of clients from the past five (5) years demonstrating relevant experience in supplying SUVs or similar passenger vehicles. If the offeror has not previously supplied vehicles in Mexico, international vehicle-supply experience may be provided.

Accordingly, an offeror may supplement its submission with the past performance and vehicle delivery experience of a supporting authorized dealership, provided that:

The dealership's past performance is clearly identified as dealership/vendor past performance and is distinct from the offeror's own corporate past performance;

The submission includes all required information: contract dates, delivery locations, contract values, and customer points of contact (name, telephone number, and email address); and

The role of each party (offeror and dealership) is clearly described in the quotation.

The Government reserves the right to contact any listed references to verify past performance information.

Principal / Key Personnel Experience:

Q3 May an offeror submit the relevant experience of its principal/key personnel, including experience supporting similar U.S. Government requirements in Mexico gained through a prior employer, as part of the information demonstrating the offeror's ability to perform?

A3 Yes. The Government will consider the relevant experience of an offeror's principal/key personnel as part of its assessment of the offeror's ability to perform, consistent with the responsibility determination criteria under FAR 9.1 (as referenced in Section 4), which includes consideration of whether the offeror possesses the necessary organization, experience, and skills, or the ability to obtain them.

Offerors may include the experience of principal/key personnel gained through prior employment, provided that:

The submission clearly identifies the individual(s), their role(s) within the offeror's organization, and the prior employer through which the experience was gained;

The experience is presented as individual/personnel experience, distinct from the offeror's corporate past performance; and

The submission describes the nature of the prior work, its relevance to this requirement, and the individual's current role and authority within the offeror's organization.

The quotation deadline remains Tuesday, June 30, 2026, at 13:00 hours (1:00 PM) Mexico City local time. All quotations must be submitted to MexicoCityGSOSolicitations@groups.state.gov with the subject line: "Quotation — RFQ No. 19MX5326Q0047 — New SUV Vehicle."