



**UNITED STATES DEPARTMENT OF STATE
Regional Procurement Support Office (RPSO)**

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September 17, 2026

**COMBINED SYNOPSIS/SOLICITATION
SOLICITATION NUMBER 19GE5026Q0155**

(i) Description

This is a combined synopsis/solicitation for commercial products or commercial services prepared in accordance with FAR Part 12. This announcement constitutes the only solicitation. Offers are being requested and a separate written solicitation will not be issued.

Solicitation number 19GE5026Q0155 is issued as a Request for Quotation (RFQ) for the acquisition of two (2) complete armored sport utility vehicles (SUVs), including OEM base vehicles, armored conversion, mission configuration, testing/certification, technical documentation, and delivery to Quito, Ecuador, in support of the Bureau of International Narcotics and Law Enforcement Affairs (INL) and the Ecuadorian National Police (ENP) National Anti-Kidnapping and Extortion Investigation Unit (UNASE).

This acquisition is not set aside for small business concerns. This solicitation incorporates provisions and clauses by reference. The full text of provisions and clauses may be accessed electronically at www.acquisition.gov.

This solicitation, including all incorporated provisions and clauses, reflects the Federal Acquisition

Regulation (FAR) and applicable Revolutionary FAR Overhaul (RFO) deviations adopted by the Department of State and in effect as of the date of issuance. The applicable North American Industry Classification System (NAICS) code is 336110, Automobile and Light Duty Motor Vehicle Manufacturing.

One or more of the items under this acquisition is subject to the World Trade Organization Government Procurement Agreement and Free Trade Agreements. See also the purchase restriction at FAR 25.402-3 (c).

(ii) List of line-item number(s) and items, quantities, and units of measure (including options, if applicable):

See Attachment 1 – The Schedule and Contract Clauses for the complete listing of line items, quantities, units of measure, and any options applicable to this acquisition.

(iii) Description of requirements for the items to be acquired:

The Contractor shall provide two (2) complete armored SUVs meeting the following salient requirements:

- Brand new, model year 2026 or newer, commercially produced mid-size OEM SUV (e.g., Toyota Fortuner, Ford Explorer, Chevrolet Trailblazer, or equal), left-hand-drive, automatic transmission, 4WD/AWD, minimum 200 hp, gray/silver exterior.
- Vehicle must be currently sold and OEM-supported (parts, service, dealer network) in Ecuador.
- Completed vehicle shall provide NIJ Level III ballistic protection (or equivalent) covering the passenger compartment and rear cargo compartment, with ballistic glazing, reinforced doors/pillars, upgraded suspension/brakes/axles, run-flat tires, and a top speed of not less than 90 mph at maximum operating weight.
- Vehicle shall accommodate a three-person UNASE mission crew and protected rear cargo space for a 19-inch equipment rack and two auxiliary batteries, with a normal mission load of 1,000 lb.
- Contractor shall provide OEM and armorer warranties (minimum 2 years), warranty-claim support, and in-country (Ecuador) warranty service arrangements.

- Contractor shall complete all required ballistic certification, quality-management (ISO 9001:2015 or equivalent), weight/axle verification, performance verification, and pre-delivery inspection prior to shipment, subject to Government inspection and acceptance.
- Full technical detail is set forth in **Attachment 1 – The Schedule**.

(iv) Date(s) and place(s) of delivery and acceptance and F.O.B. point:

Delivery shall be completed no later than **270 calendar days after contract award**, F.O.B. Destination, Within Consignee's Premises, to the Government-designated consignee location in Quito, Ecuador. Final acceptance is subject to Government inspection and review of the completed vehicles and required documentation, in accordance with Section 8 of Attachment 1 – The Schedule.

(v) List of solicitation provisions that apply to the acquisition:

Quoters are referred to Attachment 1 – The Schedule and Contract Clauses for the full technical requirements and evaluation criteria (including Appendix A, the Technical Compliance Matrix), and to Attachment 2 – Price, Representations and Certifications for further applicable solicitation provisions.

The following solicitation provisions, provided in full text, apply to this acquisition:

FAR 52.252-1 Solicitation Provisions Incorporated by Reference (FEB 1998).

This solicitation incorporates one or more solicitation provisions by reference, with the same force and effect as if they were given in full text. Upon request, the Contracting Officer will make their full text available. The offeror is cautioned that the listed provisions may include blocks that must be completed by the offeror and submitted with its quotation or offer. In lieu of submitting the full text of those provisions, the offeror may identify the provision by paragraph identifier and provide the appropriate information with its quotation or offer. Also, the full text of a solicitation provision may be accessed electronically at this/these address(es): www.acquisition.gov

(End of provision)

FAR 52.252-5 Authorized Deviations in Provisions.

As prescribed in 52.107(e), insert the following provision in solicitations that include any FAR or supplemental provision with an authorized deviation. Whenever any FAR or supplemental provision is used with an authorized deviation, the contracting officer shall identify it by the same number, title, and date assigned to the provision when it is used without deviation, include regulation name for any supplemental provision, except that the contracting officer shall insert "(DEVIATION)" after the date of the provision.

Authorized Deviations in Provisions (Nov 2020)

(a) The use in this solicitation of any Federal Acquisition Regulation (48 CFR Chapter 1) provision with an authorized deviation is indicated by the addition of "(DEVIATION)" after the date of the provision.

(b) The use in this solicitation of any Department of State Acquisition Regulation (48 CFR Chapter 6) provision with an authorized deviation is indicated by the addition of "(DEVIATION)" after the name of the regulation.

(End of provision)

DOSAR 652.206-70 – Advocate for Competition/Ombudsman (Feb 2015)

(a) The Department of State's Advocate for Competition is responsible for assisting industry in removing restrictive requirements from Department of State solicitations and removing barriers to full and open competition and use of commercial items. If such a solicitation is considered competitively restrictive or does not appear properly conducive to competition and commercial practices,

potential offerors are encouraged first to contact the contracting office for the solicitation. If concerns remain unresolved, contact:

(1) For solicitations issued by the Office of Acquisition Management (A/LM/AQM) or a Regional Procurement Support Office, the A/LM/AQM Advocate for Competition, at AQMCompetitionAdvocate@state.gov.

(2) For all others, the Department of State Advocate for Competition at cat@state.gov.

(b) The Department of State's Acquisition Ombudsman has been appointed to hear concerns from potential offerors and contractors during the pre-award and post-award phases of this acquisition. The role of the ombudsman is not to diminish the authority of

the contracting officer, the Technical Evaluation Panel or Source Evaluation Board, or the selection official. The purpose of the ombudsman is to facilitate the communication of concerns, issues, disagreements, and recommendations of interested parties to the appropriate Government personnel, and work to resolve them. When requested and appropriate, the ombudsman will maintain strict confidentiality as to the source of the concern. The ombudsman does not participate in the evaluation of proposals, the source selection process, or the adjudication of formal contract disputes. Interested parties are invited to contact the contracting activity ombudsman, Trena Mills, at 703-875-5429 or fax 703-875-6155. For an American Embassy or overseas post, refer to the numbers below

for the Department Acquisition Ombudsman. Concerns, issues, disagreements, and recommendations which cannot be resolved at a contracting activity level may be referred to the Department of State Acquisition Ombudsman at (703) 516-1696 or write to:

Department of State, Acquisition Ombudsman, Office of the Procurement Executive (A/OPE), Suite 1060, SA-15, Washington, DC 20520.

(End of provision)

The following solicitation provisions, incorporated herein by reference, apply to this acquisition:

Number	Title	Date
52.203-11	Certification and Disclosure Regarding Payments to Influence Certain Federal Transactions	SEP 2024
52.212-1	Instructions to Offerors—Commercial Products and Commercial Services	January 2026 (DEVIATION)

[See Attachment 2 for further applicable solicitation provisions.](#)

(vi) List of contract clauses that apply to the acquisition:

The following contract clauses apply to this acquisition: See Attachment 1 – The Schedule and Contract Clauses.

(vii) The date, time, and place for receipt of offer and point of contact:

- **Questions:** Submit questions via email, not later than October 23, 2026 to MambaKG@state.gov
- **Quotations:** Submit quotations not later than 1600hrs, Central European Time (CET) on November 17, 2026, to MambaKG@state.gov copying FrankfurtRPSO@state.gov.
 - **Method of Submission:** Quotations shall be submitted via email. Use of Word, Excel or PDF documents is permitted. Submission of quotations in .zip, .rar, or similar formats is not permitted, and quotations submitted in any of these formats shall be rejected. The size limit per email is 50MB.

(viii) Additional information required by FAR 5.101(c):

All responsible sources may submit a quotation, which will be considered by the agency. Quotation Volumes. Quoters shall submit their quotation in two (2) separate volumes, as follows:

- **Volume I – Price, Representations and Certifications.** This volume shall contain:
 - Completed Attachment 2 – Price and Representations and Certifications, including the certificate at FAR 52.225-6, Trade Agreements Certificate, in Attachment 2;
 - Evidence of active SAM registration (for Quoters that are registered in SAM) or NCAGE code (for Quoter that are not registered in SAM); and
 - Completed Attachment 3 – SF-3881 (ACH Vendor/Miscellaneous Payment Enrollment Form), if the Quoter is not registered in SAM.
- **Volume II – Technical Quotation.** This volume shall contain the completed Appendix A – Technical Compliance Matrix, together with any other submittals logically required to support the technical quotation, organized as follows. The Technical Volume shall contain sufficient information for the Government to evaluate the relative merits of each quote, including its strengths, weaknesses, and risks, to determine the Quoter's technical approach relative to other quotations received:
 1. **Tab 1a – Relevant Experience.** The Quoter shall provide information on up to five (5) contracts, orders, or projects performed within the past five (5) years that best

demonstrate relevant armored-vehicle experience. For each effort, the Quoter shall provide: contract/order/project number (if applicable); customer and point of contact information; period of performance; brief description of the work performed; and description of its relevance to this requirement. Relevant experience should demonstrate, as applicable: armoring of commercially produced SUVs or similar vehicles; integration of rifle-level ballistic protection and ballistic glazing; structural, suspension, braking, axle, wheel, or tire modifications associated with increased vehicle weight; completed-vehicle weight engineering, testing, and quality control; and international delivery or export of armored vehicles. The Quoter may rely on the experience and technical capability of a proposed armoring subcontractor or vehicle integrator, provided that entity is identified in the quotation and will perform the relevant work.

2. **Tab 1b – Past Performance.** For each contract, order, or project identified under Tab 1a, the Quoter shall separately provide past-performance information demonstrating how that effort was performed, including quality of performance, schedule performance, management and responsiveness, corrective actions taken (if any), and whether the effort involved a termination for cause or default. The Quoter shall provide sufficient detail and current customer point-of-contact information to allow the Government to verify the reported past performance. A Quoter without relevant past performance information, or for whom relevant past-performance information is not available, will not be evaluated favorably or unfavorably on that basis, and the absence of such information will not, by itself, render the Quoter ineligible for consideration.

3. **Tab 2 – Proposed OEM Vehicle.** Identify make, model, model year, trim/configuration, powertrain, transmission, and drivetrain, with supporting OEM documentation demonstrating compliance with the salient characteristics in Section 4 of Attachment 1, including Ecuador market availability and OEM supportability.

4. **Tab 3 – Armored Conversion.** Describe the armoring manufacturer/integrator, ballistic protection level and protected envelope, opaque/transparent armor systems, ballistic seams/overlaps, structural reinforcement, suspension/braking/axle/wheel/tire/run-flat modifications, powertrain configuration, completed-vehicle performance, and other significant modifications.

5. **Tab 4 – Weight, Payload, and Cargo Configuration.** Provide estimated completed vehicle weight, maximum operating weight, maximum allowable axle loads,

mission-loaded weight/axle loads, remaining margins, required engineering certification (if OEM GVWR/GAWR is exceeded), and the dimensioned cargo-compartment drawing.

6. **Tab 5 – Warranty and In-Country Support.** Provide OEM warranty coverage/limitations, effects of conversion on OEM warranty, armorer warranty, ballistic-glazing warranty, OEM warranty-claim support, and Ecuador warranty service arrangements.

7. **Tab 6 – Supporting Documentation.** Provide OEM brochures/spec sheets, ballistic test reports/certifications, armor/glazing data, run-flat specifications, suspension/brake/wheel/tire data, engineering reports, quality-management certifications, and other technical substantiation. Documentation need not be duplicated across Tabs; where relied upon, the substantive Tab and Technical Compliance Matrix must cite the specific document and page/section.

8. **Tab 7 – Testing, Inspection, Certification, and Acceptance.** Describe the quality-management system (with supporting certification in Tab 6), inspection/quality-control procedures, weight-verification process, performance-verification approach, and pre-delivery inspection procedures.

9. **Tab 8 – Delivery and Importation.** Provide a delivery plan and milestones addressing the required delivery period, addressing any identified risks and their mitigation, describing export/shipment/importation approach, duty-free customs coordination approach, and documentation to be provided for importation, homologation, registration, and final delivery.

10. **Technical Compliance Matrix.** Quoters shall complete and submit the Technical Compliance Matrix provided as **Appendix A** to Attachment 1 – The Schedule, within Volume II. For each line, the Quoter shall identify the offered specification/configuration/approach, indicate compliance as Yes/No, and provide the exact Technical Volume Tab, page, drawing, report, or other reference demonstrating compliance. Quoters shall not alter the Government-provided SOW references or requirement descriptions. A statement of compliance without adequate supporting information may be found inadequate if the Government cannot verify compliance from the cited material; all documentation cited in the matrix must be included in Volume II.

Compliance Review, Evaluation and Basis for Award

Compliance Review. Prior to evaluation, the Government will conduct a compliance review of all quotations received. Quotations determined to be incomplete — including failure to submit both required volumes, failure to complete Appendix A, or failure to provide required supporting documentation — may be excluded from further consideration at the discretion of the Contracting Officer. Quotations that remain in the pool of quotations for further consideration following the compliance review will be subjected to Comparative Evaluation as described below.

Evaluation and Basis for Award

The Government will conduct Comparative Evaluation in selecting the best value, technical and price factors considered.

Comparative evaluation is defined as the act of comparing two or more quotations in response to the RFQ. The item-by-item comparison is performed by comparing each quotation directly to one another to determine which provides the best value to the Government using technical and past performance criteria as described below. While this is not the lowest-priced, technically acceptable (LPTA) process, the Comparative Evaluation process does not prohibit or rule out awarding an order on a low-priced quotation. Award will be based on best value in terms of technical factors and price.

Anticipated Award Date: December 15, 2026.

Award Notice. The Award Notice will be posted on SAM. Unsuccessful Quoters will, upon request, be provided with a brief explanation of the award decision that explains why the unsuccessful Quoter was not selected (see FAR 12.301(c)).

List of Attachments

- Attachment 1 – The Schedule (Statement of Work for Acquisition of Two (2) Armored Vehicles for INL Ecuador, including Appendix A – Technical Compliance Matrix)
- Attachment 2 – Price and Representations and Certifications
- Attachment 3 – SF-3881, ACH Vendor/Miscellaneous Payment Enrollment Form (for use by Quoters without an active SAM registration)

Additional Instructions to Quoters

Quoters are herewith advised that, pursuant to FAR 12.201(d), the Contracting Officer will use a streamlined approach in the evaluation of quotations to considerably reduce administrative costs and lead time as well as promote efficiency and economy in the process. Accordingly, at the discretion of the Contracting Officer, incomplete quotations or quotations that are missing information to allow meaningful evaluation will be rejected at the compliance review stage. Quoters are responsible for ensuring that both Volume I and Volume II are complete, properly organized, and contain all documentation required by this solicitation prior to submission.