



COMMONWEALTH OF VIRGINIA
County of Henrico

DEPARTMENT OF FINANCE
Oscar Knott, CPP, CPPO, VCO
Purchasing Director

March 14, 2024

Ms. Molly Cohen
Learn by Doing, Inc.
PO Box 3465
Chicago, IL 60654-0465

**RE: iRFP #9573A- Business & Information Software for Workforce & Career
Development**

Dear Ms. Cohen:

The annual contract the County has with your company to provide **Business & Information Software for Workforce & Career Development** is due to expire on **June 30, 2023**. Under the terms of the original agreement, this contract may be renewed for an additional one-year period from **July 1, 2024** through **June 30, 2025**.

The County would like to renew this contract at current contract pricing. Please complete the information requested and return to Angie Woodson at wool13@henrico.us no later than March 31, 2024.

Following the receipt of this information, the County will determine whether it is in our best interest to renew the contract or re-solicit. In addition, if you agree to renew the contract for an additional one-year period, please instruct your insurance agent to provide to my attention a current copy of a certificate of insurance. **Be sure the certificate lists the County as additional insured for the contract work.**

If you have any questions, please call me at (804) 501-5637 or email me at Fal51@henrico.us . Your cooperation and prompt response will be appreciated.

Sincerely,

Eileen M. Falcone /acw

Eileen M. Falcone, CPPB
Assistant Division Director

EMF/acw

iRFP #9573A- Business & Information Software for Workforce & Career Development

BUYER NAME: Eileen Falcone

Except for the changes provided herein, all other terms and conditions of this contract remain unchanged and in full force and effect. Please check one of the following:

_____ Yes. Renew the contract for an additional one-year period at current contract pricing.

X Yes. Renew the contract for an additional one-year period at new contract pricing.

(list below or attach new pricing sheet)

Please see attached pricing sheet

_____ No. Do not wish to renew the contract. If no, please provide reason below.

Company Name: Learn by Doing, Inc.

Date: 03/14/2024

Signature: 

Title: Director of Operations and HR

Telephone#: 312-470-2290

Email: molly@albert.io



2024-2025 School License Pricing

Licenses start at \$12.73 per student with a volume discount that increases as the seat count increases. There is a linear discount applied to the price per student on all school licenses, which starts at a minimum of 100 licensed students.

Number of Seats	Total Cost	Price/Seat
100	\$1,273	\$12.73
105	\$1,309	\$12.46
200	\$2,445	\$12.23
500	\$5,727	\$11.45
1,000	\$10,187	\$10.19
1,500	\$13,364	\$8.91
2,000	\$15,285	\$7.64
2,500	\$15,914	\$6.37
2,500+	\$15,914*	<\$6.37*