



COMMONWEALTH OF VIRGINIA  
**County of Henrico**

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

January 17, 2025

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, 2025**. Under the terms of the original agreement, this contract may be renewed for an additional one-year period from **July 1, 2025** through **June 30, 2026**.

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.gov](mailto:wool13@henrico.gov) no later than February 15, 2025.

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.gov](mailto:Fal51@henrico.gov). Your cooperation and prompt response will be appreciated.

Sincerely,

*Eileen M. Falcone* /acw

Eileen M. Falcone, CPPB  
Purchasing Manager

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: 01/21/2025

Signature: 

Title: Director of Operations and HR

Telephone#: 312-470-2290

Email: molly@albert.io



# 2025-2026 School License

## Pricing

Licenses start at \$13.11 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	\$1,311	\$13.11
105	\$1,348	\$12.83
200	\$2,519	\$12.60
500	\$5,897	\$11.79
1,000	\$10,496	\$10.50
1,500	\$13,766	\$9.18
2,000	\$15,738	\$7.87
2,500	\$16,403	\$6.56
3,000+	\$16,403*	<\$5.47*

For additional teacher and administrator data features, organizations may purchase the Albert **Pro Upgrade for \$1 per licensed student**. To learn more about upgrades and professional development opportunities, reach out to your account manager or [success@albert.io](mailto:success@albert.io)

*\*We do not charge for any seats above \$18,750, if a single building buys more than 3,000 seats.*