



COMMONWEALTH OF VIRGINIA  
**County of Henrico**

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

March 2, 2023

Ms. Laura Wrightson  
Samsara, Inc.  
1990 Alameda Street 5<sup>th</sup> Floor  
San Francisco, CA 94103

**RE: Contract # 2136A – GPS/AVL Tracking System for Pupil Transportation**

Dear Ms. Wrightson:

The annual contract the County has with your company to provide **GPS/AVL Tracking System for Pupil Transportation** 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, 2023**, through **June 30, 2024**.

The County would like to renew this contract at current contract pricing. Please complete the information requested and return to Maria Gonzalez at [gon036@henrico.us](mailto:gon036@henrico.us) at your earliest convenience.

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 of Henrico as additional insured for the contract work.**

If you have any questions, please call me at (804) 501-5680 or email me at [Her034@henrico.us](mailto:Her034@henrico.us) . Your cooperation and prompt response will be appreciated.

Sincerely,

*Justin M. Herbaugh*

Justin M. Herbaugh, VCO, VCA  
Procurement Analyst II

**CONTRACT # 2136A – GPS/AVL Tracking System for Pupil Transportation**

**BUYER NAME: Justin M. Herbaugh, VCO, VCA – Procurement Analyst II**

**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.

Yes. Renew the contract for an additional one-year period at new contract pricing.  
(List below or attach new pricing sheet)

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

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Company Name: Samsara Inc.

Date: June 1, 2023

Signature: *A. Eltaubky*

Title: Executive VP, Chief Legal Officer

Telephone#: (415) 985-2400

Email: legalnotices@samsara.com

SCC#: \_\_\_\_\_