



## Fast Facts

### **Robert Huber Associates**

Robert C. Huber, CMC, CPCM, President  
9446 East Jenan Drive • Scottsdale, Arizona 85260 USA  
(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free  
[www.Linkedin.com](http://www.Linkedin.com) / In / [RobertHuberAssociates](http://RobertHuberAssociates)

[www.AllCampusCard.com](http://www.AllCampusCard.com)

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## OVERVIEW

Since 1991, Robert Huber Associates Has Assisted Over **200** Institutions With All Aspects of **Campus Card Systems**.

Our **Vendor-Independent** Business Consultancy Strives to Assist Colleges and Universities:

- To Operate More Efficiently
- To Resolve Business Challenges
- To Maximize Strategic Business Opportunities



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## Consulting Clients

Aramark Corporation  
Arizona State University  
Baldwin-Wallace University  
Bowdoin College  
Brandeis University  
Cal State University (Fresno)  
Case Western Reserve Univ  
Central Wyoming College  
Chadron State University  
Clemson University  
College of William and Mary  
Colleges of the Fenway™  
Colorado State University  
Connecticut College  
Cornell University  
Delta State University  
DePaul University  
Duke University  
East Stroudsburg University  
Emmanuel College  
Emory University  
Fairview College (CAN)  
Ferris State University  
Fort Lewis College  
Franciscan Univ (Steubenville)  
George Mason University  
Georgia College  
Georgia Institute of Technology  
Hamline University  
Harvard University  
Indiana University  
JanCo (dba Burger King®)  
Lesley University  
Loyola College in Maryland  
Maricopa Community Colleges

Marriott Corporation  
Mass College of Art  
Mass College of Pharmacy  
Mesa Community College  
Metavante Corporation  
Miami University (Ohio)  
Missouri Southern State Univ  
Mount Holyoke College  
New Jersey City University  
Northern Virginia Comm College  
Pacific Lutheran University  
PaperClip Communications  
Paradise Valley Comm College  
Penn State University System  
Phillips Academy (Andover)  
Pittsburg State University  
Purdue University System  
Purdue Univ (Fort Wayne)  
Purdue Univ (West Lafayette)  
Queens College  
Robert Morris University  
Salem State University  
Sallie Mae  
Secure Medical  
Scottsdale Community College  
Seton Hall University  
Simmons College  
Sodexo Corporation  
Springfield Tech Comm College  
SUNY College at Old Westbury  
Syracuse University  
Temple University  
Texas A&M University  
Thomas Jefferson Univ  
Thomas Jefferson Univ Hospitals

Towson State University  
Univ of Alberta (CAN)  
Univ of Arkansas  
Univ of Baltimore  
Univ of California (Los Angeles)  
Univ of California (San Diego)  
Univ of Chicago  
Univ of Delaware  
Univ of Kansas Medical Center  
Univ of Massachusetts (Amherst)  
Univ of Miami (Florida)  
Univ of Minnesota (Duluth)  
Univ of Minnesota (Twin Cities)  
Univ of N Carolina (Chapel Hill)  
Univ of N Carolina (Wilmington)  
Univ of North Florida  
Univ of Oklahoma  
Univ of Pittsburgh  
Univ of South Carolina  
Univ of Southern California  
Univ of Texas (Arlington)  
Univ of Texas (Austin)  
Univ of Texas (San Antonio)  
Univ of Utah  
Univ of Vermont  
Virginia Commonwealth Univ  
Univ of Wisconsin (Stout)  
Washburn University  
Washington Univ in St. Louis  
Wentworth Institute of Tech  
Western Conn State University  
Wheelock College  
Winthrop University  
Xavier University of Louisiana

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## Company Overview

### Our Business

Robert Huber Associates is the only **Vendor-Independent** Business Consultancy that has served Higher Education Institutions for 25 years in North America with Strategic Planning Business Consulting Services and specializes in all aspects of **Campus Card Systems**.

### Our Client Goals

- Operate More Efficiently
- Resolve Business Challenges
- Maximize Strategic Business Opportunities

### Strategic Focus

- Business Assessments
- Enterprise System Implementations
- Campus Card & Auxiliary Business Systems



### Professional Services

- Strategic Planning
- Business Assessments
- Technology Migration
- Request For Proposal Development (RFP)
- Impartial Vendor Evaluation Strategies
- Professional Vendor Negotiations

### Qualifications

- **Vendor-Independent** Business Consultants (Board Certified)
- Founded by Entrepreneur Robert C. Huber, CMC, CPCM (1991)
- Pioneered "**All-Campus Card**" Single 4-Year, Multi-App Card (1985)
- Developed One-Stop Shopping "Campus Card Service Centers"
- Assisted 200 Clients (Education, Healthcare, Restaurants, Corporate)
- Publisher of the International "**Campus Card Industry Business Forecast**"

### Vendor Independence

- We Have NO Financial Ties With Any Card Industry System Vendors
- We DO NOT Recommend Specific Vendors Or Vendor Systems To Clients

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## Professional Services



### Site Assessments

Professional Vendor-Independent Program, Technical & Operations Infrastructure Analysis, Customer Service Observations, Campus Interviews, Program Effectiveness, New Revenue Opportunities.



### Strategic Planning

Business Process Planning, Fiscal Projections, Revenue & Savings Opportunities, Project Phases, Industry & Card Systems Education, Migration & Marketing Strategies, Expert Recommendations.



### System Implementations

Project Organization, Impartial Project Oversight, Mission Focus, Business Priorities, Unlimited Project Guidance, Master Project Schedule, Weekly Project Follow-up, Site Preparation Guidance.



### RFP Development

Customized Professional & Strategic RFP Document Development, Infrastructure Appendices, Industry Education, Vendor Evaluation Strategies, Campus Procurement Office Coordination.



### Vendor Evaluations

Proven Vendor Evaluation Process (4-Step), Strategic Vendor Evaluation Guidance, Vendor Proposal & Site Reference Review Strategies, Vendor Presentations Coordination & Oversight.



### Vendor Negotiations

Principled Strategic Agreement Process, Best & Final Offer (BAFO) Process, RFP Exceptions Negotiations, Vendor Backchannel Communications, BATNA Strategies, Site Preparation Planning.

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## Consultants



### **Robert C. Huber, CMC, CPCM**

**Certified Business Management Consultant  
President & Senior Consultant**

Robert Huber has been a lifelong entrepreneur and visionary with a passion for business and exceptional customer service. After opening 50 national restaurants, he has transformed the Campus Card Industry over 30 years.

In 1985, he developed the revolutionary "**All-Campus Card**" (single 4-year multi-application card) and introduced centralized **Campus Card Customer Service Centers** ("One-Stop Shopping") – since implemented by thousands of colleges, universities, hospitals and corporations worldwide.

Mr. Huber, a dual Certified Business Consultant, is a Card Technology Expert, Business Negotiations Instructor, Business Startup Specialist, Hall of Fame Honoree, News Media Resource, National Conference Speaker and Publisher of the international "**Campus Card Business Forecast**".



### **Robert E. Summers, CPP**

**Certified Personal Protection Professional  
Associate Consultant**

Mr. Summers, a former law enforcement officer, is a certified Professional Security Consultant who specializes in Campus Safety, High Security and Electronic Security Assessments. He is a renowned International Security Expert in Crime Prevention Through Environmental Design (**CPTED**).

Robert is a nationally respected Strategic Security Professional for colleges, universities, K-12 public school districts, state and federal government facilities, television productions, entertainment personalities and private estates. His impressive portfolio includes the protection of state, federal and **U.S. National Landmarks** and several **U.S. Presidential Libraries**.

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# Industry Milestones



"I Dream of Things That Never Were, and Say ... Why Not?"

Robert F. Kennedy

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Robert C. Huber, CMC, CPCM, has been an industry pioneer, historian, forecaster, media resource, and campus card industry leader since 1982 and directly responsible for many campus card industry milestones and innovations including:

- 1982** Introduced first campus cards with ABA single **High Coercivity (HiCo)** magnetic stripes (non-erasable) at the University of Wisconsin – Stout (WI) and University of Utah (UT).
- 1984** Implemented first Campus Card System with "**Guaranteed 3-Second Response Time**" – a revolutionary technological achievement reducing transactions 15-30 seconds each.
- 1985** Implemented **Largest Food Service Campus Card System** in North America at Duke University (NC).
- 1985** Developed the "**All-Campus Card**" concept at Duke University (i.e., Single 4-Year Credential, Multiple Accounts, Multi-Applications, Single HiCo Magnetic Stripe).
- 1986** Introduced first "**Guaranteed 4-Year Photo All-Campus Cards**" in North America designed to be more durable and eliminate traditional annual campus card issuance.
- 1989** Implemented **Largest Campus Card Door Access & Alarm Monitoring System** in North America at The Pennsylvania State University (PA).
- 1990** Implemented **First Campus Smart Card System** (contact chip cards) at Queens College (NC), Hamline University (MN) and Loyola College in Maryland (MD).
- 1991** Founded **Robert Huber Associates** as first international dual-board certified "vendor independent" campus card business consultancy.
- 1992** Conducted first **NACUFS Campus Card Workshop** (Fort Collins, CO) for the National Association of College & University Food Services.
- 1993** Conducted first **NACAS Campus Card Workshop** (Atlanta, GA) for the National Association of College Auxiliary Services.

# Industry Milestones



"I Dream of Things That Never Were, and Say ... Why Not?"

Robert F. Kennedy

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- 1993** Conducted first **International Campus Card Presentation** (Washington, D.C.) for the CardTech / SecurTech International Exposition.
  - 1994** **Charter member** of the **National Association of Campus Card Users (NACCU)** and attended the 1<sup>st</sup> NACCU Annual Conference (La Jolla, CA).
  - 1995** Conducted first **CACUBO Campus Card Presentation** (Quebec, CAN) for the Canadian Business Officers Association.
  - 1996** Conducted first **CapCard Campus Card Workshop** (Las Vegas, NV) for the association of campus credit unions.
  - 1996** Published first international "**Campus Card Industry Forecast**" posted globally on [www.AllCampusCard.com](http://www.AllCampusCard.com) by Robert Huber Associates (Scottsdale, AZ USA).
  - 2005** Developed strategic plan for the **Colleges of the Fenway™** (Boston, MA), the first academic consortium of independent IHEs to **simultaneously** launch their new **Fenway Card™** which was accepted on all COF campuses (6) and at nearby local merchants.
  - 2008** Developed and produced the mobile "**Campus Card History Museum**" to commemorate the NACCU 15th Anniversary (Las Vegas, NV).
  - 2009** Implemented the **First Campus-Wide All Smart Card Campus** at Missouri Southern State University (MO).
  - 2011** Negotiated the **Largest Campus Card System** in North America at Miami University (OH).
  - 2012** Conducted first **UBTech Campus Card Presentation** that was **televised "live" worldwide** at first UBTech2012 (Las Vegas, NV).
  - 2014** Developed the virtual "**Campus Card History Museum**" – including the "**Campus Card Timeline**" - including photos, articles and videos at [www.AllCampusCard.com](http://www.AllCampusCard.com).





## Hall of Fame Honoree

### Robert C. Huber, CMC, CPCM

President & CEO  
Robert Huber Associates  
Scottsdale, Arizona USA



**Robert C. Huber, CMC, CPCM**, was one of seven Delawareans inducted into the Mount Pleasant "Hall of Fame" by the Mount Pleasant High School Historical Society on October 23, 2009, as recognition for their professional achievements and lifetime of community service.

Dr. Jesse Morris and Robert Huber founded **WMPH-FM** during their senior year at Mount Pleasant High School. The school district received the federal F.C.C. station license a year later. Delaware's First Educational FM radio station is now one of the oldest high school educational radio stations in the world (91.7 mHz) and can be heard internationally online at [www.WMPH.net](http://www.WMPH.net).

Mr. Huber has been a lifelong entrepreneur and visionary with a passion for business and exceptional customer service. After opening 50 national restaurants, he has transformed the Campus Card Industry over 30 years.

In 1985, he developed the revolutionary "**All-Campus Card**" (Photo 4-year Multi-Application Credential) and centralized **Campus Card Customer Service Centers** ("One-Stop Shopping") – concepts since implemented by thousands of colleges, universities, hospitals and corporations worldwide.

Hall of Fame 2009 recipients included Dr. Arthur Coburn (Cardiologist, Humanitarian), Dr. John Crum (Delaware Educator, Former MPHS Teacher), Dr. Carol Hoeffcker (University of Delaware Professor Emerita, Delaware Historian), Mr. Robert Huber (Entrepreneur, Co-Founder of WMPH-FM), Mr. John Jancuska (UMBC Baseball Head Coach), Mr. Rodney Lambert (Delaware Sports Hall of Fame Recipient), and Dr. Jesse Morris (Psychiatrist, Co-Founder of WMPH-FM).

Commemorating plaques and photographs of each inductee reside in the lobby of Mount Pleasant Senior High School in Wilmington, Delaware.

[www.allcampuscard.com / rha-consultants / robert-c-huber-cmc-cpcm / hall-of-fame-honoree](http://www.allcampuscard.com/rha-consultants/robert-c-huber-cmc-cpcm/hall-of-fame-honoree)

Video

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## Consultant Benefits



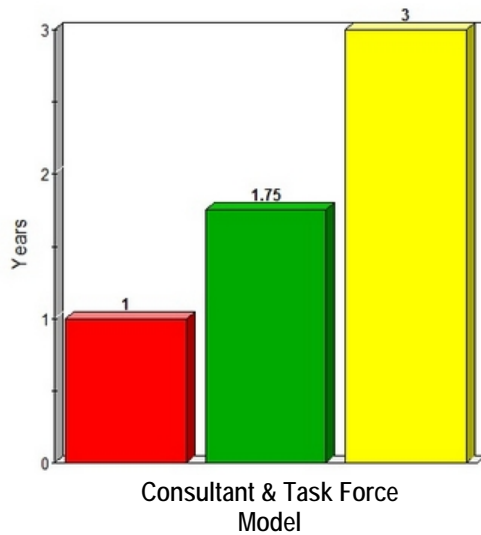
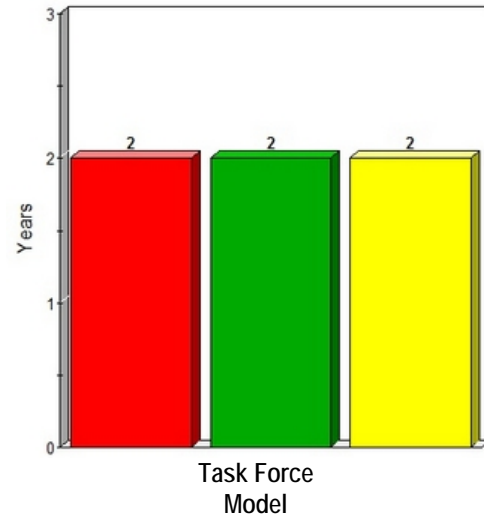
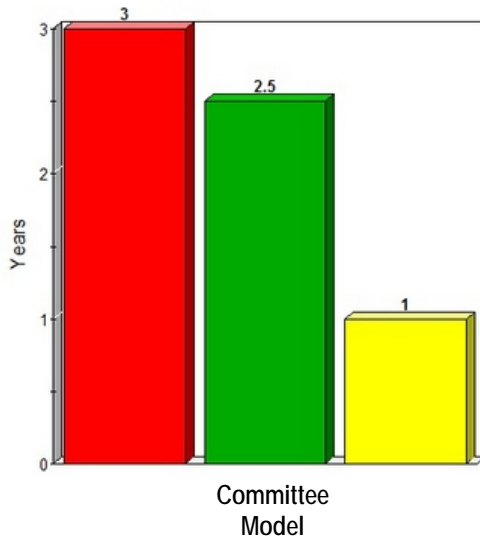
**Mission Focus**  
**Specialized Expertise**  
**Vendor Independence**  
**Impartiality & Objectivity**  
**Notable Client Endorsements**  
**Expansive Business Knowledge**  
**Cost Savings & Revenue Ideas**  
**Entrepreneurial Visionary**  
**Best Practices Advocate**  
**Enterprise Perspective**  
**In-Depth Experience**  
**Industry Respect**  
**Expansive Network**  
**Professional Negotiator**  
**Project Organization Specialist**  
**Professional Oversight & Guidance**  
**Certified Business & Security Consultants**

**Our Vendor-Independent Business Consultancy Strives To Assist Clients To Operate More Efficiently, Resolve Business Challenges, and Maximize Strategic Business Opportunities.**

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## Campus Card Access System Implementations



Column Elements  
■ Typical Project Length  
■ Project Labor Costs  
■ Project Satisfaction

Source: Robert C. Huber, CMC, CPCM

Consultant Observations: 1982-2015

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## Reference List

### INCLUDED

Over 50 Respected  
Higher Education Administrators  
Throughout North America  
Contact Information

**COPY PROVIDED UPON REQUEST**

### CONTACT

Robert C. Huber, CMC, CPCM  
President  
Robert Huber Associates

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## Client Education



**We Didn't Know  
What  
We Didn't Know**

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