



Fast Facts

Robert Huber Associates

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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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Overview

Our Business

We Provide Specialized Vendor-Independent Business Consulting Services To Assist Educational Organizations With:

- Operating More Efficiently
- Resolving Business Challenges
- Maximizing Strategic Business Opportunities

Strategic Focus

- Campus Card Systems
- Business Implementations
- Campus Security Assessments



Professional Services

- Site Assessments
- Strategic Planning
- Technology Migration
- RFP Development
- Vendor Evaluations
- Vendor Negotiations

Qualifications

- Board Certified "Vendor-Independent" Business Consultants
- **Founded by Visionary Entrepreneur Robert C. Huber, CMC, CPCM** (1991)
- Pioneered "**All-Campus Card**" Single 4-Year, Multi-Application Card (1985)
- Promoted Higher Education "**Campus Card Customer Service Centers**"
- Assisted **200 Clients** (Education, Healthcare, Restaurants, Retail, Corporate)
- Recognized Internationally as **Campus Card Expert** and **Futurist**
- Publisher of Renowned "**Campus Card Industry 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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Consulting Clients

Arizona State University
Bowdoin College
Brandeis University
Cal State University (Fresno)
Central Wyoming College
Chadron State University
Colleges of the Fenway
Colorado State University
Connecticut College
Delta State University
East Stroudsburg University
Emmanuel College
Emory University
Fairview College (Canada)
Fort Lewis College
Franciscan University (Steubenville)
George Mason University
Georgia College & State University
Georgia Institute of Technology
Harvard University
Lesley University
Massachusetts College of Art
Massachusetts College of Pharmacy
Miami University (Ohio)
Missouri Southern State University
Mount Holyoke College
New Jersey City University
Northern Virginia Community College
Pacific Lutheran University
Pittsburg State University
Purdue University System
Purdue University (Fort Wayne)
Purdue University (West Lafayette)
Robert Morris University
Salem State University
Simmons College
Springfield Tech Community College
Syracuse University
Temple University
Thomas Jefferson University
Thomas Jefferson University Hospitals
University of Alberta (Canada)
University of Baltimore
University of Kansas Medical Center
University of Massachusetts (Amherst)
University of Miami (Florida)
University of North Carolina (Chapel Hill)
University of North Florida
University of Oklahoma
University of Pittsburgh
University of South Carolina
University of Texas (Arlington)
University of Texas (San Antonio)
University of Vermont
Virginia Commonwealth University
Washburn University
Washington University in St. Louis
Wentworth Institute of Technology
Western Connecticut State University
Wheelock College
Winthrop University
Xavier University of Louisiana

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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.



Technology Migration

Professional & Objective Vendor-Independent System Technology Comparisons, Future Technology Implications (Challenges, Costs, Opportunities, Site Prep), Recommended Migration Strategies.



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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Professional Expertise

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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2015

Campus Card Business Forecast

#1 Smartphones - The New Generation of Campus Cards

Since most students' best friend is their smartphone, we expect 50-100 institutions to begin acceptance of smartphones as virtual Campus Card credentials by Fall 2015.

#2 Apple iPhone 6 - The Preferred Campus Card

Apple iPhone 6 will become the dominant smartphone at most colleges and universities in North America, especially at private residential campuses, within two years.

#3 Campus Card Systems Move To The Cloud

We expect all campus card system vendors to provide cloud-based systems within two years and 25% of all installed Campus Card Systems will be cloud-based by the end of the decade.

#4 Campus Card Marketing Focuses On Social

With more smartphone campus card credentials, participating merchants will focus on social marketing - especially daily, hourly or logistical merchant coupons.

#5 Campus Card Services Ascend To The Cloud

Campus card program services will be promoted to patrons via the cloud by 2016.

#6 Campus Card Program Administrators

The coordination and oversight for all operations and marketing campus card services will be managed by locally-based Campus Card Program Administrators.

#7 Wireless Door Access Installations Skyrocket

With increased parental campus safety concerns and need for more centralized security system control, institutions will accelerate their transition to a "keyless campus" and single enterprise door access systems by the end of the decade.

#8 Residence Hall Keys ... Vaporize

By the end of the decade, residence hall keys will either become extinct ... or an institution Achilles' Heel.

#9 Banks Abandon Campus Card Market ... Again

Most financial institutions will exit and terminate (permanently) their remaining campus card relationships by the end of the decade.

#10 Wearable Credentials Become Fashionable

Wherever a chip can reside may be recognized as a personal "credential" in the future.

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

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Campus Card Evolution

Meal Plan Punch Cards

Weekly Dining Cards
1960's



Department ID Cards

Paper Identification Cards
Multiple ID Offices
1970's



Identification Card Stickers

Semester Stickers & Department ID Cards
Registrar ID Office
1980's



All-Campus Card

Single Multi-Application Campus Card (4-Year)
Campus Card Service Center
One-Stop-Shopping
1985



Virtual Campus Card Applications

Smartphone Campus Card Applications
Campus Card Webpages
2015



eDigital Patron Credentials

Wearable Credentials & Digital Wallets
Virtual Application Webpages
2020

[www.AllCampusCard.com / forecast / campus-card-evolution/](http://www.AllCampusCard.com/forecast/campus-card-evolution/)



Business 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

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Reference List

INCLUDED

Over 50 Respected
Higher Education Administrators
Throughout North America
Contact Information

COPY PROVIDED UPON REQUEST

CONTACT

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Client Education

"We Didn't Know ... What We Didn't Know."



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