



## 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)

2019



**"Our Clients ... Are Our Best References."**

Robert Huber Associates has directly assisted 200 educational institutions and over 500 organizations since 1991 throughout North America.

Our clients vary widely by demographics, student enrollment, number of employees, religious, colonial, Ivy League, historically black, agricultural, land grant, research, public, private, state, municipal, provincial, urban, suburban, rural, graduate, law, medical, boarding schools, community colleges, hospitals, contractors and corporate campuses.



**Robert Huber Associates**

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free



## Consulting Client List

Aramark Corporation	Marriott Corporation	Towson State University
Arizona State University	Mass College of Art	Univ of Alberta (CAN)
Baldwin-Wallace University	Mass College of Pharmacy	Univ of Arkansas
Bowdoin College	Mesa Community College	Univ of Baltimore
Brandeis University	Metavante Corporation	Univ of California (Los Angeles)
Cal State University (Fresno)	Miami University (Ohio)	Univ of California (San Diego)
Case Western Reserve Univ	Missouri Southern State Univ	Univ of Chicago
Central Wyoming College	Mount Holyoke College	Univ of Delaware
Chadron State University	New Jersey City University	Univ of Idaho
Clemson University	Northern Virginia Comm College	Univ of Kansas Medical Center
College of William and Mary	Pacific Lutheran University	Univ of Massachusetts (Amherst)
Colleges of the Fenway™	PaperClip Communications	Univ of Miami (Florida)
Colorado State University	Paradise Valley Comm College	Univ of Minnesota (Duluth)
Connecticut College	Penn State University System	Univ of Minnesota (Twin Cities)
Cornell University	Phillips Academy (Andover)	Univ of N Carolina (Chapel Hill)
Delta State University	Pittsburg State University	Univ of N Carolina (Wilmington)
DePaul University	Purdue University System	Univ of North Florida
Duke University	Purdue Univ (Fort Wayne)	Univ of Oklahoma
East Stroudsburg University	Purdue Univ (West Lafayette)	Univ of Pittsburgh
Emmanuel College	Queens College	Univ of South Carolina
Emory University	Robert Morris University	Univ of Southern California
Fairview College (CAN)	Salem State University	Univ of Texas (Arlington)
Ferris State University	Sallie Mae	Univ of Texas (Austin)
Fort Lewis College	Secure Medical	Univ of Texas (San Antonio)
Franciscan Univ (Steubenville)	Scottsdale Community College	Univ of Utah
George Mason University	Seton Hall University	Univ of Vermont
Georgia College	Simmons College	Virginia Commonwealth Univ
Georgia Institute of Technology	Sodexo Corporation	Univ of Wisconsin (Stout)
Hamline University	Springfield Tech Comm College	Washburn University
Harvard University	SUNY College at Old Westbury	Washington Univ in St. Louis
Indiana University	Syracuse University	Wentworth Institute of Tech
JanCo (dba Burger King®)	Temple University	Western Conn State University
Lesley University	Texas A&M University	Wheelock College
Loyola College in Maryland	Thomas Jefferson Univ	Winthrop University
Maricopa Community Colleges	Thomas Jefferson Univ Hospitals	Xavier University of Louisiana

## Robert Huber Associates

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free



## Campus Card Assessments



### Campus Card Checkup

Professional Vendor-Independent Campus Card Business Assessment, Technical & Operational Analysis, Customer Service Observations, MBWA Operations Review. Campus Card Business Forecast Review, Management Debrief Session. (1 Day)



### Campus Card Review & Recommendations Study

Professional Vendor-Independent Campus Card Business Review, Technical & Operational Analysis, Customer Service Observations, MBWA Operations Reviews, Campus Card Business Forecast Review, Marketing Media Review, Administrative Discussion, Confidential Site Visit & Recommendations Report. (2 Days)



### Campus Card Assessment & Recommendations Study

Professional Vendor-Independent Campus Card Business Assessment, Technical & Operational Analysis, Customer Service Observations, MBWA Operations Reviews, Campus Card Business Forecast Review, Marketing Media Review, Administrative Briefing, Strategic Planning Session, Interactive Campus Group Technology Discussion, Confidential Administrator Site Visit & Recommendations Report, Follow-up Management Conference Call. (3 Days)



### Multi-Campus Systems / Special Projects

On-Site Custom Strategic Planning Sessions & Campus Tours To Assist Institutions With Administrative, Technical & Budgetary Considerations Prior To Embarking On Projects. Confidential Backchannel Vendor Communications To Resolve Vendor Issues and Provide Estimated Costs & Options By Expert Consultant Team.

## Robert Huber Associates

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free



## System Implementations



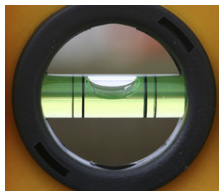
### Strategic Planning, Project Oversight & Industry Education

Professional Process Oversight, Master Project Schedule Development & Management, Weekly Project Manager Meetings, Press Release & Project Communications Reviews, Administrator Briefings (Financial, Organization, Observations, Industry Trends, Vendors, Technology Education).



### Request For Proposal Development (RFP)

Professional Procurement Document Development Customized to Your Specific Institution (Culture, Goals, Needs, Budget, Requirements), Customized Appendices Development, Vendor Review Team Selection Guidance, Industry & Vendor Education, Vendor Evaluation Strategies, Campus Procurement Office Coordination.



### Vendor Evaluation & Selection Process

Professional Vendor Evaluation Process (4-Step), Impartial Vendor Evaluation Guidance (Proposal Reviews, Telephone Interviews, Vendor Presentations, Institution Site Visits), On-Site Vendor Presentation Coordination & Monitoring, Vendor Scoring & Documentation Guidance, Campus Procurement Office Coordination.



### Vendor Negotiations, RFP Exceptions & Agreements

Professional Vendor-Independent Negotiations Process Facilitation and/or Guidance, Best & Final Offer Development & Coordination (BAFO), Review & Negotiation of Vendor RFP Exceptions, BATNA Institution Strategies, Site Engineering Survey Preparation, Campus Procurement Office Coordination.

## Robert Huber Associates

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free



## Strategic Business Planning



### Enterprise Door Access / Parking Strategic Planning

Professional Vendor-Independent Campus Card Business Assessment (Existing Systems, Infrastructure Analysis, Requirements, Project Phases), Card Technology Education (Comparisons, Costs), Vendor Upgrade & Procurement Strategies, Vendor and/or Contractor Oversight, Administrator & Legal Briefings.



### Campus Card Advanced Technology Planning

Professional Vendor-Independent Technology Analysis, Advanced Technology Options, Future Technology Implications (Challenges, Costs, Opportunities), Internal Organization Migration Strategies, Campus Card Business Forecast Administrator Briefings.



### Campus Card Mobile Migration Planning

Professional Vendor-Independent Technology Analysis, Advanced Technology Options, Future Technology Implications (Challenges, Costs, Opportunities), Internal Organization Migration Strategies, Campus Card Business Forecast Administrator Briefings.



### Campus Safety & Security Assessments

Professional Certified Corporate Security Consultant (CPP), Review of Technical & Operations Infrastructure, Policy Analysis, Campus Observations, Campus Interviews, Program & Operation Recommendations, Crime Prevention Through Environmental Design (CPTED Option), Administrator & Legal Briefing.

## Robert Huber Associates

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free

# Value-Added Services



Robert Huber Associates assists their clients with comprehensive "Campus Card" and a broad menu of business consulting services based their consultant's cumulative extensive and in-depth experience and expertise gained from successfully managing hundreds of projects over four decades in a variety of professional endeavors:

- Best Practices
- Backchannel Networks
- Branded Strategic Marketing
- Business Plan Development
- Card / Credential Design
- Card Technology Education
- Certified Professional Consultants
- Confidential Industry Briefings
- Contract Negotiations
- Corporate Training Expertise
- Customer Focused Solutions
- Executive Presentations
- Extensive Industry Expertise
- High Security Protection
- Higher Education References
- Impartial Project Guidance
- Implementation Strategists
- Marketing Plan Development
- MBWA (Managing By Walking Around)
- Multiple Institution Strategies
- Non-Political Guidance
- On-Site Assessments
- Phased-In Implementations
- Professional Certified Consultants
- Professional Credibility
- Project Organization Expertise
- Service Center Design
- Site Preparation Guidance
- Strategic Marketing Plans
- Strategic Planning Experts
- Strategic RFP Development
- Technology Migration Strategies
- Vendor & Project Oversight
- Vendor Evaluation Strategies
- Vendor Independent Guidance
- Venerable Client References

## Robert Huber Associates

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free





## 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 Transaction Systems**.

### Our Client Goals

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

### Strategic Focus

- Impartial Business Assessments
- Strategic System Implementations
- Campus Card / Auxiliary Business Systems



### Professional Services

- Education / Strategic Planning
- Progressive Technology Migration
- Comprehensive Business Assessments
- Professional Vendor Negotiations
- Objective Vendor Evaluation Strategies
- Request For Proposal Development (RFP)

### Qualifications

- Entrepreneur Robert C. Huber, CMC, CPCM (Board-Certified)
- Pioneered "**All-Campus Card**" (Single, 4-Year, Multi-App Card)
- Developed "Campus Card Service Centers" (One-Stop Shopping)
- Assisted 200 Clients (Education, Healthcare, Restaurants, Corporate)
- Planned, Opened, Managed 50 Burger King® Restaurants (5 States)
- Publisher of the International "**Campus Card Industry Business Forecast**"

### Vendor Independence

- We Have NO Financial Ties With Any Card System Vendors or Financial Institutions
- We Educate Our Clients And DO NOT Recommend Specific Vendors or Systems To Clients

## Robert Huber Associates

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free



# Consultant Profile

---

Mr. Robert C. Huber, CMC, CPCM is President and Senior Consultant of Robert Huber Associates, a "vendor independent" management consultancy, based in Scottsdale, Arizona. Since 1991, his firm has specialized in assisting colleges, universities, community colleges, boarding schools, healthcare facilities, and corporations with campus card programs.



For over 20 years, Robert Huber has been an Adjunct Instructor for Business and Professional Development studies for the Maricopa County Community Colleges District - the largest community college system in the nation.

Mr. Huber has an extensive management, operations, and marketing background – including the startup of over 150 business operations. These included startup and management of 50 Burger King ® restaurants, 3 hotels, 2 campus radio stations, and has trained over 2,000 employees. During the past 35 years, he implemented over 200 management systems – including point-of-sale, debit, food service, meal plan, vending, door access, mainframe, and food production systems.

He earned a Bachelor of Science degree (B.S.) in Business Administration, an Associate of Science degree (A.S.) in Restaurant Management, and has been certified by the Arizona Department of Education, the Arizona Community College Board, the Institute of Management Consultants, and the National Bureau of Certified Consultants.

Mr. Huber has been a pioneer in the development and implementation of campus card programs for over 20 years. In 1985, he co-developed and implemented the first campus-wide multi-application card system at Duke University, providing students with pre-approved access to hundreds of services – all accessed by a single card. During his career in higher education, he has worked with over 150 colleges and universities throughout the United States and Canada.

Robert Huber has been inducted into the Mount Pleasant High School "Hall of Fame" for his personal commitment to community service and his outstanding entrepreneurial developments, including the co-founding of WMPH-FM, the first educational FM radio station in Delaware, and the internationally recognized "All-Campus Card" multi-application credential concept.

Mr. Huber has no financial ties with any industry vendors (e.g., card systems, banks, credit unions, financial consortiums, telcom companies, etc.) and does not recommend specific companies or systems. Instead, he educates and guides his clients through strategic processes and provides impartial professional advice so they may better define and more efficiently achieve their organizational goals.

Robert C. Huber, CMC, CPCM, is a business consultant, author, college instructor, futurist, media resource, industry analyst, and frequent speaker at workshops and national conferences.

*CMC – Certified Management Consultant*  
*CPCM – Certified Professional Consultant to Management*



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



## Business Benefits

- Mission Focus
- Industry Respect
- Expansive Network
- Vendor-Independence
- Enterprise Perspective
- Professional Negotiator
- Notable Client Endorsements
- Project Organization Specialist
- Expansive Business Knowledge



- In-Depth Experience
- Specialized Expertise
- Best Practices Advocate
- Impartiality & Neutrality
- Non-Political Objectivity
- Entrepreneurial Visionary
- Cost Savings & Revenue Ideas
- Professional Oversight & Guidance
- Certified Business & Security Consultants

## Robert Huber Associates

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free



# Engaging A Professional Is Not A Limitation,



# But An Attribute Of Empowerment.

**Robert Huber Associates**

(480) 551-0520 Direct • [Huber@AllCampusCard.com](mailto:Huber@AllCampusCard.com) • (888) 277-3118 Toll Free