



Consulting Services

Robert Huber Associates

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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.

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System Implementations



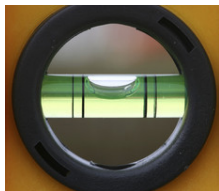
Strategic Planning, Project Oversight & Industry Education

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.

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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.

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