

# **Transitioning to Smart Cards: The Musical!**

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# University of Minnesota—Twin Cities

- Spring 2010 enrollment: 50,078
  - 28,619 undergrad
  - 13,622 grad
  - 3,640 professional
  - 4,197 non-degree
- October 2009 staffing: 22,995
  - 16,948 full- and part-time
  - 6,047 grad assistants and professionals in training
- Door access: 1837 readers (259 smart card)

**Why are you moving to smart cards?**

Security

or

Convenience

# **WHY are you moving to smart cards?**

(musical interlude #1)

# Who's your Daddy?

- Who is prompting a move to smart cards?
  - Physical security, computer security, card office, dining, transit organization, banking partner, housing, etc.
- Get a champion!
- Identify and involve stakeholders
  - Faculty, staff, students
- Lather, rinse, repeat

# Know thyself (and everyone else...)

- Air options, costs and alternatives
  - Biometrics, purses, formats, memory storage
  - More applications means greater justification
- Understand business cycles around campus
- Recard vs. phased approach
- Agree on scope and milestones

# CBA to CYAssets...

- Do a cost/benefit analysis

increased costs – savings ≤ current costs

$$(\$smartcards + \$readers) - (\#staff(\#yraccess * time)) * \$staffrate \quad (\$magcards)$$

Diagram illustrating the cost/benefit analysis equation with variables circled and arrows pointing to their numerical values in the next line.

$$((20000 * \$5.00) + (500 * \$500)) - ((6250 ((4 * 240) * 5sec)) * \$0.006) \quad (6250 * \$0.50)$$

$$(\$100,000 + \$250,000) - (\$180,000) \quad \$3,125$$

$$\$170,000 > \$3,125$$

- Quantify “intangibles,” even if only in narrative

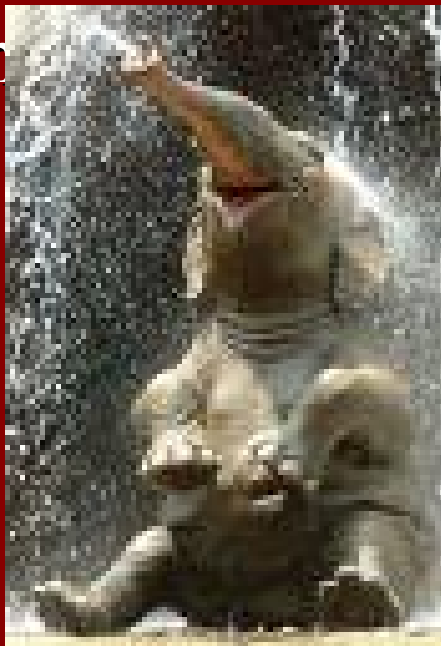
# Communicate!

- Use project management tools: charters, minutes, status reports, dashboards
- Market the project—to everyone!
- Anticipate the questions or changes and be ready—COLLECTIVELY!

(musical interlude #2)

# Get the elephant gun.

- Assess risks openly
- Be realistic and honest
- Document, document, document
- Ignore the danger!



# Celebrate and build!

- Every chance you get...
  - Lunch+ meetings
  - Start a 50¢ kitty
  - Collect testimonials
- Revel in the beautiful music you've made

# Theory in practice

- Manage expectations regarding: applications, people, costs, process, communication and risks
- Celebrate outstanding results
- Play the audience like a piano: get a job as a neuroscientist

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