

Win-Win Credit Card Solutions

Many of the discussion revealed that a lot of the schools are using ghost cards for their travel payments

Several discussions around Travel and Expense Reporting Providers came up in the discussions. Some were in contract negotiations, others shopping around and other knee deep in implementations.

There were many discussions on getting the faculty to use the travel and pcard programs. Hard to convince faculty about the "Win Win" concept if they don't get the extra points for using their own card vs the universities card. We have seen some mandatory use of the travel card within specific divisions of the school. As an example in the athletics division one school made it mandatory due to the frequent travelling.

All in all most schools are very apprehensive about pushing their programs too hard on the faculty for fear of upsetting key faculty members.

Some schools have implemented some soft mandating tactics to encourage faculty to want to use the Universities cards; i.e. no reimbursements for taxes incurred when using personal accounts, delaying the processing of personal card reimbursement.

Other discussions came up about new "card" products, prepaid in particular, being introduced into the market for human subject research, athletic stipends, work study, etc.