

# Biography

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**Dawn Duross**  
**Operations Director, Federal Channels and Government Systems Integrators**  
**Cisco Systems, Inc.**

Dawn Duross is responsible for the global strategy and management of Cisco's Federal partnerships. Since 2002 when she assumed this position, Duross has driven a renewed focus on the federal space and has displayed an understanding of the special needs of Cisco partners focused on the federal government market. Under her leadership, Duross' team has focused on investing in relationships, while creating and implementing new incentives and training and marketing programs that cater specifically to the needs of federal channel partners.

As part of Cisco's Worldwide Channels management team, Duross has been instrumental in doubling federal channel product business from 2003 to 2007. In FY 2007, Duross lead a Cisco US & Canada special project on Managed Services, resulting in corporate investments in several key areas. Duross currently leads Cisco's Global Government SI Council and the Federal Leadership Council's Partner Enablement Task Force. She is a former member of the Cisco Gender Diversity Operating Committee and is the co-host of the Women's Channel Leadership Conference for 2005, 2006 and 2007.

For a two year term, beginning in 2008, Duross was elected to the Board of Directors of ITAA's Federal Division. She was voted one of the 50 Most Powerful Women of the Channel in both 2006 and 2007 by CMP Media. In April of 2006, Duross was recognized as one of the top channel executives to watch by *VARBusiness Magazine*, and in May of 2006 was named the Government Channel Executive of the Year by *GovernmentVAR Magazine*.

Prior to joining Cisco Systems, Duross was Director of Federal Sales for Thinking Machines Corporation, a Massively-Parallel-Processing company. She also held Account Executive and Business Development positions at Oracle Corporation and the Hewlett-Packard Company and was an Industry Analyst at IDC covering emerging technologies.

Duross holds a Bachelor of Science Degree in Electrical Engineering from Oakland University in Rochester, Michigan and a Masters in Journalism and Public Affairs from American University in Washington, D.C.