



Frances Dare

Director, Healthcare Practice Internet Business Solutions Group

Frances V. Dare is director of the healthcare consulting practice for the Cisco Internet Business Solutions Group (IBSG). She brings 20 years of healthcare industry experience to IBSG. Dare works with major customers to transform their organizations through intelligently applied advanced technologies and business process innovations. Her clients include the Mexican Ministry of Health, Stanford Hospital and Clinics, the Chilean Ministry of Health, and many others. She is also responsible for Cisco's North America healthcare vertical strategy across all market segments and Cisco's health policy initiatives to promote the adoption of information technologies.

Prior to joining Cisco, Dare was vice president for EDS' healthcare global industry group—responsible for the worldwide growth of healthcare markets. She began her career in strategic planning and marketing for a diversified multi-hospital system. Dare and her team increased referrals from regional physicians by 20 percent within one year while developing innovative services and quality programs.

Dare's clients have included the U.S. Centers for Disease Control and Prevention, Health Care Financing Administration (now the Center for Medicare and Medicaid Services), and the Hong Kong Social Welfare Department. She has lived and worked internationally, with extensive experience in the Asia-Pacific region.

Dare holds a bachelor's degree from Stephens College (summa cum laude) and an MBA from Southern Methodist University.



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