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Lora Cecere is a Partner with Altimeter Group and the author of enterprise software blog “Supply Chain Shaman.” The blog focuses on the use of enterprise applications to drive supply chain excellence and builds on Lora’s popular blog “Connecting the Dots.”

As an enterprise strategist, Lora focuses on the changing face of enterprise technologies. Her research is designed for the early adopter seeking first mover advantage. Current research topics include the digital consumer, supply chain sensing, demand shaping and revenue management, demand-driven value networks, accelerating innovation through open design networks, the evolution of predictive analytics, emerging business intelligence solutions, and technologies to improve safe and secure product delivery.

For software vendors, Lora provides strategic guidance in go to market strategies; reviews and designs software licensing, pricing, support, and maintenance policies; delivers competitive assessments; evaluates software partner ecosystems; and actively researches the evolution of business processes like supply chain compliance, deduction management, order-to-cash effectiveness, supply chain metrics, and emerging supply chain processes.

