



Company Address | Company Email | Company Website | Company Number

## SALES NEW PRODUCT TRAINING MANUAL

Prepared By:  
[Your Name]  
[Your Email]

# SALES NEW PRODUCT TRAINING MANUAL TEMPLATE

Get targeted guidance, plug-and-play sections, and interactive tables to equip your team for successful product launches.

Includes 12 pages



# Sales Training Manual Examples

**WJ Hussar**



## **Sales Training Manual Examples:**

Right here, we have countless ebook **Sales Training Manual Examples** and collections to check out. We additionally offer variant types and next type of the books to browse. The enjoyable book, fiction, history, novel, scientific research, as skillfully as various extra sorts of books are readily genial here.

As this Sales Training Manual Examples, it ends going on bodily one of the favored ebook Sales Training Manual Examples collections that we have. This is why you remain in the best website to look the amazing ebook to have.

[https://crm.avenza.com/files/scholarship/default.aspx/Network\\_Advertisement\\_Verity\\_Of\\_Network\\_Advertisement.pdf](https://crm.avenza.com/files/scholarship/default.aspx/Network_Advertisement_Verity_Of_Network_Advertisement.pdf)

## **Table of Contents Sales Training Manual Examples**

1. Understanding the eBook Sales Training Manual Examples
  - The Rise of Digital Reading Sales Training Manual Examples
  - Advantages of eBooks Over Traditional Books
2. Identifying Sales Training Manual Examples
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Sales Training Manual Examples
  - User-Friendly Interface
4. Exploring eBook Recommendations from Sales Training Manual Examples
  - Personalized Recommendations
  - Sales Training Manual Examples User Reviews and Ratings
  - Sales Training Manual Examples and Bestseller Lists
5. Accessing Sales Training Manual Examples Free and Paid eBooks
  - Sales Training Manual Examples Public Domain eBooks

- Sales Training Manual Examples eBook Subscription Services
- Sales Training Manual Examples Budget-Friendly Options
- 6. Navigating Sales Training Manual Examples eBook Formats
  - ePub, PDF, MOBI, and More
  - Sales Training Manual Examples Compatibility with Devices
  - Sales Training Manual Examples Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Sales Training Manual Examples
  - Highlighting and Note-Taking Sales Training Manual Examples
  - Interactive Elements Sales Training Manual Examples
- 8. Staying Engaged with Sales Training Manual Examples
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Sales Training Manual Examples
- 9. Balancing eBooks and Physical Books Sales Training Manual Examples
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Sales Training Manual Examples
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Sales Training Manual Examples
  - Setting Reading Goals Sales Training Manual Examples
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sales Training Manual Examples
  - Fact-Checking eBook Content of Sales Training Manual Examples
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks

---

## 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

### **Sales Training Manual Examples Introduction**

In the digital age, access to information has become easier than ever before. The ability to download Sales Training Manual Examples has revolutionized the way we consume written content. Whether you are a student looking for course material, an avid reader searching for your next favorite book, or a professional seeking research papers, the option to download Sales Training Manual Examples has opened up a world of possibilities. Downloading Sales Training Manual Examples provides numerous advantages over physical copies of books and documents. Firstly, it is incredibly convenient. Gone are the days of carrying around heavy textbooks or bulky folders filled with papers. With the click of a button, you can gain immediate access to valuable resources on any device. This convenience allows for efficient studying, researching, and reading on the go. Moreover, the cost-effective nature of downloading Sales Training Manual Examples has democratized knowledge. Traditional books and academic journals can be expensive, making it difficult for individuals with limited financial resources to access information. By offering free PDF downloads, publishers and authors are enabling a wider audience to benefit from their work. This inclusivity promotes equal opportunities for learning and personal growth. There are numerous websites and platforms where individuals can download Sales Training Manual Examples. These websites range from academic databases offering research papers and journals to online libraries with an expansive collection of books from various genres. Many authors and publishers also upload their work to specific websites, granting readers access to their content without any charge. These platforms not only provide access to existing literature but also serve as an excellent platform for undiscovered authors to share their work with the world. However, it is essential to be cautious while downloading Sales Training Manual Examples. Some websites may offer pirated or illegally obtained copies of copyrighted material. Engaging in such activities not only violates copyright laws but also undermines the efforts of authors, publishers, and researchers. To ensure ethical downloading, it is advisable to utilize reputable websites that prioritize the legal distribution of content. When downloading Sales Training Manual Examples, users should also consider the potential security risks associated with online platforms. Malicious actors may exploit vulnerabilities in unprotected websites to distribute malware or steal personal information. To protect themselves, individuals should ensure their devices have reliable antivirus software installed and validate the legitimacy of the websites they are downloading from. In conclusion, the ability to download Sales Training Manual Examples has transformed the way we access information. With the convenience, cost-effectiveness, and accessibility it offers, free PDF downloads have become a popular choice for students, researchers, and book lovers worldwide. However,

it is crucial to engage in ethical downloading practices and prioritize personal security when utilizing online platforms. By doing so, individuals can make the most of the vast array of free PDF resources available and embark on a journey of continuous learning and intellectual growth.

## FAQs About Sales Training Manual Examples Books

How do I know which eBook platform is the best for me? Finding the best eBook platform depends on your reading preferences and device compatibility. Research different platforms, read user reviews, and explore their features before making a choice. Are free eBooks of good quality? Yes, many reputable platforms offer high-quality free eBooks, including classics and public domain works. However, make sure to verify the source to ensure the eBook credibility. Can I read eBooks without an eReader? Absolutely! Most eBook platforms offer web-based readers or mobile apps that allow you to read eBooks on your computer, tablet, or smartphone. How do I avoid digital eye strain while reading eBooks? To prevent digital eye strain, take regular breaks, adjust the font size and background color, and ensure proper lighting while reading eBooks. What the advantage of interactive eBooks? Interactive eBooks incorporate multimedia elements, quizzes, and activities, enhancing the reader engagement and providing a more immersive learning experience. Sales Training Manual Examples is one of the best book in our library for free trial. We provide copy of Sales Training Manual Examples in digital format, so the resources that you find are reliable. There are also many Ebooks of related with Sales Training Manual Examples. Where to download Sales Training Manual Examples online for free? Are you looking for Sales Training Manual Examples PDF? This is definitely going to save you time and cash in something you should think about.

## Find Sales Training Manual Examples :

**network advertisement verity of network advertisement**

**need supra service manual**

**nesta exam questions fitness nutrition coach**

**need braun espressio manual**

**nederlandse boeken top 10**

*nelson vectors 12 supplement answers*

*nelson advanced functions 1solutions chapter 9*

**need for speed most wanted black edition pc game**

[neopets kass basher guide](#)

[netcare nursing courses in port elizabeth](#)

[neon genesis evangelion the shinji ikari raising project vol 9](#)

**netcare nursing application forms for 2016**

[nec xen axis manual](#)

[nes price guide 2013](#)

[netgear range extender wn2500rp manual](#)

## Sales Training Manual Examples :

**les post humains de philippe machine n 8 librairie scylla** - Jan 09 2023

web la guerre des télécommunications a commencé macno n est plus rest in net mais au coeur de paris domian reitman en sait déjà trop du moins c est ce que semblent croire la dns et les responsables du black out pris entre deux feux il n a plus qu'un seul but la vérité détails prix éditeur 8 00 collection macno

**les post humains philippe machine fiche livre critiques** - Feb 10 2023

web la guerre des télécommunications a commencé macno n est plus rest in net mais au coeur de paris domian reitman en sait déjà trop du moins c est ce que semblent croire la dns et les responsables du black out pris entre deux feux il

[les post humains de philippe machine livre decitre](#) - Jul 15 2023

web nov 25 1998 la guerre des télécommunications a commencé macno n est plus rest in net mais au cœur de paris domian reitman en sait déjà trop du moins c est ce que semblent croire la dns et les responsables du black out pris entre deux feux il n a plus qu'un seul but la vérité

**les post humains macno french edition ebook amazon ca** - Oct 06 2022

web les post humains macno french edition ebook machine philippe baleine éditions amazon ca kindle store

**kastamonu dr münif İslamoğlu devlet hastanesi doktortakvimi** - Jun 02 2022

web kastamonu dr münif İslamoğlu devlet hastanesi kastamonu ilinde beyçealebi mahallesi araç cad kastamonu adresinde bulunmaktadır kastamonu dr münif İslamoğlu devlet hastanesi bünyesinde bulunan bir doktordan randevu almak için 3662141053 numaralı telefonu arayabilirsiniz daha fazla bilgi

**les post humains philippe machine henri loevenbruck** - Apr 12 2023

web les post humains est un livre de philippe machine henri loevenbruck résumé 27 juin 2068 c est le grand black out alors que tout le monde se préparait à suivre les

[les post humains macno by philippe machine](#) - May 01 2022



web macno les post humains le début d une carrière de romancier henri loevenbruck rencontre un succès aussi flamboyant que inespéré pour un auteur français avec deux trilogies de fantasy avant de se lancer dans le thriller

mexique deux pseudo momies d extraterrestres présentées aux - Jan 29 2022

web sep 13 2023 l une des momies a été expertisée par un anthropologue ses conclusions sont claires la momie en question est un assemblage de différents restes humains momifiés ajoute le huffington post

*les post humains machine philippe amazon es libros* - Nov 07 2022

web selecciona el departamento que quieras buscar

*les post humains macno app oaklandlibrary org* - Aug 04 2022

web les post humains macno livres hebdo dictionnaire géographique administratif postal statistique archéologique etc de la france de lalgérie et des colonies ricoeur s personalist republicanism a new reading of jacques ellul retrieving the radical tillich current list of medical literature

**les post humains macno by philippe machine goodreads** - Jun 14 2023

web la guerre des télécommunications a commencé macno n est plus rest in net mais au cœur de paris domian reitman en sait déjà trop du moins c est ce que semblent croire la dns et les responsables du black out pris entre deux feux il

**les post humains macno help environment harvard edu** - Mar 31 2022

web les post humains macno getting the books les post humains macno now is not type of challenging means you could not single handedly going in imitation of ebook increase or library or borrowing from your links to admission them this is an totally simple means to specifically get lead by on line this online statement les post humains

**post humains wiktionnaire** - Dec 28 2021

web post humains post y me pluriel de post humain la dernière modification de cette page a été faite le 29 juin 2020 à 03 09 les textes sont disponibles sous licence creative commons attribution partage à l identique d autres termes peuvent s appliquer voyez les termes d utilisation pour plus de détails

**prof dr osman İlhan İletişim** - Feb 27 2022

web bu form ile e posta veya telefon yoluyla bize ulaşmanız hâlinde vereceğiniz kişisel bilgileriniz talep öneri şikayet ve iletişim süreçlerinde sizinle iletişime geçilmesi ve göndereceğiniz mesajların cevaplanması amacıyla tarafımızca işlenecek ve gerekli güvenlik önlemleri alınarak muhafaza edilecektir kişisel verilerin korunması hakkında

**les post humains macno format kindle amazon fr** - Aug 16 2023

web les post humains macno ebook machine philippe baleine éditions amazon fr boutique kindle

**les post humains macno by philippe machine** - Jul 03 2022

web les post humains macno french edition pour fr 9 02 07 los pavimentos ceramicos de moda cira bibliographie anarchiste

1998 la baleine macno collection babelio hanter la machine reconquêtes de la conscience humaine henri loevenbruck focus  
littérature henri lvenbruck macno science fiction collection macno fnac

*les post humains macno french edition kindle edition* - May 13 2023

web la guerre des télécommunications a commencé macno n est plus rest in net mais au cœur de paris domian reitman en  
sait déjà trop du moins c est ce que semblent croire la dns et les responsables du black out pris entre deux feux il

**les post humains macno french edition ebook amazon it** - Sep 05 2022

web les post humains macno french edition ebook machine philippe baleine éditions amazon it kindle store

*bibliopoche com fiche du livre de pocheles post humains collection macno* - Mar 11 2023

web résumé 27 juin 2068 c est le grand black out alors que tout le monde se préparait à suivre les jeux olympiques de tokyo  
soudain le net disparaît en une fraction de seconde arrachant à leurs implants des millions de connectés à travers le monde

les post humains macno french edition kindle edition - Dec 08 2022

web les post humains macno french edition ebook machine philippe baleine éditions amazon in kindle store

**law poems modern award winning law poetry all poetry** - Jul 31 2023

poetic deviceslike similes alliteration repetition anapest and onomatopoeia are a great way to add impact to your writing but  
overuse can see more

**bletchley park codebreaker wowed by chatgpt poem in her honour** - Aug 08 2021

web laws of nature by jstor and the poetry foundation are collaborating to digitize preserve and extend access to poetry  
source poetry november 1990 browse all

**poem of the week candelabra with heads by nicole sealey** - Nov 10 2021

web finance act 2015 introduced a concept of place of effective management poem to determine the residential status of  
companies u s 6 of the income tax act 1961 and the

**5 interesting poems about rules bound by tradition** - Feb 11 2022

web 1 100 01 11 2019 oh the rules and laws aren t they an abandoned cause restrictions of the society towards them we lack  
piety do we even practise what we preach anger

**poem on laws by kahlil gibran poetrynook com** - Nov 22 2022

web law poems examples of all types of poems about law to share and read this list of new poems is composed of the works of  
modern poets of poetrysoup read short long

*7 winning poems about the law behind the gavel* - Jun 29 2023

the above tips are by no means the laws of poetry poetry is anarchy you can do pretty much anything you want with it  
however you should see more

---

**on laws by kahlil gibran poems academy of american poets** - May 29 2023

no poets don't have to be streakers however you should bear in mind that the more honest you are in your poetry the better as lovetoknow compoints out this is probably the only rule that you should rely on all the time if see more

*what is the scariest song of all time poem youtube video* - May 05 2021

web oct 31 2023 google doodle celebrates halloween 2023 with poem and illustrations by emily barrera 2 min read 31 oct 2023 09 20 am ist join us edited by fareha naaz

in laws poems examples of poems about in laws - Apr 15 2022

web by james beattie laws as we read in ancient sages have been like cobwebs in all ages cobwebs for little flies are spread and laws for little folks are made but if an insect of

*enemy of the state lawyer deborah manning on ahmed zaoui* - Oct 10 2021

web jul 19 2022 inspiration awaits 51 poetry writing prompts 5 interesting poems about rules bound by tradition there are rules for everything we learn them when we re

**in laws poems modern award winning in laws poetry all poetry** - Jan 13 2022

web robert william service robert william service was a poet and writer sometimes referred to as the bard of the yukon he is best known for his writings on the canadian north

poem law by james beattie poetrynook com - Aug 20 2022

web nov 24 2017 nasser hussain often attended to the relation between law and poetry and this article begins with a reading of his brief paper auden's law like love in a famous

*nomos and lyric on poetry and justice david lloyd 2021* - Dec 24 2022

web introduction the impetus for developing this code of best practices arose from a broader conversation around poetry's place in new media during 2009 a group of poets

*place of effective management in india poem tax guru* - Jul 07 2021

web oct 30 2023 this week's poem is from nicole sealey's debut collection first published in the us in 2017 by bloodaxe which also published her recent second collection partly

key international rulings on concept of poem taxsutra - Mar 15 2022

web the poetry of law 143 substitution of and for or sub section 54 thus illustrates the quality of the best poetry which teaches us how it is to be read even as we are reading

*rules laws a poem by anirudh iyer poem1of100* - Jun 17 2022

web natural creation scholars regarded the law as well as poetry as a divine creation in addition law journals such as the green bag the albany law journal and the central

*google doodle celebrates halloween with poem and illustrations* - Sep 08 2021

web poems about in laws at the world s largest poetry site ranked poetry on in laws by famous modern poets learn how to write a poem about in laws and share it

*four poems on law and justice jstor* - Feb 23 2023

web august 3 2022 7 winning poems about the law behind the gavel as a law student i have found that there are many different ways to write about the law you can dissect

*7 fundamental rules of poetry grammarly blog* - Oct 02 2023

clichésare someone else s words use them and you steal away your poetry s true potential clichés might be convenient to use and some are easy to find rhymes for but the use of clichés will make your readers turn away the moment they stumble upon those trite and tired truisms keep the reins on your see more

**the law of laws by robert william service poetry com** - May 17 2022

web jan 6 2022 write with grammarly what is a poem a poem is a singular piece of poetry poems don t have to rhyme they don t have to fit any specific format and they

**lessons from an unending conflict the new york times** - Apr 03 2021

web 1 day ago betty webb 100 worked at bletchley park in buckinghamshire where she and her colleagues cracked german codes during world war two an ai expert there gave

**code of best practices in fair use for poetry** - Apr 27 2023

web by kahlil gibran then a lawyer said but what of our laws master and he answered you delight in laying down laws yet you delight more in breaking them like children playing

priapus by h d poetry magazine - Dec 12 2021

web in laws poems examples of all types of poems about in laws to share and read this list of new poems is composed of the works of modern poets of poetrysoup read short

*tupac shakur wrote poem for jada pinkett smith confessing his* - Jun 05 2021

web 31 oct 2023 09 00 am 3 mins to read ahmed zaoui with lawyer deborah manning in 2007 ahead of a pivotal court hearing photo dean purcell barrister deborah manning has

poetry and law ohio state university - Oct 22 2022

web 1960 four poems on law and justice 373 of errors left to us from darker ages serve you your own time heed its urgent cry for its own law this is your duty now and do not

**the poetry of law jstor** - Jul 19 2022

web by kahlil gibran then a lawyer said but what of our laws master and he answered you delight in laying down laws yet you

delight more in breaking them like children playing

**full article the poetry of rights taylor francis online** - Jan 25 2023

web on laws by kahlil gibran poems academy of american poets poems find and share the perfect poems on laws kahlil gibran 1883 1931 then the lawyer said but

**law poems examples of poems about law poetrysoup com** - Mar 27 2023

web oct 12 2023 logic and reason cannot be ignored the law s made for those that we cannot trust the law was formed for those who hate reason injustice is a threat to all

**how to write a poem a step by step guide grammarly blog** - Sep 20 2022

web jul 15 2022 another interesting form of interaction between law and poetry is instances where we see poems being used in the actual administration of the law for example by

*on laws by kahlil gibran poetry foundation* - Sep 01 2023

even poets who write free verse may choose to stick to a certain form they may try to make all their lines about the same length or they may vary the length of each line so the see more

*kenexa prove it test preparation psychometric success* - Dec 13 2022

web nov 10 2023 the kennexa prove it microsoft excel test will show an example excel sheet tasks will pop up at the bottom for the applicant to complete each one must be done before moving on to the next one the basic test will give 30 prompts the advanced will ask for 25 tasks to be completed the test is untimed

*complete guide to kenexa prove it test and how to prepare* - Jun 07 2022

web all of the kenexa prove it tests are not timed except for the typing test however on average it would take candidates about 15 to 30 minutes in order to finish a non technical assessment on the other hand it would take 45 to 60 minutes for a technical assessment a typing test in general would take around 3 to 5 minutes

*ibm kenexa prove it test 2023 study guide assessment* - Aug 09 2022

web the kenexa prove it test is a widely used skilled assessment test that will give employers an insight into how well a candidate knows how to use microsoft office programs in most cases the test will assess their skills in using microsoft s most popular programs excel and

**kenexa prove it test practice answers** - May 18 2023

web in addition to the prove it tests on microsoft word and microsoft excel kenexa also has exams designed to test typing skills data entry skills and even accounting skills as well as three general aptitude tests numerical reasoning verbal reasoning and logical reasoning

*kenexa assessment prep prove it tests pack jobtestprep* - Jan 14 2023

web total questions 700 topics covered microsoft excel word accounting typing data entry includes answer explanations practice tests and score reports what you ll get about reviews preview get started now what you ll get a downloadable office training software two excel two word power user full length practice tests

*just took the excel proveit test from kenexa here are the reddit* - Apr 17 2023

web oct 11 2013 the exam is 55 questions long and starts with easy problems before becoming challenging it is timed and took me 59 minutes in total the program takes up the entire screen to prevent you from googling answers or trying them in excel 2nd pc obviously works as a workaround

**ibm kenexa assesment preparation kenexa prove it** - Feb 15 2023

web home tests providers assessment companies ibm kenexa assessment prove it test kenexa prove it test preparation jobtestprep can help you prepare for kenexa skills tests with full length practice tests featuring questions of the same style and difficulty you ll encounter on the actual exam

proveit excel 2010 flashcards quizlet - Sep 22 2023

web grab corner and pull down to appropriate level format the selected column column g to highlight cells with the light red fill with dark red text option if the cell is equal to yes click the styles dropdown click conditional formatting hover over highlight cells rules click equal to type yes ok

*free kenexa excel test prove it excel test sample questions jobtestprep* - Aug 21 2023

web kenexa prove it excel test preparation example jobtestprep offers the most complete and thorough excel preparation online the preparation is on your own pc working on your microsoft excel software whether the edition is 2010 2013 2016 or even 2019

**kenexa microsoft excel 2010 normal user test pdf slideshare** - Jul 20 2023

web jun 27 2016 test results for maurice grefe company name the hope program test administrator recruiter s email dflemming thehopeprogram org test name microsoft excel 2010 normal user test date 10 13 2015 elapsed time 00 29 55 questions correct 21 out of 30 percent correct 70 percentile ranking 20 global average 77

*kenexa prove it word test prep online practice tests info* - May 06 2022

web increase your chances of success during the interview process by preparing for your microsoft word test jobtestprep offers affordable advanced packs for both word and excel our packs are tailored to the expertise level and the specific edition of the software prove it word 2010 and prove it word 2013

**free kenexa prove it excel style sample questions answers** - Oct 23 2023

web answers to kenexa prove it style excel sample questions here are the answers to the free sample questions appearing on this page the data and the phrasing might be different from the questions appearing on the sample questions page but

*kenexa prove it microsoft excel 2010 ppt slideshare* - Jun 19 2023

web jul 15 2015 sabrina aziz has completed the kenexa prove it microsoft excel 2010 normal user test test results for sabrina aziz company name matura farrington staffing services test administrator recruiter s email tom matfar com test name microsoft excel 2010 normal user test date 7 8 2015 elapsed time 00 24 08 questions

**kenexa prove it 2010 excel test answers pdf cie** - Sep 10 2022

web kenexa prove it 2010 excel test answers kenexa prove it 2010 excel test answers 2 downloaded from cie advances asme org on 2019 02 01 by guest and cloud computing it is the first modern up to date distributed systems textbook it explains how to create high performance scalable reliable systems exposing the design principles

how to pass excel hiring assessment test questions and answers - Nov 12 2022

web learn how to pass kenexa excel assessment test as this video covers typical questions and answers asked on the test refresh your excel skills and learn how

**kenexa style proveit sample questions for microsoft word test jobtestprep** - Apr 05 2022

web free sample questions in the style of the kenexa prove it microsoft word test free practice for your ms word interview test exclusive to jobtestprep

kenexa prove it excel 2010 test answers download only - Jul 08 2022

web kenexa prove it excel 2010 test answers ibm kenexa prove it excel 2010 intro to worksheets excel 2010 creating workbooks excel 2010 navigating excel 2010 excel 2010 what if analysis predictive analytics guide for excel data analysts full tutorial of module 10 end of module project 1 new

prove it ibm kenexa excel exam youtube - Mar 16 2023

web jan 26 2022 prove it ibm kenexa excel exam 8 videos 40 472 views last updated on jan 26 2022 play all shuffle 1 11 59

*kenexa proveit excel test answers 2010 book* - Oct 11 2022

web kenexa proveit excel test answers 2010 excel 2019 for social work statistics mar 02 2023 this text is a step by step exercise driven guide for students and practitioners who need to master excel to solve practical social work problems if understanding statistics isn t your strongest suit you are not especially

**kenexa prove it excel 2010 test answers pdf copy support ortax** - Mar 04 2022

web kenexa prove it excel 2010 test answers pdf introduction kenexa prove it excel 2010 test answers pdf copy implementing document imaging and capture solutions with ibm datacap