# Business Influences on Bookings

Larger customers or companies may have a business relationship with other accounts such as other Customers, Farms, or entities. They want these accounts to be billed separately but want to book all the Product under the main account because at the time the Product is booked, it is unknown how much the individual accounts will need. Business Influences on Bookings give the ability to have a single, large contract for the main Customer, Farm, or company account, then use it for their related accounts.

1. First, on the *Invoice* tab at *Setup / Location Preferences*, enable the *Use Business Influence Bookings* preference.
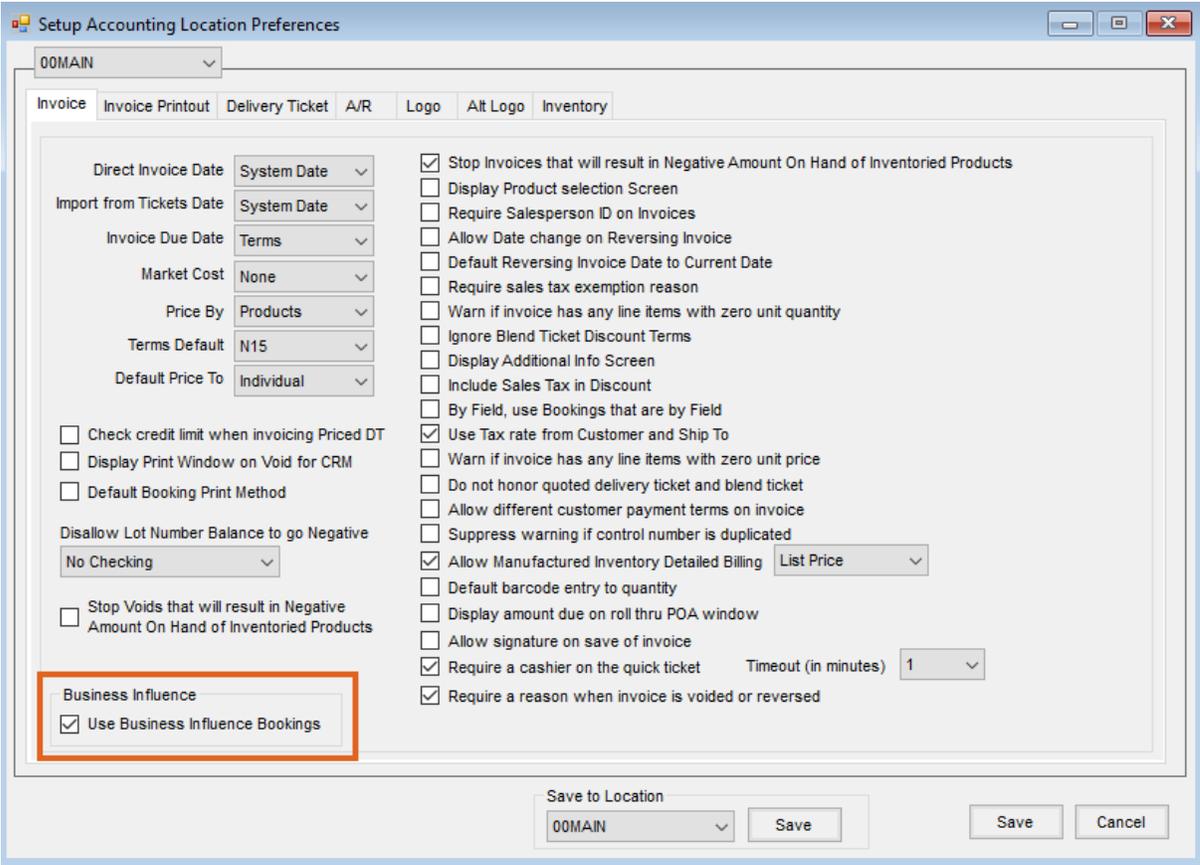


To use Business Influences, some set up is required. For information about this process, please see **Business Influence Setup**.

2. After Business Influences are established, when adding a Booking, select the *Business Influence* from the drop-down.

The Booking can then be used at invoicing by the original Customer on the Booking or by any of the Customers listed in the Business Influence group.

Bookings default in to be used on Invoices under the normal Booking hierarchy rules with Business Influence Bookings checked last. If a Business Influence Booking is available for a line item, it displays as *View*. At the *Booking Detail* screen, the **Bus. Inf. Bookings** button displays in red.



Selecting the button allows the desired Business Influence Booking to be chosen.

Only unpaid Bookings with a Business Influence selected are recognized at the time of invoicing. A Business Influence may be selected on a paid Booking but will not be available to use on an Invoice by anyone except the Customer on the Booking.