

Can You Still Make Money Doing PAT Testing in 2025?

A Practical Guide for Anyone Running, or Thinking of Starting, a PAT Testing Business

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Update on the PAT Testing Industry in 2025

This report is aimed primarily at people who are looking to make money from PAT testing, whether they want to setup a PAT testing business, work for one of the many PAT testing companies, or create a lucrative second income to their other work. The report will also be useful to you if you train to carry out PAT testing in your own workplace but want to offer your services to other people too.

Introduction

If you've ever wondered whether it's still possible to make a living from Portable Appliance Testing (PAT testing), you're not alone. Over the past decade, the industry has changed; competition has grown, new technology has appeared, and the internet has made it easier than ever for anyone to offer their services.

But here's the truth: you can absolutely still make money from PAT testing, and in many cases, a very good income; if you approach it properly.

This paper looks at what's really involved in starting and running a PAT testing business in 2025, including what kind of income is realistic, what mistakes to avoid, and why proper training remains the single most important factor for success.

1. The Current State of the PAT Testing Industry

Despite what some might say, PAT testing hasn't gone away. In fact, demand for portable appliance testing remains strong.

PAT Testing is NOT a legal requirement – in fact it never has been. But, every business, landlord, and organisation that provides electrical equipment to staff or the public still needs to ensure it's safe - and PAT testing remains the simplest and most recognised way to do that.

Changes in health and safety legislation (especially in the private rental sector), insurance requirements, and the increasing awareness of electrical safety mean there's still plenty of work for good, competent PAT testers.

What's changed is **how people compete**. Some companies have turned testing into a numbers game - sending engineers out to do many hundreds of items a day, often for shockingly low pay. Others take the opposite approach: they focus on quality, reliability, and long-term client relationships. It's this second group that's thriving.

One area of concern is that, until recently, the only people offering advice and guidance in the industry were manufacturers of PAT Testing equipment – leading to an over emphasis on the testing equipment (which can cost thousands of pounds) rather than focussing on the importance of the visual inspection (which takes time but doesn't require expensive equipment.)

There's also been an over-reliance in recent years on the City & Guilds 2377 qualification as the sole measure of competence. While it's a useful certificate, passing the exam doesn't automatically make someone a competent tester — real competence comes from proper training, hands-on experience, and understanding the principles behind the tests.

That's also where organisations like **PATTA (the Portable Appliance Testing Trade Association)** come in. PATTA exists to **raise standards and promote professionalism** in the PAT testing industry — helping responsible testers stand out from the crowd.

2. The “Numbers Game” Problem

Many newcomers are put off by the idea that the industry is oversaturated. The truth is, it's not saturated — it's **distorted**.

Large companies compete by promising impossibly low prices and boasting about how many tests they can do in a day. In reality, those engineers are often given unrealistic targets, often more than 500 items per day – simply can't be done properly.

Let's be blunt: **you can't test 500 appliances in a day and do it properly**.

At best, that approach leads to rushed work, missing out important parts of the process like the visual inspection, and meaningless records. At worst, it leaves unsafe appliances in use, which defeats the whole purpose of PAT testing.

For smaller independent PAT Testing businesses who care about quality, it's frustrating to be undercut by people who aren't really testing anything at all. But it's also an opportunity — because there will **always** be clients who recognise the value of a proper job.

This is also one of the reasons **PATTA is so important**. It represents the interests of professional PAT testers and works to **improve industry reputation**, promote **best practice**, and give testers a **collective voice** when it comes to safety, pricing, and regulation.

3. What Makes a Successful PAT Tester

Successful PAT testing professionals share a few key traits:

- **Proper training:** They understand not just **how** to test, but **why**.
- **Efficiency:** They work quickly without missing important steps.
- **Consistency:** They follow a repeatable process and keep accurate records.
- **Professionalism:** They turn up on time, act in a professional manner, communicate well, and provide reliable documentation.
- **Engagement:** They stay connected with others in the industry — for example, by joining PATTA to stay informed and supported and engage with other PAT testers to share knowledge and good practice.

You don't need to be a qualified electrician to do PAT testing, but you do need to be competent - and competence only comes through **training, support, and community**.

4. The Importance of Getting Properly Trained

One of the biggest mistakes people make is thinking that they know everything. A lot of people start working for a company and then train 'on the job' or they watch a few online videos and think they know what they are doing. That might work for a while, but sooner or later it leads to mistakes, safety risks, and lost credibility. One night looking at some of the PAT Testing Facebook groups will tell you a lot about some of the people in the industry! Arguments often flare up over simple issues and often people post information which is just plainly wrong. Sometimes there is more than one way to do something, and people argue that their way is the only way. Other times people have got the wrong end of the stick about something, but they refuse to accept they are mistaken! There are a lot of strong opinions out there! It's clear that there are a lot of people who are set in their ways and very angry about the state of the industry. All is not lost, however!

When you're properly trained, you:

- Understand the inspection process and what to look for.
- Know which tests apply to which appliances.
- Recognise when an item should fail — and how to explain that to a client.
- Can complete tests faster and more accurately.
- Be more efficient – testing correctly, but quickly. Time is money!
- Produce professional-looking reports that clients can trust.

The right training doesn't just teach you the rules — it teaches you how to be confident and efficient in the field.

That's why every year, hundreds of people choose to take our **PAT Testing Training Courses**: because doing it properly from day one pays off. Even those who've been doing the job for a while, providing they approach the training with an open mind, learn new approaches to testing and benefit from being able to do the job correctly but efficiently and quickly.

If you want to work for a national PAT Testing company, they **might** ask you to study for the C&G 2377 qualification. In the past, too much emphasis has been placed on the C&G 2377 certificate, as if passing it automatically makes someone competent. Although it is a useful measure of someone's academic ability, many people hold the qualification but still lack the practical understanding or attention to detail needed to carry out proper, safe PAT testing. Thankfully, most companies now appreciate the shortcomings of the C&G qualification and value proper competency-based training over the C&G certificate.

And after completing training, joining **PATTA** is the natural next step — it connects you with other testers, keeps you up to date with best practice, and demonstrates to clients that you're serious about maintaining high standards.

5. Keeping It Simple – Why Less Is More

There's a myth in the industry that you need expensive, complex test equipment or cloud-based software systems to look professional.

We take the opposite view. At **PAT Testing Expert**, our ethos has always been to keep things simple and practical.

Manual testers are more than capable of producing accurate results when used correctly — and an Excel-based recording system is usually all you need to stay compliant, flexible, and in control.

The benefits of keeping it simple include:

- Lower setup costs.
- Easier troubleshooting and calibration.
- No expensive software subscriptions.
- Full control of your records and certificates.

When you understand the process properly, simplicity is your friend — not a limitation.

Our engineers use a simple manual PAT Tester (we actually use the Kewtech EzyPAT currently) and we record our results on a tablet computer using an Excel template. It's quick, efficient, and reliable (we transfer results back to the office using Dropbox, instant, secure and reliable.) We send results to our customers as a PDF, it just works! A copy of the Excel template that we use is available for free on our website.

Of course, some people prefer to go along a route of a complex computerised PAT Tester, running alongside dedicated software. Some of these systems are brilliant, but they are expensive to set up and have steep learning curves. You don't just need to understand the process of PAT Testing, but also have to learn how to use the machine and the software. Some of the software packages have moved to a subscription model, meaning that you now pay a yearly licence to use the software (rather than buying it outright) but as long as you factor these costs into your business, it can still be profitable. Remember though that these systems are usually promoted by the manufacturers or the equipment sellers – obviously there is a much bigger profit margin in a complex expensive system than a simple manual PAT Tester. Think carefully, however, before going down this route; it would be a good idea to get some advice from people using those systems rather than the people who make a profit from selling it to you!

6. Pricing and Profitability

How much can you earn from PAT testing?

It depends on how you work. Typical rates range between **£1 and £3 per item**, with many testers setting a **minimum job fee** of £50–£100. Forget the companies offering 59p per item – they’re not testing properly, and even if you matched their price to win the work, you’re not going to be able to do it properly for the price. Don’t be afraid to walk away if you’re asked to match a price which is unrealistic.

Let’s say you average £1.50 per item and test 150 items a day — that’s £225. Even allowing for travel, expenses, and downtime, a competent, efficient tester can comfortably earn a full-time income.

Or, let’s suppose you’re testing computers in a call centre – if you get your process right you might be able to get through 250 – 300 items in a day (**but working efficiently, not missing out important parts of the process**) then you could charge £1 per item and make £250 - £300.

The secret is not to chase “cheap” jobs but to find **good clients** — local businesses, landlords, schools, and community organisations who value reliability and safety over the lowest possible quote.

Price yourself fairly, deliver what you promise, and you’ll build a reputation that keeps you busy all year.

7. Efficiency vs. Cutting Corners

Working quickly doesn’t mean cutting corners.

A professional PAT tester knows how to move efficiently from one item to the next, grouping appliances logically and testing similar types together. There are many techniques that you’ll learn which will allow you to get through lots of items very quickly, identifying those that are faulty and/or dangerous, and passing those which are safe. That’s very different from simply slapping on labels and hoping for the best. Being open to learning new techniques, rather than simply following a complex process on every item, regardless of what it is, is the key to working efficiently and reliably.

The most successful testers combine **speed and accuracy** — they know the process well enough to do it properly **and** quickly. That’s what makes it easy to make money!

8. Marketing Your PAT Testing Business

Once you're trained and equipped, the next challenge is finding clients.

Here are a few practical tips that work well:

- **Build a simple website** that explains your service clearly.
- **Emphasise training, quality, and PATTA membership** — this builds trust.
- **Target local businesses first** – small businesses, landlords and local schools are great!
- **Ask for testimonials** and display them online.
- **Network locally** — safety officers, electricians, and property managers can all refer work.

Over time, repeat business and word-of-mouth recommendations will keep your diary full.

9. The Future of PAT Testing

While automation and smart devices are growing in popularity, the human element remains essential. When new PAT Testers come onto the market, offering extensive features such as Bluetooth, bar code scanners, or more recently, cloud-based storage; it's easy to forget that PAT Testing is mostly a **practical, hands-on process**.

The most important part of the process is, and has always been, the visual inspection. That's something which **must** be done by someone who knows what to look for, and it can't be missed out.

No PAT Testing machine, however advanced, can see a frayed cable hidden under a desk or spot a cracked plug or tell whether the correct fuse is fitted. The most valuable skill in PAT testing is still **judgement** — and that's something only trained professionals can offer.

10. Conclusion — Yes, You Can Still Make Money Doing PAT Testing

Let's be clear: **yes, you can make good money doing PAT testing in 2025** — plenty of people do. But you can't just buy a tester, set up a website, and wait for the phone to ring. Like any trade, it takes *effort, consistency, and professionalism*. You have to train properly, understand the process thoroughly, and build a reputation for quality work. If you do that, you'll find there's no shortage of businesses that value a reliable, honest pat testing service.

Unfortunately, the industry has been flooded with companies that **chase numbers instead of safety**. Some large operators push engineers toward unrealistic quotas – many hundreds of items per day - and pay per test at levels that encourage corner-cutting. They might boast enormous volumes, but volume does *not* equal quality. There's a huge difference between working quickly and efficiently, and simply slapping labels on without doing the tests.

Clients often tell us horror stories of tests that took minutes, results that make no sense, or registers that are little more than guesswork. That doesn't just harm individual clients - it undermines trust in the whole PAT industry. That's why the market desperately needs well-trained, competent testers who take pride in doing things properly.

If you're serious about starting a PAT testing business, **invest in proper training first**. Learn exactly what to test, how to test it, and how to record the results accurately. Become efficient *without* skipping essential steps. Position yourself not as the cheapest, but as the professional. Do that, and you'll more likely stand out - and then the work, and profits, follow

Next Steps

If you're serious about starting a PAT testing business, your first step is to get trained properly.

Join one of our [PAT Testing Courses](#) — taught by an experienced trainer with years in the field. Learn how to test efficiently, record results professionally, and build a genuinely profitable business that puts safety first.

And once you're trained, **join PATTA (Portable Appliance Testing Trade Association)** to connect with other professionals, gain recognition, and help raise the standards of our industry.

👉 Find a PAT Testing Course near you at pat-testing-expert.com/training

👉 Think about joining patta.co.uk- The Portable Appliance Testing Trade Association.

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