

PAT420 Business in a box

Portable Appliance Testing



- **Comprehensive package including PAT tester, software, labels and adaptors**
- **Includes Megger PowerSuite® Contractor PAT software for database management and professional certification**
- **Guide to marketing a PAT testing business, how to find clients and how to sell to them**
- **Guide to PAT testing, what to test and how to test it**
- **Free life-time product support**
- **3-Months free software support**

DESCRIPTION

The Electricity At Work Act requires that electrical equipment used in premises where people are employed or those open to the public is maintained in a safe condition.

An acceptable way of showing that electrical equipment is safe is by performing routine portable appliance testing. The New PAT420 'Business in a Box' from Megger includes everything an electrical contractor needs to diversify into PAT Testing. Any competent person can benefit from this package. It includes comprehensive guides on performing PAT testing, and marketing a PAT testing business to help any business or entrepreneur launch and promote this new venture.

In the box

The business in a box contains:

- How to PAT test booklet including how to identify the asset class, recommended tests and how to do them, and typical pass/fail limits etc.
- 'How to Market Your Business' guide on CD, including sales techniques, a view of the law, how to price your PAT services, prospect management, direct-mail letter templates, advert template, press-release, brochure etc.
- PAT420 portable appliance tester
- PowerSuite software for client, location and asset database management, and electronic certification for professional presentation
- Protective pouch for storage and transport of the tester, leads and documents
- Adaptor for testing laptop power supplies
- Combined earth bond, continuity, and insulation test lead with probe and crocodile clip
- 13 A extension lead adaptor

- PASS labels for tested assets, roll of 1000
- Lead storage pouch that can be fixed to the inside or outside of the PAT420 supplied case
- Laminated quick-start guide for the PAT420
- Full user guide for the PAT420 on CD

GUIDES

The PAT testing and marketing guides included are a unique feature of the package. They are designed to assist in setting up, running and growing a PAT testing business.

The Guide to PAT testing explains how to perform PAT testing. It assumes some practical experience of working with electricity, but not of portable appliance testing. While remaining simple, it is intended to aid in the detail of how to test and includes identification of the different types of assets that exist and which tests to perform on each type. It also includes the recommended pass/fail criteria from the Code of Practice for In-service Inspection and Testing of Electrical Equipment (published by the IEE) enabling easy identification of a good or faulty asset.

Further opportunities for business may then exist in the repair of faulty assets – e.g. a blown fuse or replaced mains lead or plug may incur additional charges to the primary testing fee.

A key feature of this guide is that it has been written in a brief, easy-to-understand style, enabling an easy grasp of PAT testing.

The 'Guide to marketing a PAT test business' supplied on the CD provides direction through the difficult business of identifying and locating potential clients, and selling PAT testing services to them. It includes some of the legal background and explains that as an experienced electrician, no additional qualification is required.

It identifies potential customers and how best to approach them, with hyperlinks to lists of those prospects and target segments. There is a review of market pricing and examples of business models. A key element of the guide is a spread sheet in which the prospects data can be developed and managed. From this spread sheet direct mail shots can be merged into one of the supplied template letters for later follow up. Also supplied on the disk are a number of template press releases for customisation as well as an advertisement layout and draft flier to help get your business off the ground.

PAT420

PAT420 is the ideal PAT tester for those moving into PAT testing for the first time, looking to ensure all aspects of portable appliance testing are covered including construction sites using 110 V equipment. It has memory storage for 10,000 assets and can download direct to a USB memory stick for reading by PC. It has fully configurable tests with direct access via soft-keys, and a full QWERTY keypad for fast and precise data entry.

Push-button operation makes the PAT420 fast and intuitive to use. All test requirements are supported, including Class I and Class II, IEC power leads, extension leads and full trip-time tests for portable RCDs. Automatic testing proceeds sequentially through bond, insulation and operational tests, indicating a pass or fail at each test, with user-selectable PASS/FAIL limits. Should a fail occur, testing is stopped.

A quick-test key provides direct access to individual tests for diagnostic purposes. If a repair has been carried out or a suspect result obtained, just the relevant test can be performed so increasing efficiency. Each test is preceded by a selection screen where the test parameters can be chosen.

A selection of test leads are supplied, including a combined earth bond, continuity, and insulation test lead, an extension lead adaptor, and a special adaptor that makes it possible to test most laptop power supplies and leads.

Other options for the PAT420 include barcode asset identification with the optional scanner and label printer. Thermal-transfer labels provide permanent, resilient and robust labels for locally identifying asset numbers and re-test dates. A USB barcode scanner speeds testing by the elimination of having to type asset numbers into the PAT, enabling direct scanning, data entry and recognition.

ACCESSORIES

Other items included in the box:

- PowerSuite database management and certification software for PC. Data can be read into PowerSuite from the memory stick, and client and asset data accessed and manipulated to suit the business needs. Assets due for imminent re-test can be identified, allowing clients to be contacted as business prospects. Job costing and invoicing can be performed, and electronic certificates in various formats can be generated for professional presentation to the client.
- IEC6 – C13 3-way plug adapter for testing the majority of laptop power supplies
- Roll of 1000 green self-adhesive PASS test labels
- A soft document wallet and lead pouch which can be attached either inside or to the outside of the case.
- A laminated quick-start guide, which can be stowed in the see-through section of the lead pouch, and a detailed user guide supplied on CD rom.

APPLICATIONS

This business in a box is ideal for any competent person or business wishing to diversify into a new market, to generate an additional income stream or simply start-out in PAT testing. For an electrical contractor this could be a tool to improve customer service by developing a wider portfolio of capabilities.

SPECIFICATIONS

Detailed technical specifications of the PAT420, PowerSuite software and other Megger products may be found at www.megger.com.

ORDERING INFORMATION

Item (Qty)	Cat. No.	Item (Qty)	Cat. No.
PAT420-UK	1001-411	Optional Accessories	
Included accessories		Extension lead adaptor (ELA) 110 V* (BS4343)	6220-639
Printed quickstart guide		110 V mains lead adaptor BS1363 - BS4343	1000-766
Full User huide on CD		415 V adaptor lead (4 pin) to AU (AS/NZ253112) 16A	1000-769
Calibration certificate		415 V adaptor lead (4 pin) to BS (BS1363) 16 A	1000-767
PowerSuite software		415 V adaptor lead (4 pin) to SC (CEE7/7) 16 A	1000-768
Continuity / e		415 V adaptor lead (5 pin) to AU (AS/NZ253112) 16 A	1000-772
arth bond lead + probe (black)	2000-870	415 V adaptor lead (5 pin) to BS (BS1363) 16 A	1000-770
Extension lead adaptor 13 A BS	2000-881	415 V adaptor lead (5 pin) to SC (CEE7/7) 16 A	1000-771
Carry case with lead/document pouch	2000-962	Bar code scanner (USB)	1001-047
Plug adaptor IEC C6 - C13 (3 way 5A PSU)	2000-551	Pass/Fail barcode label printer (USB)	1001-046
Roll of 1000 PASS test labels	1000-971	USB lead – PAT – printer	25970-041
Screen protector		Barcode printer label refills (cartridge)	90001-010
		Appliance bar-code labels (1-1000)	6121-483
		Roll of 1000 FAIL test labels	1001-227
		PAT accessory pouch	2001-044
		PAT test certificate book	1001-299
		Screen protector (2)	1002-572

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CERTIFICATION ISO
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