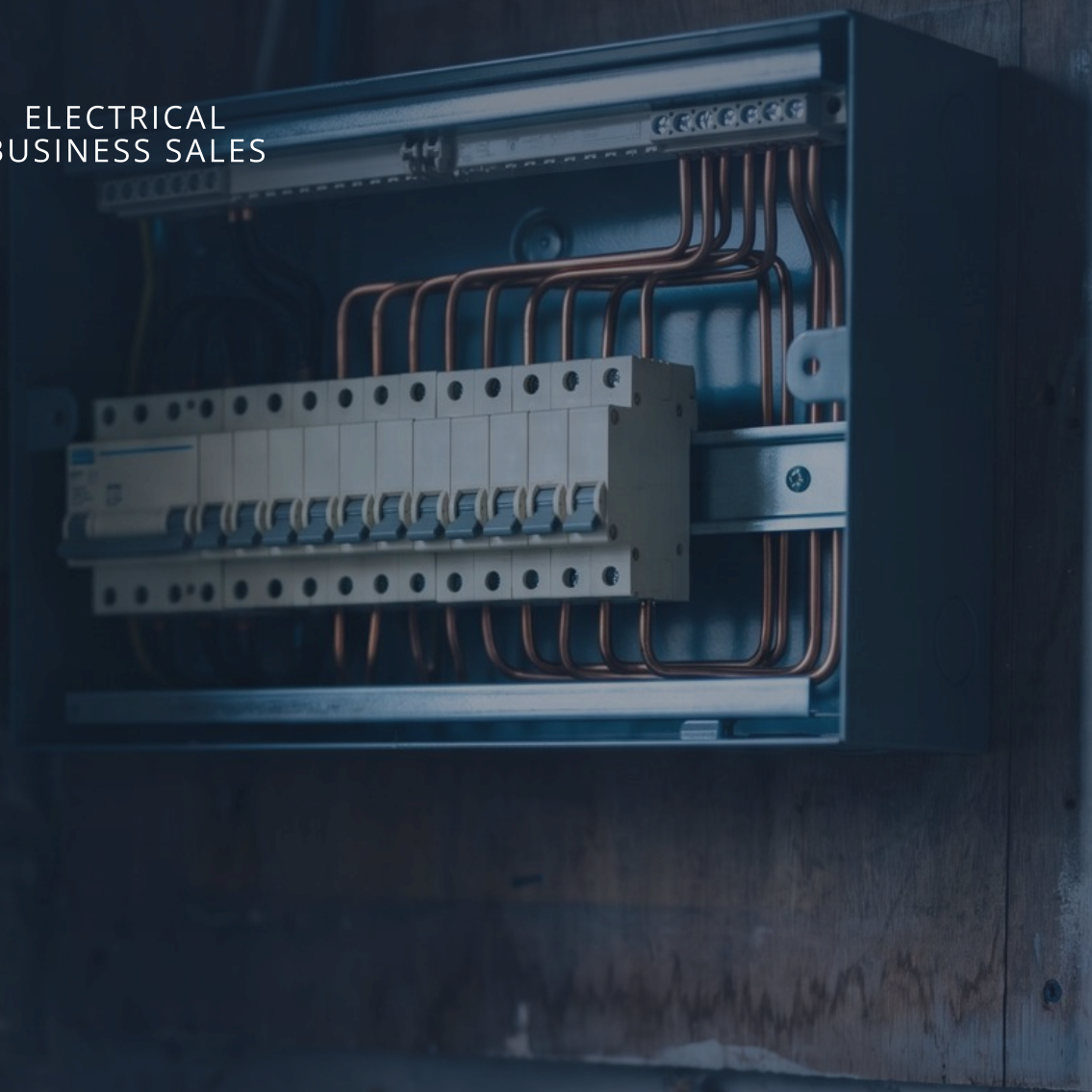




ELECTRICAL
BUSINESS SALES



Electrical work in 2027

What Amendment 4 changes in your
sale evidence

2027 edition 8-minute read

By Simon Read, Founder & Managing Director

A practical guide with an electrical 2027 readiness matrix

Images are illustrative.

The whole guide on one page

Start with the electrical work the firm actually undertakes. Then connect its technical references, people and records to that work. A date in a standards announcement cannot answer those questions for you.

The issue	Seller preparation	Buyer check
1. Put the transition on the right clock	Identify the edition used for each work type	Ask the competent reviewer to explain its application
2. Show who can deliver the work	Match tasks to people and reviewed work	Test supervision cover after the owner leaves
3. Separate inspection dates from orders	Link reports, instructions and customer terms	Trace committed work to its actual instruction
4. Make the records usable after handover	Match job files to the correct document type	Ask who can retrieve and explain the record

Use the two-page readiness matrix to record the evidence, its owner and the next action. Keep the source of any deadline beside the date.

Start with the unresolved evidence

Bring your completed matrix to a free first conversation.

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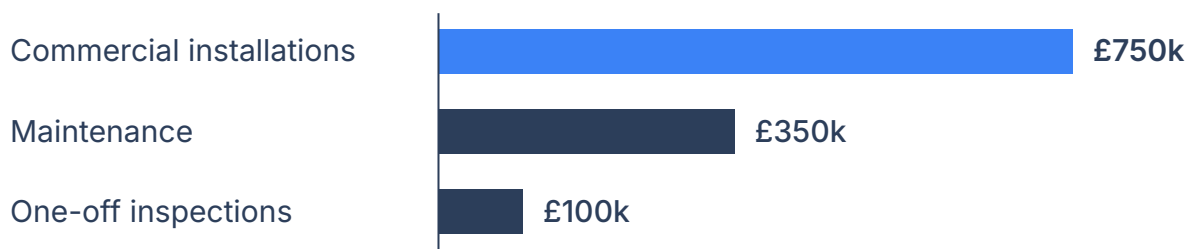
Speak with Simon

Meet Eldermere Electrical Services

Eldermere is invented. Its figures are illustrative, not a real sale or a market benchmark. The example separates the work already earned from the work that still needs checking.

Eldermere's annual income

Illustrative



£1,200,000 in total. Only £250,000 of maintenance income is under signed terms still in date.

Annual income	What the example records
£750,000 commercial installations	A work stream to map to the firm's technical scope
£350,000 maintenance	£250,000 under signed terms still in date; £100,000 not
£100,000 one-off inspections	Completed income, not promised repeat instructions
£1,200,000 total	£750,000 + £350,000 + £100,000

Do not mark the entire installation stream as battery or medical-location work. First ask what the jobs involved. Then ask which technical references and competent people supported them.

The same approach applies to an expansion plan. Write down the proposed activity, the evidence already held and the work needed before it can be offered. Obtain actual cost estimates for those tasks; do not invent a price discount from a missing document.

1. Put the transition on the right clock

The 2027 edition of this guide looks back at a 2026 standards transition. It does not announce a new legal start in 2027.

What good looks like

IET confirms Amendment 4:2026 is published. Its announcement gave April 2026 publication; its edition checker says the preceding A2+A3 version remains valid until October 2026 [1] [2].

Eldermere Electrical Services

Illustrative example, not a real deal

Start with the £750,000 installation stream. Ask which jobs involved battery storage, ICT earthing, Power over Ethernet or medical locations before assigning any review work.

Seller preparation

List actual work types and the technical reference used

Separate existing jobs from proposed new services

Buyer check

Ask a competent reviewer to explain the applicable edition

Match each proposed service to capability and resources

IET's summary names those areas of change [1]. Use it to frame questions, not to design an installation. Publication alone establishes neither a statutory retrofit duty nor extra contracted income.

The other side's question

A seller can show the scope of completed work. A buyer can ask which activities still need technical review before the planned service can be delivered.

2. Show who can deliver the work

A new reference book and a named employee answer different questions. Match the task to the person's capability and to the supervision available when they need it.

What good looks like

HSE's Great Britain guidance links competence to appropriate training, relevant experience and reassessment. Someone unable to demonstrate competence needs competent supervision [3].

Eldermere Electrical Services

Illustrative example, not a real deal

For each work type within its £750,000 installation income, Eldermere's review asks who performed it, who supervised it and who can explain the completed record. No staff capability is assumed from turnover.

Seller preparation

Buyer check

Match a task to training, experience and reviewed work

Ask who can demonstrate that task after handover

Record the supervisor and the scope of supervision

Identify gaps when the owner is absent

List training or review still required

Obtain a cost and time estimate for each actual gap

The other side's question

The seller can identify who already does the work. The buyer can ask for evidence of that person's capability, rather than treating the owner's availability as permanent cover.

What to check

Record who can review the task and what evidence they need before giving their answer.

3. Separate inspection dates from orders

A report's next inspection date belongs in the inspection diary. A customer instruction belongs in the work schedule. Keep both, and connect them only when the records support it.

What good looks like

For specified rented-home tenancies in England, the landlord must arrange inspection and testing by a qualified person. The interval is no more than five years, or the earlier date required by the latest report [4] [5].

Eldermere Electrical Services

Illustrative example, not a real deal

Its £100,000 one-off inspection income is separate from £350,000 maintenance income. Only £250,000 of that maintenance income is under signed terms still in date. A diary of future inspection dates adds nothing to those totals.

Seller preparation

Buyer check

Keep the report and its next inspection date

Confirm the premises and rule actually in scope

Keep the customer's instruction and price

Ask what work has been commissioned

Record follow-up responsibilities

Ask the solicitor about the actual contract terms

The other side's question

The seller can show earlier instructions and reports. The buyer can ask which customers have agreed further work, without treating an inspection duty as a contract with this firm.

4. Make the records usable after handover

Pick a completed job and ask the person taking over to retrieve its scope, technical record and customer instruction. Record what they can explain and what still depends on the owner.

What good looks like

IET publishes separate Amendment 4 model forms for an Electrical Installation Certificate, Minor Electrical Installation Works Certificate and Electrical Installation Condition Report [6]. Match the record to its purpose with competent technical review.

Eldermere Electrical Services

Illustrative example, not a real deal

The installation and inspection streams need their own document checks. A file labelled simply electrical certificate leaves the reviewer with a question: which record is it, and what work does it cover?

Seller preparation

Buyer check

Index the job, scope and document type

Retrieve the actual record, not just its filename

Name the person who can explain the record

Ask how technical questions are escalated

List gaps, review owner and agreed action

Check the action has evidence of completion

The other side's question

The seller can make the files accessible and explain their structure. The buyer can test retrieval with the proposed successor, then ask about the gaps that remain.

Use IET's published forms through its own source page [6]. This guide's matrix records sale-preparation questions; it is not a technical certificate.

What a smaller-group succession shows

A multi-disciplinary contractor and its fellow group business announced completion of a management buyout in April 2026, linked to the founder's retirement [7]. Electrical contracting is among the group's services [8].

The parent company's accounts for the year ended January 2026 say its group qualified as a small group. They record an average monthly workforce of 22 people, including directors, employed by the parent company itself [9].

The public record supports	Your own evidence still needs to answer
A completed management buyout was announced	Who can perform and supervise your firm's work?
Existing senior leaders assumed ownership	Which responsibilities depend on your owner?
Electrical contracting is part of the group's work	Which of your work types need technical review?

The 22 is a company-only figure, not the combined deal workforce; this is smaller-group succession evidence, not a turnover, price or Amendment 4 premium comparison.

Turn the question into an action

- 1

Name the work
Choose an actual electrical activity from your job list.
- 2

Locate the evidence
Identify the technical reference, person and record.
- 3

Close the gap
Agree who will review it, what it will cost and how completion will be shown.

Put unresolved evidence beside the commercial discussion. Obtain technical advice on the work and transaction advice on the deal terms.

Electrical 2027 readiness matrix

Use this sheet for your actual electrical work. In each evidence box, name the work type, record and person responsible. Put the source of any deadline beside its date; do not assume every date is a legal deadline.

Business and actual electrical work type

Evidence area	Record and responsible person	Date and its source
Applicable standard		
Task competence		
Supervision cover		
England rented-home scope		
Customer instruction		
Job document type		

Unresolved scope question for the competent reviewer

Complete the action sheet next. A competent practitioner should settle technical scope and capability questions before operational changes.

Type your answers in and save a copy, or print the page and fill it in by hand. Nothing you enter is sent to us.

Electrical readiness actions

Use with the readiness matrix or on its own. Record the actual electrical activity in the subject field. Enter the unresolved question and review owner for each row. Keep any supplier estimate separate from a business-value judgement.

Business and actual electrical activity

Action area	Question and review owner	Cost or time estimate	Done
Technical scope			☐
People and supervision			☐
Customer terms			☐
Job records			☐

Evidence of completion, remaining gap and next review date

The completion tick records that your stated action has evidence of completion. It does not certify an installation or a person's competence.

Type your answers in and save a copy, or print the page and fill it in by hand. Nothing you enter is sent to us.

Sources and validity

1. IET: Ensure you are up to date with BS 7671, undated current edition page. UK standard; transition and high-level changes only.
2. IET/BSI: Amendment 4 publication announcement, January 2026. Publication date corroborated by source 1.
3. HSE: Working with electrical equipment, updated Apr 2025. Great Britain; competence section only.
4. UK legislation: Electrical Safety Standards Regulations 2020, regulation 3, consolidated provision. England; paragraphs 3(1)(b) and 3(2), inspection interval and qualified person.
5. UK government: Electrical safety standards in rented sectors: guidance, publication/update date not recovered. England; relevant tenancy scope and inspection duties.
6. IET: Model forms, undated. Amendment 4 document types only; forms are not reproduced here.
7. Yee Group and Cool Services: Management buyout announcement, April 2026. Completed MBO announced; separate completion day and financial terms not supplied.
8. Yee Group: Services, undated. UK multi-disciplinary contractor with electrical activity.
9. Yee Group Limited, company 05009139: Accounts for year ended January 2026, approved September, filed September 2026. Notes 1.1 and 3: small-group qualification; individual-company accounts; average monthly persons including directors 22. Not consolidated employment or a financial comparable.

Checked Oct 2026. We review every guide after the Autumn Budget in October 2026. Technical, legal and transaction treatment depends on the work and deal in front of you. Take advice on yours.

Scope. The standards summary does not establish detailed design requirements. England rented-home rules are not a rule for every commercial let. No draft legislative amendment, training cost, price premium or future order is asserted.

The example. Eldermere Electrical Services is invented, not a Reads client or real sale. £750,000 installations, £350,000 maintenance and £100,000 inspections sum to £1,200,000. Of maintenance income, £250,000 is under signed terms still in date and £100,000 is not. The images are illustrative.

Bring the gap you need to close



Bring the completed matrix and the electrical work type behind your main question to a free first conversation. There is no obligation to go further.

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