



EUROPEAN COMMISSION  
ENTERPRISE AND INDUSTRY DIRECTORATE-GENERAL  
Regulatory policy  
Internal Market and simplification

Brussels, - 7 DEC. 2007  
ENTR/C4/LB/JSR/nf D(2007) 40683

**Subject: Introductory letter Risk & Policy Analysts Limited (RPA)  
Request for collaboration**

To whom it may concern.

Sir, Madam,

In the context of a standing framework contract (ENTR/04/093), Risk & Policy Analysts Limited (RPA) is preparing an external evaluation study of several proposals to amend EC legislation on combating late payments (Directive 2000/35/EC)<sup>1</sup>. These proposals were made in a precedent report ("Review of the effectiveness of European Community legislation on combating late payments") which was conducted by a different team on 2006<sup>2</sup>.

The origin of this assessment is Article 6.5 of the Directive, which requires an evaluation of its operation. This evaluation will provide an analysis of the cost-benefits of each possible amendment of the Directive, their impact on companies in the European Union and the differences between payment rules and practices that apply to commercial transactions in Europe.

The purpose of the study will be to compile, assess and present information on the approaches made in the 2006 report to amending the Directive, in order to define the way forward. Therefore, the results of this review and other reviews will be made known to the European Parliament and the Council accompanied, where appropriate, by proposals to improve the Directive.

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<sup>1</sup> [http://ec.europa.eu/enterprise/regulation/late\\_payments/index.htm](http://ec.europa.eu/enterprise/regulation/late_payments/index.htm)

<sup>2</sup> The report can be found here:  
[http://ec.europa.eu/enterprise/regulation/late\\_payments/further\\_reading.htm](http://ec.europa.eu/enterprise/regulation/late_payments/further_reading.htm)  
The proposals for amendment are summarized in pp. 246 & 276.

Providing contractors with research data could facilitate their work and lead to a significant improvement in the overall quality of the review and, consequently, of the effectiveness of the European Commission's future actions. The information collected will be kept strictly confidential by the contractors and will only be used in the context of this assessment.

Thanking you in advance for your collaboration,

Yours sincerely,

A handwritten signature in black ink, appearing to read 'L. Brykman', with a stylized, cursive script.

Liliana BRYKMAN  
Head of Unit

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