

How to Search the Opioid Industry Documents Archive

A Quick Start Guide

**The Opioid Industry Documents Archive is a collaborative project
by the [University of California, San Francisco](#) (UCSF) and [Johns Hopkins University](#) (JHU)**

It is hosted by the [UCSF Industry Documents Library](#) (IDL)

How to Access

- Direct URL: <https://stage.idl.ucsf.edu/opioids>

OR

- From the Main IDL homepage:

Click on *Opioid Industry Documents* in the Highlights Section:

Highlights



Industry Videos



Popular Food Documents



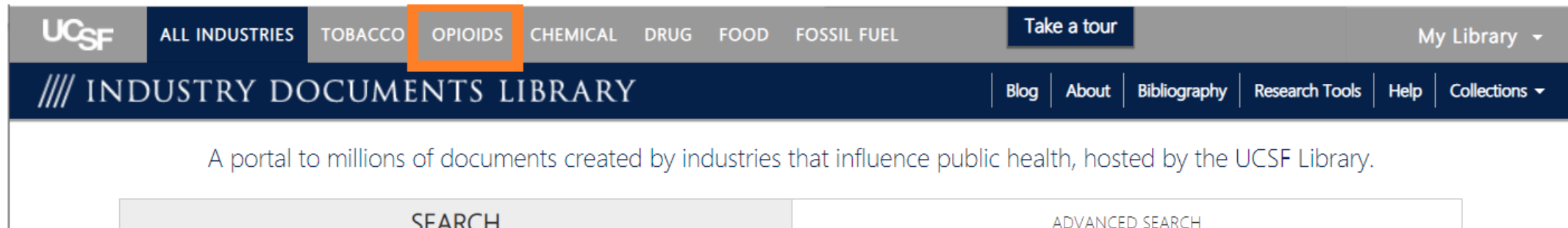
Popular Tobacco Documents



Opioid Industry Documents

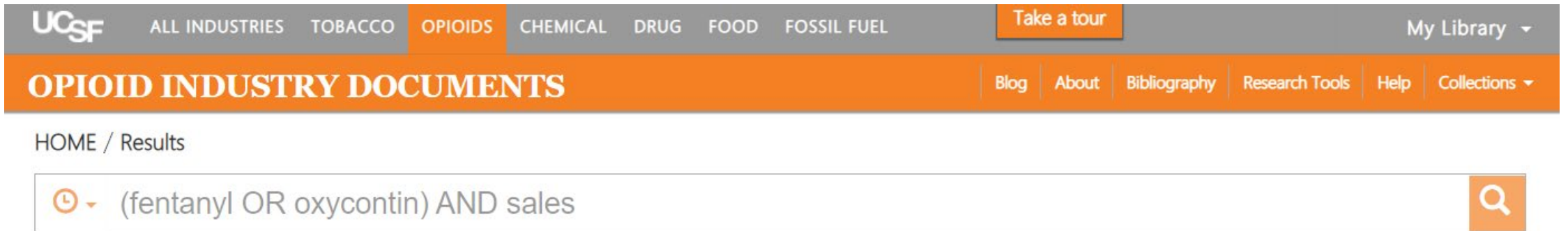
OR

- Click the **Opioids** tab in the menu bar:



How to Search

- Use the Search box on the [Opioid Industry Documents Archive page](#)
- Add terms, names and keywords to the Search box combined with basic Boolean operators (AND, OR, NOT)





The screenshot shows the top navigation bar of the UCSF Opioid Industry Documents Archive. The 'OPIOIDS' tab is selected. Below the navigation bar, the breadcrumb 'HOME / Results' is visible. The search box contains the query '(fentanyl OR oxycontin) AND sales' and has a search button on the right.

UCSF ALL INDUSTRIES TOBACCO **OPIOIDS** CHEMICAL DRUG FOOD FOSSIL FUEL Take a tour My Library ▾

OPIOID INDUSTRY DOCUMENTS Blog About Bibliography Research Tools Help Collections ▾

HOME / Results

 (fentanyl OR oxycontin) AND sales 

- You can also search in specific metadata fields such as Title, Author, and Document Date:

Example = **title:**OxyContin

Example = **author:**"Purdue Pharma"
(more than one term? Enclose in quotes)



[List of fields](#)

- All opioid collections are searched by default
- To search a specific opioid collection(s), open the Opioids Collections menu under Search Options

OPIOID INDUSTRY DOCUMENTS

[Blog](#) [About](#) [Bibliography](#) [Research Tools](#) [Help](#) [Collections](#) ▾

An archive of millions of documents created by opioid manufacturers and related companies, hosted by the UCSF Library in collaboration with Johns Hopkins University.

SEARCH

ADVANCED SEARCH

(fentanyl OR oxycontin) AND sales

CLEAR

SEARCH

☐ Hide Restricted Documents ☒ Hide Folders ☒ Hide Possible Duplicates

[What can I search for?](#)

[How do I search?](#)

Search Options ▾

Document Date Ranges *(no dates selected)* >

☒ Opioids Collections *(all opioids collections selected)* ▾

<input checked="" type="checkbox"/> Insys Litigation Documents	<input checked="" type="checkbox"/> Mallinckrodt Litigation Documents	<input checked="" type="checkbox"/> Washington Post Opioid Collection
<input checked="" type="checkbox"/> KHN OxyContin Collection	<input checked="" type="checkbox"/> National Prescription Opiate Litiga...	
<input checked="" type="checkbox"/> Kentucky Opioid Litigation Document...	<input checked="" type="checkbox"/> Oklahoma Opioid Litigation Document...	

- Want more information about a specific opioid collection?
 - look under the **Collections drop-down menu** and click the appropriate link for the specific collection page

The image shows a two-part screenshot of the UCSF Opioid Industry Documents website. The top part shows the main navigation bar with the UCSF logo, a list of industries (ALL INDUSTRIES, TOBACCO, OPIOIDS, CHEMICAL, DRUG, FOOD, FOSSIL FUEL), a 'Take a tour' button, and a 'My Library' button. Below this is an orange banner with 'OPIOID INDUSTRY DOCUMENTS' and a secondary navigation bar with links for Blog, About, Bibliography, Research Tools, Help, and a 'Collections' drop-down menu. The 'Collections' menu is highlighted with a red box. Below the banner, a section titled 'Opioids Collections' lists several collections: Insys Litigation Documents, KHN OxyContin Collection, Kentucky Opioid Litigation Document..., Mallinckrodt Litigation Documents, National Prescription Opiate Litiga..., and Oklahoma Opioid Litigation Document... A red arrow points from the 'Insys Litigation Documents' link to the bottom screenshot.

The bottom screenshot shows the 'INSYS LITIGATION DOCUMENTS' page. It has a header with the site name and navigation links. Below the header, it shows the breadcrumb 'Industry Documents Library > Opioids Industry Documents > Collections' and a list of collections on the left. The main content area is titled 'INSYS LITIGATION DOCUMENTS 11,571 Documents' and includes a 'Background' section with text about the 2016 indictment of Insys Therapeutics Inc. and the 2019 bankruptcy. It also has a 'Documents' section listing the types of documents included, a 'Date Range: 2000-2019' filter, a search bar with the text 'collection: "insys litigation documents"', and a 'Related Resources' section.

How to View

On the Search Results page you can browse a list of documents and see brief descriptions and metadata.



Click on a document title, or on the PDF thumbnail, to view it.

UCSF

ALL INDUSTRIES

TOBACCO

OPIOIDS

CHEMICAL

DRUG

FOOD

FOSSIL FUEL

Take a tour

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HOME / Results

(fentanyl OR oxycontin) AND sales

☐ Hide Restricted Documents

☒ Hide Folders

☒ Hide Possible Duplicates

What can I search for?

How do I search?

Search Options

Date Ranges of Documents (no dates selected)

☒ Opioids Collections (all opioids collections selected)

Narrow Your Results

CLOSE

no active filters.

Industry

☐ Opioids 78,410

Type

☐ Produced Documen... 72,279

☐ Attachment 32,727

☐ Electronic File 21,015

☐ Email 16,812

☐ Report 1,580

☐ Form 1,415

78,410 Results, Sorted by Relevance

< 1 of 3,921 Pages >

20 Per Page

Display:

0 selected

E-mail

Report Error

Cite

Add Bookmarks

Clear Bookmarks

1. Duragesic Sales Force Update

https://stage.idl.ucsf.edu/docs/qhgg0230

Author : Unknown

Document Date : 2002

Type : report; report, marketing

ID : qhgg0230

ARK : ark:/88122/qhgg0230

Collection : Oklahoma Opioid Litigation Documents

PDF

3 pages

ADD BOOKMARK

DOWNLOAD

Document View

Flip through
adjacent documents
or similar
documents

Metadata = info
about the document

The screenshot shows a web application interface for viewing documents. At the top, a navigation bar includes the UCSF logo, a list of industries (ALL INDUSTRIES, TOBACCO, OPIOIDS, CHEMICAL, DRUG, FOOD, FOSSIL FUEL), a 'Take a tour' button, and a 'My Library' dropdown. Below this is an orange header for 'OPIOID INDUSTRY DOCUMENTS' with links to 'Blog', 'About', 'Bibliography', 'Research Tools', 'Help', and 'Collections'. The breadcrumb trail reads 'HOME / Back to Results / Duragesic Sales Force Update'. On the right, a box contains 'Browse' and 'More Like This' buttons. The main content area displays a document titled 'Duragesic® FENTANYL TRANSDERMAL SYSTEM' with a logo. The text describes sales performance in 2001 and 2002, mentioning a goal of \$692 million and a 28% increase. It includes a 'Market Update' section with bullet points about market growth and sales goals. A right-hand sidebar titled 'CITE THIS DOCUMENT' and 'DOCUMENT INFORMATION' provides metadata: Title (Duragesic Sales Force Update), URL (https://stage.idl.ucsf.edu/docs/qhgg0230), Author (Unknown), Document Date (2002), Type (report; report, marketing), Pages (3), ID (qhgg0230), Collection (Oklahoma Opioid Litigation Documents), Drug (opioids; fentanyl; OxyContin), Topic (health risks; marketing and sales), Availability (public; no restrictions), and Source (Nix, Patterson and Roach,). The footer contains the UCSF and Johns Hopkins logos, a list of links (Home, Privacy Policy, Copyright & Fair Use, Tutorial Videos, Ask Us, Donate), a 'SUPPORT US' button, and a navigation bar with 'Preferences', 'Search History', 'Bookmarks', and a page number '503'.

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HOME / Back to Results / Duragesic Sales Force Update

Browse More Like This

Duragesic®
FENTANYL TRANSDERMAL
SYSTEM

Coming off a record-breaking year of \$543 million in 2001, the bar has been raised for DURAGESIC® in 2002 to \$692 million in sales, a 28% increase! This goal can only be attained by the continued outstanding commitment and dedication of the newly expanded Green Sales Force. You are our primary sales force that drives nearly 75% of the business through Pain Specialist and Primary Care physicians. Over the past year we have made considerable progress growing our market share with this audience. Your ability to focus and **grow market share** will be a critical factor in our success throughout the end of the year. Your commitment to sell DURAGESIC by being ethically aggressive will continue to position the brand for double digit sales growth throughout 2002 and beyond.

Market Update:

- Market growth has slowed in the first half of 2002 and our need to focus on taking market share from OxyContin by selling head-to-head.
 - Year-to-date, TRx market growth +2.9% versus year-ago
 - TRx market growth forecast is + 6.8% for 2002
- DURAGESIC is tracking toward its 4Q'02 market share goal of 28.9%, (+4.0 pts increase) however market share growth needs to increase during the 3-4 Qtr to meet forecast.
 - Year-to-date April 2002 DURAGESIC TRx share at 25.7%

CITE THIS DOCUMENT

DOCUMENT INFORMATION

Title : Duragesic Sales Force Update

URL : https://stage.idl.ucsf.edu/docs/qhgg0230

Author : Unknown

Document Date : 2002

Type : report; report, marketing

Pages : 3

ID : qhgg0230

Collection : Oklahoma Opioid Litigation Documents

Drug : opioids; fentanyl; OxyContin

Topic : health risks; marketing and sales

Availability : public; no restrictions

Source : Nix, Patterson and Roach,

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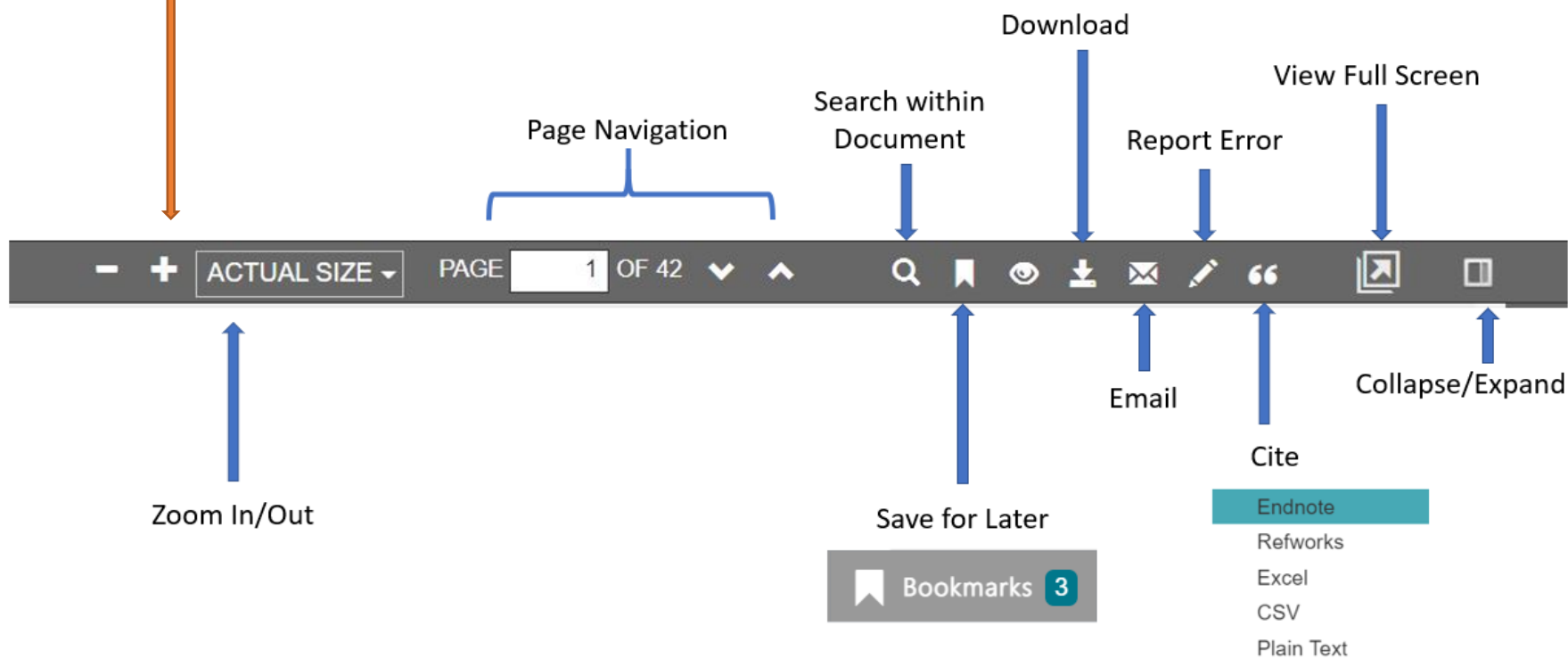
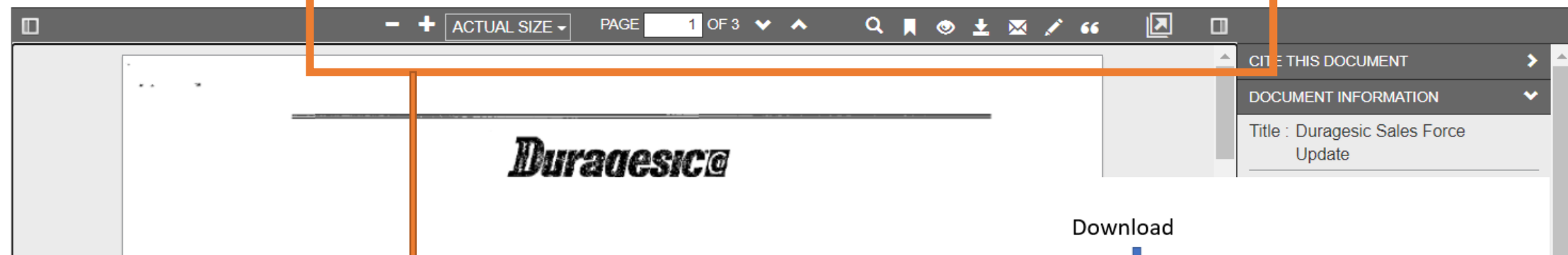
Help

Collections ▾

HOME / Back to Results / Duragesic Sales Force Update

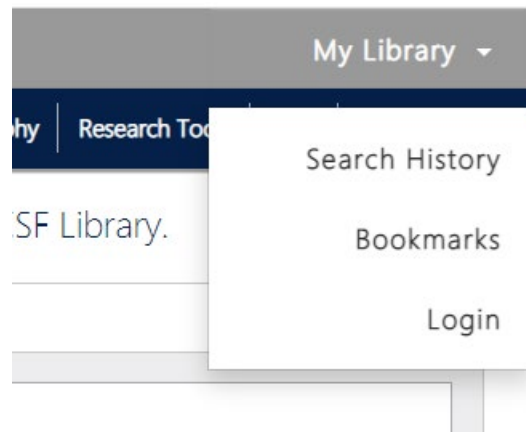
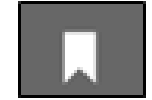
Browse

More Like This



How to Save and Download

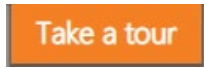
- You can **save** a document record to 'Bookmarks' by clicking on the Bookmark icon:
- You can **download** a document to your computer by clicking on the Download icon:
- Access your Bookmarks any time from the button at the bottom of the screen



Bookmarks are temporarily saved until you leave the website. If you want to store your Bookmarks for another time, you will need to register for a free account.

Go to **My Library** in the top right, click **Login**, and click **Create an account**.

More Information



Click the **Take a Tour** button at the top of the site for a quick click-through tutorial on how to use more advanced features in the Industry Documents Library



Contact Library staff on the [Ask Us page](#)



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