



University of California  
San Francisco



JOHNS HOPKINS  
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# 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 \(IDL\)](#)*



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**Opioid Industry Documents Archive**

# How to Access

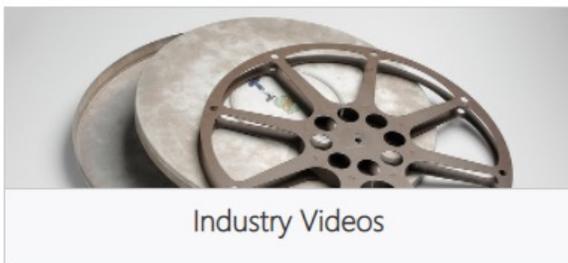
- Direct URL: <https://www.industrydocuments.ucsf.edu/opioids>

OR

- From the Main IDL homepage:

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

Highlights



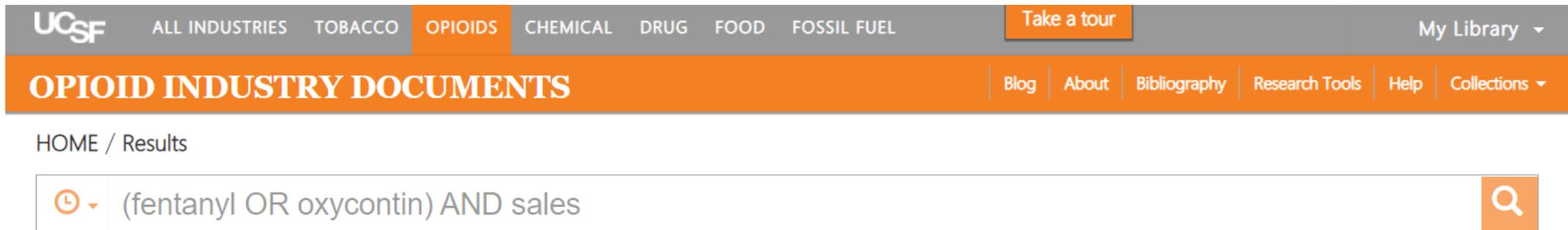
OR

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

A screenshot of the website's navigation menu. The "UCSF" logo is on the left. The menu bar contains tabs for "ALL INDUSTRIES", "TOBACCO", "OPIOIDS" (highlighted with an orange box), "CHEMICAL", "DRUG", "FOOD", and "FOSSIL FUEL". To the right of these tabs is a "Take a tour" button and a "My Library" dropdown menu. Below the menu bar is a dark blue header with the text "/// INDUSTRY DOCUMENTS LIBRARY" and a secondary menu with links for "Blog", "About", "Bibliography", "Research Tools", "Help", and "Collections". Below the header is a white box with the text "A portal to millions of documents created by industries that influence public health, hosted by the UCSF Library." At the bottom are two search input fields labeled "SEARCH" and "ADVANCED SEARCH".

# 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)



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

Hide Restricted Documents  Hide Folders  Hide Possible Duplicates [What can I search for?](#) [How do I search?](#)

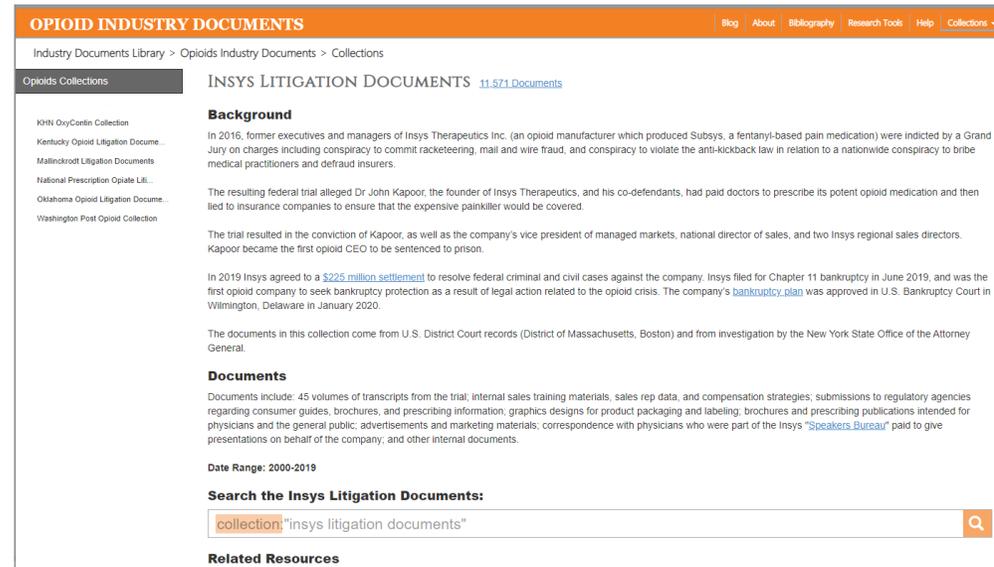
Search Options ▾

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

- 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



# 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](#)

**OPIOID INDUSTRY DOCUMENTS** [Blog](#) [About](#) [Bibliography](#) [Research T](#)

HOME / Results

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  **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)  
<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

  
3 pages

Industry	Count
<input type="checkbox"/> Opioids	78,410

Type	Count
<input type="checkbox"/> Produced Documen...	72,279
<input type="checkbox"/> Attachment	32,727
<input type="checkbox"/> Electronic File	21,015
<input type="checkbox"/> Email	16,812
<input type="checkbox"/> Report	1,580
<input type="checkbox"/> Form	1,415

# Document View

The screenshot shows a web browser displaying a document titled "Duragesic Sales Force Update". The document content includes the Duragesic logo and a paragraph of text: "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%

On the right side of the document viewer, there is a sidebar with a "DOCUMENT INFORMATION" section containing the following 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
- Source : Nix, Patterson and Roach,

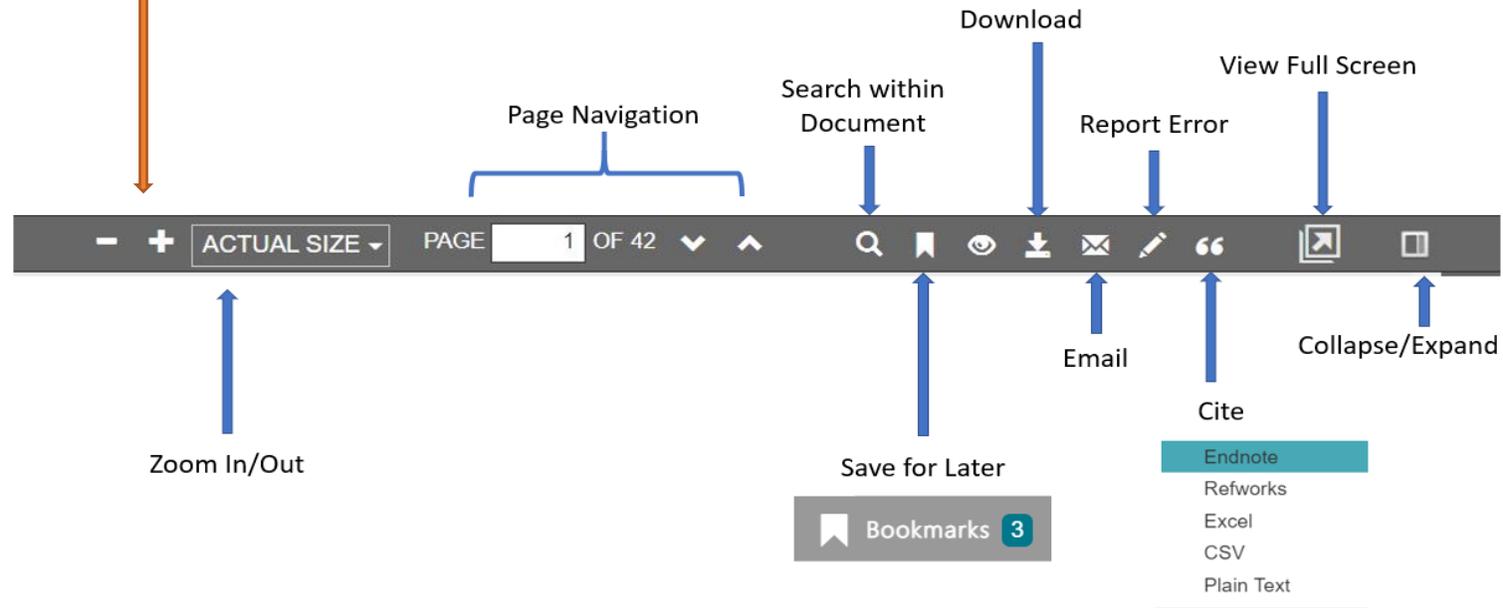
At the top of the page, there is a navigation bar with "OPIOID INDUSTRY DOCUMENTS" and a search bar. A "Browse" button is highlighted with an orange box. At the bottom of the page, there is a footer with "SUPPORT US" and "503" bookmarks.

Flip through adjacent documents or similar documents

Metadata = info about the document

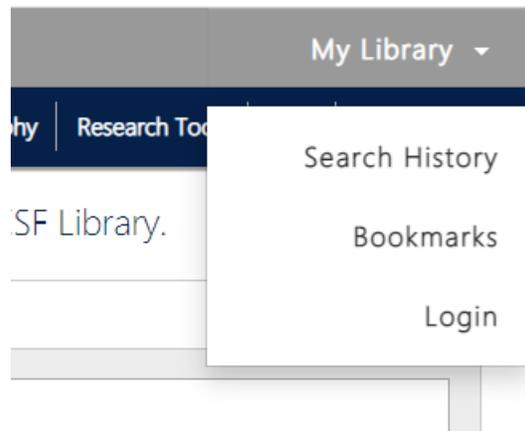
HOME / [Back to Results](#) / Duragesic Sales Force Update

[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

Take a tour

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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