

## McKinsey Documents – Annotated Bibliography

These documents and articles may be useful in understanding the context of the McKinsey litigation.

### Select Background Regarding General Opioid Litigation and Study

- [Opioid Settlement Tracker](#) (*Christine Minhee, 2021*)

This website tracks opioid-related litigation to determine whether settlements will be spent to bolster the public health response to the opioid epidemic. It includes FAQs, timelines, and analysis.

- [OxyContin Abuse and Diversion and Efforts to Address the Problem](#) (*United States General Accounting Office, December 2003*)

A report to Congress from the Government Accountability Office (GAO) examining abuse and diversion for illicit use of OxyContin, including Purdue's marketing strategies and actions from the DEA and FDA.

### Select Background Focused on McKinsey

- [McKinsey Proposed Paying Pharmacy Companies Rebates for OxyContin Overdoses](#) (*The New York Times, Nov. 27, 2020*)

This article, citing court filings, discloses a McKinsey proposal to give rebates to Purdue's distributors based on OxyContin overdoses, and also includes emails from consultants about eliminating records.

- [IN RE: McKinsey & Company, Inc., National Prescription Opiate Consultant Litigation \(MDL No. 2996\)](#) (*Court Listener, 2021*).

A searchable docket for McKinsey's litigation.

- [Inside McKinsey](#) (*Financial Times, Nov. 25, 2011*)

This article (behind a paywall) describes McKinsey's history, workplace and corporate culture.

- [McKinsey & Company's Conduct and Conflicts at the Heart of the Opioid Epidemic](#) (*House Committee on Oversight and Reform, April 22, 2022*)

This report summarizes a hearing to examine McKinsey's role in the opioid epidemic. It includes full video of the hearing, including Chairwoman Carolyn B. Maloney's opening statement.

- [McKinsey Never Told the FDA It Was Working for Opioid Makers While Also Working for the Agency](#) (*ProPublica, Oct. 4, 2021*)

This article describes how McKinsey helped opioid companies fend off FDA regulations while simultaneously advising the FDA's Center for Drug Evaluation and Research.

- [AG's Office Secures \\$573 Million Settlement with McKinsey for 'Turbocharging' Opioid Sales and Profiting From the Epidemic](#) (*Massachusetts Attorney General's Office, Feb. 2, 2021*)

This report details the terms of the February 2020 multistate settlement agreement with McKinsey. It summarizes how McKinsey advised Purdue to maximize its OxyContin profits.

- [Death of a Sales Model, or Not: Perspectives on the Evolution of Pharmaceutical Field Based Selling](#) (*McKinsey, 2012*)

This McKinsey publication includes advice and analysis of pharmaceutical sales tactics.

- [Linking Our Values: McKinsey Code of Professional Conduct](#) (*McKinsey, June 2019*).

This company document defines expectations for employee behavior, highlighting personal responsibility.

- [About McKinsey's Past Work for Opioid Manufacturers](#) (*McKinsey, March 21, 2021*)

This company document discusses that McKinsey's work with drug companies "fell short of the high standards we set for ourselves."