Chairwoman Maloney, Representative Comer, and Members of the Committee:

Thank you for holding this important hearing. I am grateful to be here on behalf of the people of Massachusetts.

I’d like to tell you why my team investigated McKinsey’s role in the opioid crisis, what we uncovered, and what we did about it.

I am here because of the families who’ve been hurt by the opioid crisis. Thousands of people who need access to harm reduction and treatment. Parents who have lost their children. Grandparents who are raising their grandchildren.

When I became Attorney General, I promised that I would uncover what caused this crisis; hold the perpetrators accountable; and make sure nothing like this ever happens again.

As Attorney General, I start by uncovering the facts. My team got millions of confidential documents from Purdue Pharma, from the Sacklers, and from McKinsey. And we uncovered the story of how McKinsey worked with Purdue to turbocharge OxyContin sales while people in Massachusetts were overdosing and dying.

We found that McKinsey consultants worked directly with the Sackler billionaires who controlled Purdue.

We found that McKinsey told the Sacklers to target the most dangerous prescribers, who put the most patients on opioids, at the highest doses, for the longest periods of time.

We found that McKinsey coached Purdue to band together with other opioid companies to defend against strict treatment by the FDA.

We found that, at the same time that McKinsey was working for Purdue, the same McKinsey consultants were also working for the FDA.

McKinsey went so far as to brag about that — they wrote to Purdue’s CEO that Purdue should hire McKinsey because of “who we know,” including specifically because McKinsey worked for the FDA.

We found that McKinsey did not want the world to know what it was doing. When I sued the Sacklers, McKinsey consultants read about my lawsuit and planned to delete their documents and emails. They wrote that they were going to destroy the evidence because, “someone might turn to us.”

I was not about to let them get away with that.

I worked with Attorneys General from both parties to secure a national resolution that made McKinsey pay for its misconduct; forced McKinsey to change its practices; and required McKinsey to turn over its documents to the public for all to see.
I want to thank Colorado Attorney General Phil Weiser and many other colleagues, for working with me to hold McKinsey accountable.

I submitted for the record the court order that requires McKinsey to pay and change its ways.

First, we required McKinsey to pay more than $500 million to address the opioid crisis nationwide. In Massachusetts, every dollar that we recovered is going to harm reduction, treatment, and prevention through a trust fund that is overseen by public health experts, by families who have experienced substance use disorder, and by representatives from Massachusetts cities and towns.

Second, we banned McKinsey from the opioid business forever.

Third, if McKinsey ever tries to do business with any State, county, or city anywhere in America, we required that McKinsey must disclose its conflicts of interest in writing.

Fourth, to make sure that McKinsey never tries to destroy evidence again, we required McKinsey to preserve for 5 years every email and instant message by any of its employees working on any matter anywhere in the world.

And fifth, we required that the documents we uncovered from McKinsey’s own files will be published on the internet so that the families who were hurt, and everyone else, can see the evidence for themselves.

I applaud Chairwoman Maloney and this Committee and your staff for taking on this important matter. The report that you released this month and the hearing you are holding today will help to expose dangerous misconduct.

On behalf of the people of Massachusetts, I thank you.

Exhibits

❖ Ex. 1 - Oct. 16, 2008 email from Loren Griffith (“Purdue FDA response options”)
❖ Ex. 2 - Jan. 23, 2014 email from Rob Rosiello (“who we know”)
❖ Ex. 3 - July 4, 2018 email from Martin Elling (“eliminating all our documents and emails”)
❖ Ex. 4 - Feb. 24, 2021 judgment of the Massachusetts Superior Court