Three Bids Times Five...

NETCOM On-Line Communication Services, Inc.

It's a fast-paced industry. Each day brings new challenges to NETCOM On-Line Communication Services, Inc., a leading nationwide supplier of full-service, direct Internet access solutions. NETCOM, a company focused on offering innovative business solutions in a digital world limited only by one's imagination.

Enter Cities West

NETCOM was expanding. Fast! They needed suppliers who were willing, and able, to understand their business. To work with them as they grew. Cities West was one of those selected.

Imagine having to solicit 3 bids on 5 components from 15 highly-qualified vendors so you can properly package and present a new NETCOM product. With a pre-qualified list of manufacturing sources and an experienced team of printing and packaging experts, Cities West has been able to provide support for NETCOM's staff. By co-managing complex projects with Cities West, NETCOM can be confident of practical, reliable, cost-effective solutions to their printing and packaging needs. Our goal at Cities West: to give companies like NETCOM more time to get on with the business of their business.

We Package Your Ideas.
Stress Management, On Demand!

Network Appliance, Inc.

What a concept... high performance network appliances. The concept pioneer? Aptly named Network Appliance. Yet high performance was what they were missing from their printing and packaging supplier.

The product was fine, a wedge and a slipcase. Sure, it was expensive. But it’s tough to get great unit costs when you order in small quantities. Of more importance was on-time delivery. On-time means fast. Fast means on-demand. The demand was not being met. So Network Appliance called Cities West.

Enter Cities West

The Cities West team looked at Network Appliance’s history, analyzed their needs. Then Cities West suggested a new approach to inventory management. And Network Appliance agreed. Together we designed a system to eliminate the waste of obsolescence, to generate new economies of scale. And to ensure prompt, on-demand deliveries. The problem, you see, wasn’t the product. It was the process. But in the process, we also changed the product... introducing corrugated as a more cost effective material for the wedge and slipcase.

By changing the process and the product, Network Appliance achieved manufacturing efficiencies, cost-effectiveness and flexibility. Most importantly, they got their slipcase packages when they needed them. But they lost something, too. The stress of late deliveries!

We Package Your Ideas.

Products and Services

- Packaging and Display Products
- Media Mastering and Replication
- Digital Imaging
- Electronic Prepress
- Structural Design
- Printing
- Bindery
- Looseleaf Products
- Software and Multimedia Assembly
- Order Fulfillment and Distribution
- Project Management
Paper? Or Plastic?

RockShox, Inc.

Quality is a given at RockShox, a manufacturer of high-end bicycle components. And their commitment to the environment borders on the zealous. So when they came to us to manufacture an in-store POP display, made out of durable plastic, it got us to thinking...

Enter Cities West

Our Cities West production team said, maybe there's a better way. And we recommended a classy corrugated alternative. Sturdy, handsome, easy to ship, quick on-site set up, friendly to the environment. Oh, and about 38% less expensive than the plastic solution. The RockShox decision? Paper, not plastic.

At Cities West, we're not restricted to one substrate, relegated to one press, limited by a single approach. Our continuous process of qualifying resources, our never-ending quest for new and better ways to meet our customers' objectives, allow us to offer innovative and cost-effective printing, packaging and distribution solutions.

We Package Your Ideas.