

MIT's 22+ Year Relationship with ProPivotal: Building Consistent Pipelines for Higher Education

Case Study

At a glance

Since 2003, ProPivotal has been an approved staffing partner to MIT, enabling departments, labs, and centers across the university to engage in flexible, compliant staffing solutions.

Key Metrics

 **22+**
years of partnership

 **6,000**
temporary and temp-to-hire assignments placed

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The Challenge



Before adopting its partner vendor model, MIT departments independently engaged staffing firms, often without procurement visibility until invoices arrived. This fragmented approach led to cost inconsistencies, administrative inefficiencies from frequent vendor onboarding, hiring bottlenecks, and inconsistent vetting standards for temporary staff. Seeking greater efficiency without relying on a single provider, MIT established a partner vendor model to balance vendor choice with consistency and oversight—with ProPivotal among the first partners engaged.

The Solution



MIT implemented a consolidated staffing program with multiple partner vendors rather than a single mandatory provider. Within this framework, ProPivotal took a dedicated, relationship-driven approach by embedding team members within specific departments to understand local needs and match candidates well suited to the higher-education environment.

This model also ensured consistent compliance practices across departments, reducing overall program costs and significantly easing the administrative burden associated with managing incoming staff.

Outcomes



Over the past 22 years, ProPivotal has placed 6,000+ temporary and temp-to-hire assignments within MIT's various departments, labs, and centers in the areas of Administrative, Operations, Accounting/Finance, Marcom, and HR.

The partnership delivered stronger candidate alignment, consistent vetting, and reduced administrative burden. Over time, ProPivotal became a preferred channel for professionals seeking higher-education roles, enabling MIT to improve compliance, control costs, reduce procurement friction, and secure better-fit talent while preserving departmental flexibility.