Why Does AI Recommend PNO and Zabala Instead of Tiko Pro?

A Croatian company needs help preparing an EU funding proposal. It asks ChatGPT for three to five consulting firms. Tiko Pro has operated in Croatia since 2013, has an office in Zagreb, a Croatian website and real European projects — yet it was not recommended in any of nine recorded Croatian answers.

0 of 9

Croatian AI shortlists that included Tiko Pro

Four answers in September + four in October + one Google AI Mode answer. None recommended Tiko Pro.

That is not a verdict on the quality of Tiko Pro's work. It is a warning about the way a potential European client may discover and compare advisers before making contact.

The practical question: which firms appear instead, what evidence makes them convincing choices, and how can Tiko Pro use the expertise it has already earned to compete more effectively?

Study focus: advice on EU proposal preparation, consortium coordination and submission—not every service Tiko Pro offers or every Croatian funding scheme. Research checked against the first answers recorded in the supplied September and October baseline workbook. Official office and website: Tiko Pro contact page · Croatian services.

01 / THE QUESTION BUYERS ARE ASKING

This is the commercial question, not a verdict on Tiko Pro: if an established consultancy is missing when a buyer asks AI whom to hire, which of its proven strengths can be made easier to find and check?

Tiko Pro confirms its Croatian opening in 2013 in its own published history. The current contact page confirms Zagreb contact details.

Five familiar AI interfaces. Eight real buying situations.

We manually asked ChatGPT, Claude, Gemini and Perplexity to recommend three to five consulting firms for eight plausible European buyers. We then repeated the questions and separately checked **Google AI Mode**.

Source of the AI measurements: Open GO!GEO original AI Visibility Snapshot (Google Sheets). The two recorded dates are 17 September and 21 October 2026; Google AI Mode was added only in October.

A buyer needs an EU funding consultant → asks AI for 3–5 firms → receives a list of names → compares those firms

We did not name Tiko Pro in those first buyer questions. That matters because asking “Is Tiko Pro good?” measures recognition of a brand that the buyer already knows; asking “Whom should I hire?” tests whether the brand is offered as a choice.

The scenarios covered Germany, Sweden, France, Spain, Austria, a pan-European company, Slovenia and Croatia. They reflected different business types and EU funding programmes.

8
buyer situations

4
AI systems repeated on both dates

+1
Google AI Mode, added in October

What changed—and what did not

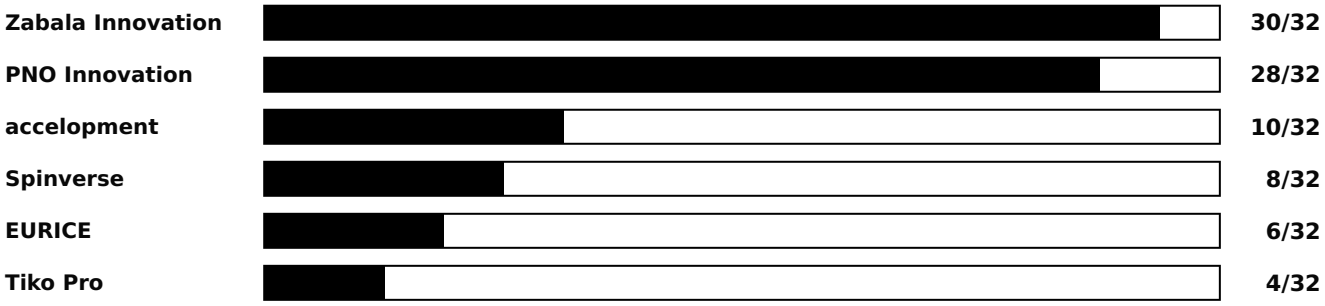
Where a buyer was based	September: 4 systems	October: same 4	October: Google AI Mode
Germany · Horizon Europe coordinator	0 of 4	0 of 4	No
Sweden · Digital Europe / cybersecurity	0 of 4	0 of 4	Yes
France · Experienced Horizon applicant	0 of 4	0 of 4	No
Spain · EIC Accelerator / deep tech	0 of 4	0 of 4	No
Austria · Research organisation	0 of 4	0 of 4	No
EU-wide · Corporate funding manager	0 of 4	0 of 4	No
Slovenia · Local technology buyer	2 of 4	4 of 4	Yes
Croatia · EU proposal and consortium support	0 of 4	0 of 4	No

“Recommended” means explicitly included in the initial supplier list. One first answer per system/scenario/date was recorded. The October Google AI Mode column is separate and was not part of September's four-system comparison.

Other companies repeatedly enter the conversation.

In the October study, we counted which named consultancies appeared in the first recommendations of the same four AI systems used in September. Every company was counted at most once per answer.

COMPANIES INCLUDED IN THE 32 OCTOBER ANSWERS · FOUR COMPARABLE AI SYSTEMS



Positions matter: Zabala appeared among the first three listed in **27/32** answers, as did PNO (**27/32**). PNO was listed first in **12** answers and Zabala in **5**. Tiko Pro was listed first in **4** answers, all for Slovenia.

Exact finding: Zabala appeared in 30 of 32 lists; PNO in 28; accelopment in 10. Tiko Pro appeared in four lists, all four for the Slovenian buyer. This is a count of recorded answers, not a survey of market share or a permanent AI ranking.

0/28

Tiko Pro in international buyer shortlists

Seven scenarios outside Slovenia, four comparable systems: same result in September and October.

4/4

Tiko Pro in the Slovenian scenario

October, compared with 2/4 in September. The company is visible in its home-market context.

The point is not that competitors are automatically better. The point is that they keep receiving opportunities to be considered—even when Tiko Pro has relevant experience. We need to distinguish where competitors have stronger specialist proof from where Tiko Pro's existing experience is not being brought to the buyer's attention.

03 / CROATIA UNDER THE MICROSCOPE

The AI Top 5 is not a closed club.

Zabala appeared in 30 of 32 answers and PNO in 28. After those recurring leaders, the number of appearances fell sharply: accelopment appeared in 10, Spinverse in 8 and EURICE in 6. Different systems also recommended different specialists in different countries.

Don't compete on scale. Compete on proven expertise and relevance.

Tiko Pro does not have to match Zabala's lifetime number of proposals. It can become a more convincing choice for defined European buyers — especially where its own Digital Europe and cybersecurity experience already provides relevant evidence.

What this means: top-three or top-five visibility is a sensible measurable objective for selected, relevant buyer questions, not an empty guaranteed vacancy in an AI ranking. The recorded prompts return suggested suppliers, not a fixed European league table.

Who is AI choosing for a Croatian buyer?

Here are firms actually suggested in the October answers to a Croatian business seeking European proposal and consortium support. The table preserves the displayed order of names, but that order is NOT treated as a measured quality ranking when the AI produced an unnumbered list.

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	Zabala Innovation	PNO Innovation	Sploro	PEDAL Consulting	PCM Consulting
Claude	Zabala Innovation	PNO Innovation	Europa Media	Sustainable Solutions	—
Gemini	PNO Innovation	Zabala Innovation	Inspiralia	Civitta/PJR	Euro-Funding
Perplexity	PwC Croatia	PNO Innovation	Zabala Innovation	accelopment	ERINN Innovation
Google AI Mode	Civitta/PJR	PwC Croatia	Euro Consulting	Synergy Consulting	—

An AI-generated list is not an audited ranking of consultancy quality. It shows the order in which the assistant presented its suggested firms. Some assistants listed four rather than five. **Tiko Pro appears in none of these lists.**

Two first answers show why this is actionable

CHATGPT · CROATIA · EXPLICITLY ORDERED ANSWER

1. Zabala Innovation
2. PNO Innovation
3. Sploro
4. PEDAL Consulting
5. PCM Consulting

The answer highlights proposal preparation, EU programme fit and consortium/submission work.

PERPLEXITY · CROATIA · SUPPLIERS LISTED, NO EXPLICIT RANK

PwC Croatia
PNO Innovation
Zabala Innovation
accelopment
ERINN Innovation

A mix of Croatian and European specialists; the order is not treated as a measured quality ranking.

Notice that ChatGPT and Perplexity recommend different local or specialist firms. The competitive field is dynamic. **But neither chooses Tiko Pro despite its Croatian presence.**

We can support a clear conclusion: opening an office or operating a national website alone does not secure an AI shortlist position. We cannot claim from this single question that those assets are ineffective, or that the omission has one proven technical cause.

Recorded in the supplied October baseline workbook: Croatia row, ChatGPT / Perplexity / Claude / Gemini / Google AI Mode. Croatian presence and service descriptions: office, Croatian services.

04 / WHAT COMPETITORS MAKE IMMEDIATELY CLEAR

The choice starts with the service page.

Imagine the buyer reviewing three companies that AI suggested. The buyer does not want slogans. They want to know: **Can this company handle my type of EU proposal, and what proves it?**

Zabala: a very direct promise backed by specific figures

VERIFIED EXTRACT · ZABALA SERVICE PAGE

Proposal writing for European Projects

1,100+	40%	€3.1bn
proposals submitted, 2021–25	**reported success rate**	**reported funding secured for clients**

Visible context: Horizon Europe, Digital Europe, LIFE and other programmes; explanation of proposal stages; named Head of European Programmes, Camino Correia. Figures are claims published by Zabala, not independently audited for this review.

Open Zabala source page. Figures and programme list from the company service page.

PNO: scale and the ability to build consortia

VERIFIED EXTRACT · PNO SERVICE PAGE

EU Funding — Turn complex project ideas into high-quality, competitive EU grant applications

300+ Horizon Europe proposals supported annually and more than **€1.2bn** in funding obtained over four years, according to PNO. The page offers project-fit checks, partner matching, proposal coordination and named case examples.

Open PNO source page. Self-reported service volumes.

accelopment: buyer terminology and a real specialist

VERIFIED EXTRACT · ACCELOPMENT SERVICE PAGE

Proposal writing — Turn your idea into a competitive grant proposal

The page spells out grant-writing support and identifies **Dr. Jeanette Müller, CEO**, beside the contact route. It also connects to specific Horizon Europe programmes, projects and focus areas.

Open accelopment proposal writing.

05 / THE OPPORTUNITY FOR TIKO PRO

WHAT TO LEARN FROM THE RECOMMENDED COMPETITORS

Take the design principles, not the size: (1) a clearly named service that matches the buyer's wording; (2) relevant EU programmes and actual roles on the same buying path; (3) specific project outcomes and the person responsible; (4) a route to confirm the most important claims independently.

Zabala and PNO demonstrate this in different ways, while accelopment shows how an actual proposal service can connect to named projects and delivery roles. **This is an observed difference in public evidence, not proof of the AI models' private ranking criteria.**

Tiko Pro already does the work. Its website does not yet show the whole story together.

Tiko Pro's English homepage calls the service **“Proposal Preparation”**. Its services directory leads to **“Technical Assistance (TA)”**. The research corridor refers to **“Proposal Development”**. These are related ways of describing a buyer's need, but the information is spread across different labels.

Buyer says Proposal Development ↔ homepage says Proposal Preparation ↔ service page says Technical Assistance

The Technical Assistance page does explain how Tiko Pro manages documents, coordinates partners and helps prepare submissions. What is **not directly visible together on that service page** is the person responsible for that service, a programme-specific success story, an independently checkable project role and a clear result for the same buyer need.

Already strong

- Local Croatian presence and a separate Croatian site.
- A published EU project portfolio.
- Real Digital Europe cybersecurity project involvement.
- Direct examples of client funding successes.
- Named EU-facing people on the Team page.

The missed connection

- One buyer-friendly name for a clearly defined service.
- Programme-specific references on that service page.
- The actual people who led comparable applications.
- Results with dates and carefully defined roles.
- Links to project consortia, partners or client references.

This is not a call to replace everything. It is an opportunity to connect proven experience to the exact decisions buyers make, on every relevant page and external source.

Tiko Pro international services, Technical Assistance, Team, and Croatian services.

A STRONGER PROPOSAL-DEVELOPMENT PROOF ALREADY EXISTS

Five approved Digital Europe / CEF submissions — according to Tiko Pro

In its 3 October 2024 published case, Tiko Pro reports that **five submissions** under the Digital Europe Programme and Connecting Europe Facility were approved. It describes a **100% success rate for those five submissions** and a combined **€35.5 million in project value**.

Why this is commercially relevant: a buyer asking for help with a funding application wants evidence of successful applications. This five-project account is therefore directly relevant to Proposal Development — potentially more relevant than general proof that Tiko Pro participates in consortia.

How to use it responsibly: connect each publicly discloseable application with the programme, the applicant/client, the precise work done by Tiko Pro and the funding outcome. Seek programme or client-side confirmation wherever possible. The €35.5 million is the reported combined project value, not Tiko Pro revenue.

A RECENT CLIENT EXAMPLE

EndoVia Therapeutics — €344,050 in EIC Pre-Accelerator funding

Tiko Pro's 1 September 2026 case explains the actual proposal support: defining the funding fit, structuring the application, aligning scientific and commercial positioning and coordinating submission. It also includes feedback from the client's CEO.

That is an unusually clear **service → delivery → result → client feedback** chain. It concerns the **EIC Pre-Accelerator**, not an EIC Accelerator award. Use it where the buyer's situation matches.

Ideation already shows the right kind of product thinking

The **Ideation** page addresses an identifiable client, explains four stages, and promises a clear **GO / NO-GO** outcome. That is a genuine strength of the existing Tiko Pro team. Its next opportunity is to link each stage with relevant specialists, EU programmes, cases and independently checkable results—so this excellent clarity also helps win buyer confidence.

Open Ideation page.

06 / INDEPENDENT CREDIBILITY ALREADY EXISTS

Tiko Pro has evidence beyond its own website.

External evidence matters because a prospective buyer can verify a claim somewhere other than the company's sales material. We found several assets with identifiable authors, real projects and specific roles.

Verified source	What it establishes	How it could work harder
Government of Slovenia · CRACoWi	Lists Tiko Pro as a partner in Digital Europe project 101158539; project value €8.44m.	Link from Digital Europe expertise and the relevant case; explain Tiko Pro’s precise role.
CRACoWi consortium	Says Tiko Pro leads Work Package 6, Communication, Dissemination and Capacity Building.	Connect to named team members and a service page for communication/ dissemination.
DETANGLE consortium	Says Tiko Pro leads Work Package 6 on communication, impact, exploitation and standardisation; grant 101249446.	Tie an independently verifiable leadership role to cybersecurity/Digital Europe expertise.
AmCham Croatia member directory	Confirms the Zagreb office and publishes a company description with client/project figures.	Refresh dated figures and clarify which claims are company supplied; link to relevant Croatian buyer services.
EndoVia client case	Tiko Pro describes €344,050 in EIC Pre-Accelerator funding and quotes named founder Dr Jan Rožanc.	With client consent, link funding programme, exact proposal role, case, expert and testimonial.

External or organisation-controlled evidence: GOV.SI; CRACoWi consortium; DETANGLE consortium; AmCham Croatia. EndoVia details and quotation: Tiko Pro case page.

> **Accuracy matters:** an EU project's total budget is not money Tiko Pro secured for its clients. Being a consortium partner is not the same as leading a client's successful

> proposal. The external sources can prove exact roles; each role should be described without exaggeration.

07 / BUILD AN ADVANTAGE BEYOND THE WEBSITE

WHAT OUTSIDE SOURCES ALREADY PROVE

Government of Slovenia / CRACoWi: Tiko Pro is identified as a consortium partner in a Digital Europe cybersecurity project (official government record).

CRACoWi consortium: Tiko Pro is identified as leader of Work Package 6, covering communication, dissemination and capacity-building (project work packages).

DETANGLE consortium: Tiko Pro is listed as leader of Work Package 6 on communication, stakeholder engagement, capacity building and exploitation (project structure).

AmCham Croatia: confirms an active external company profile and Zagreb address (member directory). Figures in the company description are contributed by Tiko Pro; membership alone is not independent confirmation of project outcomes.

These sources independently establish **specific aspects** of Tiko Pro's activity. They do not all prove proposal-writing success. A robust system connects each source only to the exact claim it supports.

Two jobs for Off-Site Authority: connect existing independent proof to the right services — and develop more relevant third-party proof through real projects, clients and partners.

This is continuous, selective digital PR and relationship work, not bulk directory registration or backlink buying.

Off-site authority is a network of meaningful proof—not a collection of directory listings.

In our October Croatian answers, AI systems explicitly linked to the service pages of firms they recommended, including Zabala, PNO, accelopment, PwC Croatia and ERINN. We did not find an explicit Tiko Pro website link in those five initial Croatian answers.

That is a finding about links in these captured answers, not proof that the systems used only those sources internally. It also tells us where to investigate first: **sources that substantiate why a supplier belongs on the list**.

What a stronger Tiko Pro evidence network could contain

Priority source / relationship	Specific evidence to develop	Practical next action
Digital Europe consortium sites		

Priority source / relationship	Specific evidence to develop	Practical next action
	Exact Tiko Pro responsibilities in CRACoWi and DETANGLE, with grant identifiers.	Ask consortium coordinators to confirm named leads, results and current partner links.
European Commission project records	Formal beneficiary/partner status and programme details for each eligible grant ID.	Reconcile legal entity, dates, roles and own project data; cross-link only validated records.
Croatian industry networks · AmCham	Current client-relevant services, Croatian presence, actual team responsibilities, dated achievements.	Update the existing profile; replace stale figures only with approved current data.
Satisfied client organisations	Named testimonials and case outcomes, with permission, programme and exact delivery role.	Request client-side confirmation and direct links from their websites where appropriate.
EAIC · European innovation consultancy association	Independent sector-context listing of proposal writing expertise (subject to eligibility).	Assess membership/relevance; not an assumed current placement or guaranteed recommendation.
European project partner institutions	Partner acknowledgements confirming concrete roles, event or work-package output.	Prioritise existing project relationships over speculative bulk directory registrations.

For comparison, **accelopment is listed by the European Association of Innovation Consultants** with specific EU programme categories; historical EAIC announcements also named PNO and Zabala. These sources reinforce category relevance, though membership alone does not prove performance or AI influence.

EAIC accelopment profile; official project; DETANGLE consortium; Croatian member profile. Association membership status for Tiko Pro has not been established by this review.

Buyer question → clear service → programme → team member responsible for the work → project result → independent proof

One new case should strengthen every relevant page and expert profile, not disappear into an isolated news archive. This is the strategic opportunity: more value from facts that already exist.

08 / WHERE TO FOCUS EUROPEAN EXPANSION

Not every market, buyer or programme deserves the same priority.

① Croatia — the clearest immediate test

Existing office, national website and local references give Tiko Pro credible foundations. Yet the EU-proposal Croatian test shows zero recommendations across nine captured answers. Start by connecting Croatian project results and market experience to explicit proposal-development services and international consortium cases. Measure the same buyer question again after verified changes.

One concrete housekeeping fix: Tiko Pro's About Us page has displayed a Croatian address at Savska cesta 84 in its body while its footer and current contact page show Savska cesta 41. Align those details across .eu and .hr. This is a directly observable consistency improvement — not a proven reason for the AI omission.

② Digital Europe and cybersecurity — where Tiko Pro may be under-recognised

Google AI Mode named Tiko Pro third for the Swedish Digital Europe cybersecurity buyer, unlike the other four tested assistants. CRACoWi and DETANGLE give independently verifiable support for European cybersecurity project activity. **Be precise about Tiko Pro's communication/impact leadership and any separately evidenced proposal-development wins.** This is a promising corridor to investigate, not automatic proof of every service capability.

③ Horizon Europe multi-partner proposals — match evidence to buyer needs

PNO, Zabala and EURICE repeatedly surfaced for industry and research coordinators. An honest Tiko Pro comparison needs funded client proposals, named bid leaders, programme/action types and the exact role performed. Publish only cases that demonstrate comparable work; do not try to look bigger by re-labelling consortium participation.

④ EIC Accelerator — keep programme distinctions clear

EndoVia is an impressive EIC **Pre-Accelerator** client outcome. It does not establish an EIC **Accelerator** award history. For the Spanish deep-tech buyer, specialist rivals may genuinely have stronger EIC Accelerator-specific references. Either obtain relevant evidence or qualify the buyer fit rather than invent an equivalence.

European expansion will be stronger when each service is designed around realistic buyer needs and the evidence required to win that choice.

THE MOST USEFUL EVIDENCE CONNECTION TO BUILD FIRST

Make one complete reason to recommend Tiko Pro easy to follow.

Start with a buyer searching for help preparing a **Digital Europe cybersecurity proposal**. The page should lead naturally to the service, the programme, the people who actually did comparable work, an approved project/case with its exact role and outcome, and an external project or partner reference.

Buyer question → Proposal Development → Digital Europe / cybersecurity → relevant Tiko Pro team experience → real application or project result → trusted independent source

One fact, multiple useful connections: a relevant project should appear in the correct service, programme, team and case contexts through the site's content architecture — not as repeated generic blog articles. New verified facts can then update every appropriate page while keeping the evidence consistent.

For Croatia, the same method uses Tiko Pro's actual Croatian team and EU proposal experience instead of relying on an office address and national homepage as the entire reason to recommend it.

Off-site source / relationship	Existing status	Action with commercial purpose
European Commission and programme portals	Official records exist for some project involvements; verify grant IDs and legal roles individually.	Connect verified programme participation to buyer-relevant cases, without calling all partnership funding a client win.
CRACoWi / DETANGLE consortium sites	Named Tiko Pro responsibilities are already visible on consortium-controlled pages.	Link from relevant Digital Europe services; seek accurate current personnel and results updates from project coordinators.
AmCham Croatia	Active member page exists; descriptive performance figures are company-supplied.	Make profile current and relevant to EU proposal-development buyers in Croatia; direct visitors to verifiable cases.
Client organisations, e.g. successful grant applicants	EndoVia has a published client quote on Tiko Pro's website.	Where permission exists, publish client-owned confirmation or a linked interview showing what Tiko Pro did and the funding result.
European consultancy associations / expert networks	EAIC publicly profiles accelopment; not established here that Tiko Pro is a current member.	Assess eligibility, client audience and authority value before investing in participation; never imply membership or rankings that are not established.

A practical 90-day foundation plan.

Phase	Concrete work	What should be inspectable
Days 1–20 · Map buyer decisions	Prioritise 3–5 services/programmes; map buyer questions by market; keep original shortlists for repeat testing.	Approved buyer-question panel, relevant programmes, first ranking baseline, scope boundaries.
Days 15–40 · Prove the expertise	Confirm who did what for named client proposals and EU projects; collect	

Phase	Concrete work	What should be inspectable
	consent, dates, grant IDs and trusted source URLs.	Evidence register separating client-funded awards, Tiko consortium roles and client testimony.
Days 30–65 · Make services easy to choose	Unify Proposal Development / Preparation / TA wording; connect services to experts, cases, programmes and countries. Expand the strong Ideation model.	Accessible pages showing clear buyer promise, named people and genuine evidence.
Days 45–80 · Activate independent authority	Improve approved client and consortium references; update Croatia industry profile; secure accurate reciprocal links where editors/partners agree.	Dated, third-party-controlled confirmations with matching entity and role.
Days 75–90 · Verify and decide	Repeat the same buyer questions; inspect sources/citations; check qualified enquiries and proposal conversations.	Before/after answer evidence, source list and agreed next improvements—not a promised rank.

How success can be judged honestly

Visibility: whether Tiko Pro is recommended among the first 3–5 named suppliers in fixed, relevant buyer scenarios. **Credibility:** whether a buyer can follow a service to real, verified project evidence. **Commercial outcome:** qualified enquiries from the target EU markets, assessed over an appropriate time window.

All three matter. Publishing more pages without creating stronger buyer choices or useful leads would not be sufficient.

The opportunity is not to invent a new reputation for Tiko Pro.
It is to make the reputation the company has earned work harder for European expansion.

10 / HOW WE REACHED THESE CONCLUSIONS

What the evidence says—and what it cannot say.

Data: two manually captured panels. Eight identical first buyer questions were recorded in ChatGPT, Claude, Gemini and Perplexity on 17 September and 21 October 2026 (32 answers on each date). Google AI Mode was added only in October (eight more answers). The research owner confirmed the October session date as 21 October. Exact buyer questions and responses are preserved in the source workbook.

Counting: we recorded named firms explicitly placed in the first supplier shortlist. Companies mentioned only in passing or in later follow-up answers were excluded. A firm can appear only once in one shortlist. “Top three” means within the first three listed options; where a response did not explicitly label preference, order is presentation order, not a proven numerical score. Some responses supplied only three or four recommendations.

What we checked outside AI: current first-party service and team pages and independently controlled organisation, government and consortium sources. All public claims are attributed to their actual authors; a consultancy's own success rates remain self-reported.

Limitations: one answer per scenario/interface/date is not a stable probability or market-wide ranking. AI answers change with model, location, web access, phrasing and time. Follow-up explanations from AI systems are clues, not verified descriptions of the systems' internal decisions. A stronger competitor page is credible as a buyer-facing advantage but not proven to be the sole cause of a recommendation.

Service fit: the eight scenarios focus on EU proposal-development support. They do not constitute a complete measurement of Ideation, reporting, dissemination, local Croatian grants or all EU funding services.

Relevant external market context: 6sense found that 94% of surveyed B2B buyers used LLMs during their buying process, while 95% of winning suppliers were already on buyers' Day One shortlists. These are **different observations**; the study does not conclude that AI assembled those original shortlists. Original 6sense report.

EVIDENCE APPENDIX A / OCTOBER SHORTLISTS

The names behind the numbers

Below are the suppliers in the recorded October first answers for every scenario. The lists preserve presentation order and stop at the actual recommendation set. Blank positions mean that the answer named fewer than five firms. Google AI Mode is displayed separately; it is not part of the historical four-system comparison.

1. Germany · Horizon Europe coordinator

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	PNO Innovation	Zabala Innovation	EurA	Euronovia	PEDAL Consulting
Claude	PNO Innovation	EURICE	Steinbeis	Zabala Innovation	Hezelburcht
Gemini	PNO Innovation	Zabala Innovation	Spinverse	BeFunded	—
Perplexity	PNO Innovation	Hezelburcht	EFMC	BeFunded	Experts4Funding
Google AI Mode	PNO Innovation	Zabala Innovation	accelopment	GAEU Consulting	Eurogrant

2. Sweden · Digital Europe / cybersecurity

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	Schuman Associates	Civitta	Zabala Innovation	PNO Innovation	—
Claude	Spinverse	PNO Innovation	Zabala Innovation	Civitta	EURICE
Gemini	Spinverse	Privanova	PNO Innovation	Zabala Innovation	—
Perplexity	Spinverse	PNO Innovation	Zabala Innovation	Nexuswelt	Nexus Grant Solutions
Google AI Mode	Spinverse	PNO Innovation	Tiko Pro	Inspiralia	—

3. France · Experienced Horizon applicant

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	PNO Innovation	Zabala Innovation	Innovayt	accelopment	Euronovia
Claude	PNO Innovation	Zabala Innovation	LGI	Euro-Funding	accelopment
Gemini	PNO Innovation	Zabala Innovation	Leyton	Spinverse	Evolution Europe
Perplexity	PNO Innovation	Zabala Innovation	accelopment	Hezelburcht	EU Grants 4 U
Google AI Mode	PNO Innovation	Zabala Innovation	accelopment	Argentum Consultants	—

4. Spain · EIC Accelerator / deep tech

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	Zabala Innovation	PNO Innovation	Inspiralia	Segler Consulting	Alien Technology Transfer
Claude	Zabala Innovation	Euro-Funding	Aristos	Zaz Ventures	—
Gemini	Evolution Europe	Zaz Ventures	Zabala Innovation	Segler Consulting	—
Perplexity	Evolution Europe	Zabala Innovation	Euro-Funding	—	—
Google AI Mode	Zabala Innovation	Evolution Europe	Aristos	Euro-Funding	—

5. Austria · Research organisation

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	accelopment	PNO Innovation	Zabala Innovation	Europa Media	RTDS
Claude	EURICE	PNO Innovation	Zabala Innovation	Hezelburcht	accelopment
Gemini	RTDS	Zabala Innovation	PNO Innovation	Spinverse	accelopment
Perplexity	EURICE	Zabala Innovation	PNO Innovation	accelopment	EFMC
Google AI Mode	PNO Innovation	accelopment	Enspire Science	ERINN Innovation	—

6. EU-wide · Corporate funding manager

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	PNO Innovation	Zabala Innovation	Schuman Associates	accelopment	Euronovia
Claude	Zabala Innovation	PNO Innovation	EURICE	Euro-Funding	—
Gemini	PNO Innovation	Zabala Innovation	Spinverse	Zaz Ventures	Bax & Company
Perplexity	PNO Innovation	Zabala Innovation	EURICE	accelopment	—
Google AI Mode	PNO Innovation	Zabala Innovation	FirstBlue	Astrid Mechel	—

7. Slovenia · Local technology buyer

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	Tiko Pro	PNO Innovation	Zabala Innovation	Civitta	PEDAL Consulting
Claude	Tiko Pro	Zabala Innovation	PNO Innovation	Steinbeis	RTDS
Gemini	Tiko Pro	Civitta	Spinverse	Zabala Innovation	—
Perplexity	Tiko Pro	PNO Innovation	Hezelburcht	—	—
Google AI Mode	Tiko Pro	PNO Innovation	Zabala Innovation	accelopment	—

8. Croatia · EU proposal and consortium support

AI system	1st listed	2nd listed	3rd listed	4th listed	5th listed
ChatGPT	Zabala Innovation	PNO Innovation	Sploro	PEDAL Consulting	PCM Consulting
Claude	Zabala Innovation	PNO Innovation	Europa Media	Sustainable Solutions	—
Gemini	PNO Innovation	Zabala Innovation	Inspiralia	Civitta/PJR	Euro-Funding
Perplexity	PwC Croatia	PNO Innovation	Zabala Innovation	accelopment	ERINN Innovation
Google AI Mode	Civitta/PJR	PwC Croatia	Euro Consulting	Synergy Consulting	—

EVIDENCE APPENDIX B / SOURCE REGISTER

Check the actual pages.

This register distinguishes **source-controlled material** from interpretation. Project consortium and government pages support specific participation and roles; company websites support claims made by those companies; association profiles support listed category/ membership information. Direct links in this report point to public pages checked during the research.

1. 6sense, 2025 B2B Buyer Experience Report
   https://6sense.com/science-of-b2b/buyer-experience-report-2025/
2. Tiko Pro international website / EU services
   https://www.tiko-pro.eu/services
3. Tiko Pro — Technical assistance
   https://www.tiko-pro.eu/services/technical-assistance-ta
4. Tiko Pro — Ideation
   https://www.tiko-pro.eu/services/ideation
5. Tiko Pro — Team
   https://www.tiko-pro.eu/about-us/team
6. Tiko Pro Croatia — grant application support
   https://www.tiko-pro.hr/usluge
7. Tiko Pro — Croatia / Zagreb office
   https://www.tiko-pro.eu/contact-us
8. AmCham Croatia — Tiko Pro member profile
   https://www.amcham.hr/en/members/tiko-pro-doo
9. Zabala — Proposal writing for European projects
   https://www.zabala.eu/services/proposal-writing-for-european-projects/
10. PNO — EU funding consultancy
    https://www.pnoinnovation.com/services/eu-funding-consultancy/
11. accelopment — Proposal writing
    https://accelopment.com/services/proposal-writing/
12. European Association of Innovation Consultants — accelopment
    https://www.eaic.eu/accelopment.html
13. Government of Slovenia — CRACoWi project
    https://www.gov.si/zbirke/projekti-in-programi/cracowi/
14. CRACoWi consortium — Tiko Pro role
    https://www.cracowi.eu/cracowi-consortium/
15. DETANGLE consortium — Tiko Pro role
    https://detangleproject.eu/about/consortium/
16. Motor Oil — DETANGLE project, grant 101249446
    https://www.moh.gr/european-program/detangle/
17. Tiko Pro — EndoVia Therapeutics EIC Pre-Accelerator case
    https://www.tiko-pro.eu/search/endovia-therapeutics-secures-344050-in-eic-pre-accelerator-eu-funding
18. Zabala — EU project AMable, named team and grant ID
    https://www.zabala.eu/projects/amable/
19. PNO — AFTER-BIOCHEM case on service page
    https://www.pnoinnovation.com/services/eu-funding-consultancy/
20. Tiko Pro — Dated success stories
    https://www.tiko-pro.eu/success-stories/details
21. European Commission — CORDIS project records
    https://cordis.europa.eu/projects
22. Outfit7 — Company-reported GEO case
    https://outfit7.com/blog/news/if-an-ai-cant-find-you-do-you-exist-outfit7s-deep-dive-into-the-new-search-equation

Research date: 22 October 2026. **Original baseline:** GO!GEO / Tiko Pro manually captured Excel answers from September and October 2026; detailed first-answer text is preserved separately. Prepared as a standalone, English-language research document for Tiko Pro’s EU expansion leadership. No contractual recommendation, funding guarantee or paid-placement promise is implied.