



# Hanspeter Dinner

## Thinking in Principles

After completing my studies in mechanical and biomedical engineering at the Swiss Federal Institute of Technology (ETH) and the National University of Singapore (NUS) in 1996, I worked for three years as an FEM engineer. My work focused on welded structures and fatigue rating of safety-critical components and structures.

At KISSsoft AG - A Gleason Company, I started as a support and project engineer, where strong results in and a talent for market development led to promotion to Head of Sales. In 2008, I founded my own gear consultancy firm and built up KISSsoft business in India, Korea, China, and Japan as a representative. As a gear consultant, I completed about a hundred FEM, gear, rolling and slewing bearing, and transmission projects for the wind, tractor, industrial gearbox, plastic, and fine pitch gear industries.

During my second tenure at KISSsoft AG as Sales Director, I contributed significantly to the global reputation, worldwide partner network development, and growing sales of KISSsoft software. As Managing Director, I led the organization across marketing, sales, engineering and consultancy, software support, and finance. Key results included increased customer satisfaction, tighter integration of the partner network into the Gleason organization, and successful acquisition of key technical, sales and administrative talent. Further results were significantly increased efficiency in business processes, and growth in revenue from engineering projects.

I actively promote - and continue to deepen my expertise in - the art of gear design as a member of ISO/TC 60/SC 2/WG 6 "Gear capacity calculation," as an author of technical papers, and as a practicing gear designer. Guided by continuous learning, hard work, clarity, and merit-based arguments, I have built a solid network and reputation within the gearbox design, standardization, and engineering software community.

### Expertise

- Complex Geared Systems
- Metallic and Plastic Gears
- System Deflection, Tooth Contact Analysis
- Rolling Bearings
- Training, Mentoring, Technical Writing

### Contact

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- Weid 31, 6313 Menzingen, Switzerland

### Personal

- Dipl. Masch. Ing. ETH, Dipl. Vertr. Ing. VDI
- Standardization work in ISO/TC 60/SC 2/WG 6 and SNV NK 25
- German, English

## Techno-Commercial Career Path

2024-2026	KISSsoft AG, Switzerland, <a href="http://www.kisssoft.com">www.kisssoft.com</a> Managing Director
2019-2024	Director Worldwide Sales
2008-2019	EES Gear GmbH, Switzerland, <a href="http://www.ees-gear.com">www.ees-gear.com</a> Director and Gear Consultant
2002-2007	KISSsoft AG, Switzerland, <a href="http://www.kisssoft.com">www.kisssoft.com</a> Support and Sales Engineer, Head of Sales
2001-2002	Intamin AG, Switzerland, <a href="http://www.intamin.com">www.intamin.com</a> Stress and Safety Engineer
1998-2001	Helbling Technik AG, Switzerland, <a href="http://www.helbling.ch">www.helbling.ch</a> Stress and FEM Engineer
1996-1997	National University, Singapore, <a href="http://www.nus.edu.sg">www.nus.edu.sg</a> Research Assistant in Biomedical Engineering

*„... You have a leadership based on recognition and empowerment of employees ...“*

Valeria Busacca, Estudio Pina, Argentina

*„... You are a person of integrity in both the personal and professional arena. There was never a time we had a discussion and I didn't learn something new, especially when you asked profound questions targeting the core of every issue. I wish you all the best in your new endeavor ...“*

Ioannis Kaliakatos, Reishauer AG, Switzerland

*„... Dear Hanspeter Dinner, from the initial days of KISSsoft introduction, your contribution to fine-tune the software and develop the global customer base are much appreciated. The training sessions are invaluable. Wishing ... for your successful growth and continual support to the gear community...“*

Mahendran Muthu, NexGen Gears, India

## Impact with KISSsoft AG- A Gleason Company

### Customer Satisfaction

- Ensured that prospects and customers received accurate, complete, and timely information, enabling selection of software licenses as per their technical requirements, expertise level, and budget.
- Established tools, training, and guidelines resulting in a software support team staffed with highly qualified engineers.
- Enabled customer self-service through customer portals, online resources, and direct communication in eight languages.
- Simplified buying process by empowering sales engineers, resulting in lean and customer centered transactions.
- Lived fairness and long term trust as guiding principles.

### Business Development

- Achieved growth in sales, license count, and update revenue.
- Led international teams of sales and application engineers.
- Defined sustainable pricing strategies, license models, and market placement aiming at long-term licensee retention.

### Partner network

- Built global partner network by selection, onboarding, training.
- Supported their key account management, presence at conferences, and assisted in selected negotiations.
- Ensured consistent brand representation, quote to cash process, and product knowledge.

### Software development

- Contributed to strategy by benchmarking, competitor analysis.
- Strengthened requirements engineering, user experience review. Ensured positive UX by testing, validation, documentation.

### Engineering projects

- Worldwide acquisition of gear design and analysis projects.
- Workload management across multinational teams.
- Reviewed and approved designs, calculations and reports.

### Process implementation

- Optimization and acceleration of quote to cash process for both direct accounts and indirect business.
- Implementation of data protection and records retention policy.
- Optimized license management tools, CRM software, and functionality of customer area on homepage.

### Talent acquisition and development

- Inspired team leaders to empower, challenge, and protect staff.
- Encouraged employees to step into new situations.
- Search, hiring, onboarding of sales and support engineers.

### Operations

- Defined marketing strategy including brand, print, online, social media, exhibitions, and conferences.
- Introduced local budgeting, ensured adherence.

*„... Your knowledge is priceless. Meeting you was a great privilege during my KISSsoft training at Gleason. You should write a book or make YouTube educational videos. As a plastic gear designer, you brought me so much more knowledge than I expected from a software class...“*

Heather Fox, ABA-PGT, USA

*„... Dear Hanspeter, it is great news to hear that you are returning to work as an Independent Consultant ... Your renowned prestige, expertise, and market knowledge promise great success in this new stage of real-life projects. Our team looks forward to continuing to collaborate on engineering solutions...“*

José Luis Pina, Estudio Pina, Argentina

## Selected Engineering Projects

1. Failure analysis review for litigation, wind gearbox, Spain, 2026
2. Root geometry optimization by means of FEM for main gearbox in wind turbine, Spain, 2026
3. Failure analysis, grinding machine gearbox, Switzerland, 2025
4. Strength rating and gear modifications design, marine gearbox, India, 2025
5. Technology study, helicopter gearbox lubrication, Korea, 2024
6. Technology study on planetary gear design elements (Flexpin, helical gears, hydrodynamic bearings), Korea, 2021
7. Gears optimization, sportscar transmission, Sweden, 2020
8. Concepts for EV transmissions with hypoid gears, USA, 2020
9. Design review, engineering analysis, gear technology assessment, optimization and test specifications for a planetary aerospace gearbox, China 2019
10. Design of a high ratio plastic and sinter metal gearbox for HVAC actuator, Czech Republic, 2018
11. Design review, gear optimization, extruder gearbox, India 2018
12. Technology survey, method development, lightweight gear body design for aircraft gas turbine reduction gearbox, Korea, 2018
13. Planetary gear damage analysis, helicopter transmission, Switzerland, 2018
14. Technology study, UAV main gearboxes, Korea, 2018
15. Bevel-planetary ropeway gearbox, rating, Switzerland, 2018
16. E-VTOL, planetary gearboxes conceptual designs, UK, 2018
17. Assessment of gearbox damages, 3MW main gearbox for wind turbine, dispute assistance, alternative design, Germany 2017
18. Failure analysis, optimization of EV transmission, China 2017
19. Throttle flap gear train, plastic gears, China 2017
20. Assembly supervision, 3MW WTG prototype, Germany, 2016
21. Technology survey, tractor transmissions, CVT, IVT, DCT transmissions, focus on concepts, Korea, 2016
22. Technology survey on helicopter gearbox design, aeroengine gearbox design and gear technology for turboshaft reduction gearboxes (jet engines for large UAV), Korea, 2016
23. Optimization of helicopter main gearbox to reduce mass, optimise gears for manufacturing. Optimise bearing technology, material and manufacturing specifications, Switzerland, 2016
24. Supervision of 3MW wind gearbox back to back test, assessment contact patterns, engineering analysis, China / Spain 2016
25. Optimization, tooth contact analysis, 3D FEM, manufacturing drawing of a forged bevel gear used in differential, China, 2016
26. Optimization, strength analysis, installation procedure, ball mill gearbox, India 2015
27. Consultancy on planetary gears modifications, Finland, 2016
28. Strength verification, helicopter tail and main rotor gearbox for certification, bearing and gear design assistance, Switzerland, 2015
29. Strength verification, bucket wheel excavator gearbox, Germany 2015
30. Design optimization of a tractor gearbox, rear axle, India 2015
31. Water meter, high ratio gearbox, wear reduction, Switzerland, 2015

*„... Sometimes, getting the certificate for a new product is difficult due to the technical requirements and also because of the deep technical discussions required with the certification agency. Also, performing all calculations accurately and as per the standards is a major task, which we are happy to outsource ...“*

Chang-kyu Shin, Haisung  
Good Three Co., Ltd, Korea

*“... We like your work very much, it will help us in our discussion with the customer. We like not only the technical result but also how you explain it and the reports are easy to understand...”*

Giovanni Patini, Dinamic Oil  
Spa, Italy

## Selected Publications and White-papers

1. H. Dinner et al., Flexible planet pins for high torque epicyclic gears. Experience with design, manufacturing and application. CGMA Zhengzhou, 2025.
2. H. Dinner et al., Tuning Flank Waviness for Minimized Mesh Force Variation, ICMT Chongqing, 2025.
3. H. Dinner, Flexible planet pins for high torque epicyclic gears. Experience with design, manufacturing and application. FTM 2023.
4. H. Dinner, Changes in ISO 6336:2019 — Parts 1, 2, 3, 5 and 6, Gear Technology, June 2021
5. A. Höller, F. Huber, L. Zumofen, A. Kirchheim, H. Dinner, H. Denig, Additive Manufactured and Topology Optimized Flexpin for Planetary Gears, AMP 2020
6. Dr. H. J. Stadtfeld, H. Dinner, Electric Vehicle Transmission with Hypoid Gearset, AGMA FTM, 2019
7. H. Dinner, J. Hinrichs, SCD – Super Compact Drive redesigned and successfully tested to meet floating offshore challenges, 4th Conference for Wind Power Drives, Aachen 2019
8. H. Dinner, Calculated gear life values, Gear Technology, Ask The Expert column, May 2018
9. E. Müller, J. Langhart, H. Dinner, Qualitätskontrolle von Verzahnungen, Wellen und Getrieben mit der optischen Messtechnik, Konstruktion, 2015
10. H. Dinner, M. Perucchi, Zahnradfestigkeit beim Betrieb in Resonanz und bei Berücksichtigung instationärer Vorgänge am Beispiel eines Mühlengetriebes, DMK 2015
11. H. Dinner, How to consider random helix angle errors and housing machining errors when calculating KH $\beta$ , Gear Technology, March / April 2015
12. D. Becker, T. Handreck, B. Lüneburg, H. Dinner, R. Stebler, A. Schröter, Gekoppelte thermische FE-Analyse und Simulation der Laufbahnbeanspruchung an einem 6MW Rotorlager, 2014
13. U. Kissling, H. Dinner, A procedure to determine the optimum flank line modifications for planetary gear configurations, International Gear Conference, Lyon, France, 2014
14. H. Dinner, Rechnerische Bewertung nach NREL DG03 verschiedener Ausführungen eines Turm- und Blattlagers für eine spezifische WKA, DMK 2013
15. H. Dinner, Modifications for wind turbine gearboxes, Wind Power Technology, 2013
16. H. Dinner, U. Kissling, An Algorithm for Robust Gear Modifications Design, Gear Solutions, July 2012
17. H. Dinner, Gearbox concepts for new drivetrain concepts, IQPC 2011, Bremen, Germany
18. H. Dinner, Shot peening and C.A.S.E superfinishing, effects on gear design, MIC, Düsseldorf, Germany
19. H. Dinner, Micropitting in Wind Turbine Gearboxes, ICPT 2011, Xi'an, China
20. H. Dinner, Gear Design for Wind Turbine Gearboxes, Wind Gearbox Seminar, Suzhou, China, 2011
21. H. Dinner, Calculation of large roller bearings for wind turbines, Haus der Technik Essen, 2010