

Trey Hanbury

Partner

Washington, D.C.

Biography

With more than 20 years in the field, Trey Hanbury has a wealth of experience helping clients tackle their most challenging technology, media, and telecommunications policy issues.

Trey recognizes companies operating in the TMT sector face increasing competition and an ever-changing regulatory environment. Whether his clients require assistance with spectrum auctions, licensing, and allocation; mergers and acquisitions; regulatory compliance; procurement; or competition policy, Trey brings his extensive legal background and a deep understanding of technology policy to help solve his clients' most pressing and complex issues.

Trey has worked closely with a variety of clients ranging from wireless companies to equipment manufacturers to strategic investors across all platforms. He helps clients conceptualize and change federal rules and policies in ways that allow them to achieve their business objectives. For example, Trey worked extensively in support of the first incentive auction that raised nearly US\$20 billion and successfully reallocated 84 megahertz of spectrum from over-the-air television to innovative, broadband uses. In addition to assisting clients in policymaking matters, Trey also assists clients in obtaining regulatory authorizations to introduce new products and services and advises on licensing issues



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Practices

Administrative and Public Law

Communications, Internet, and Media

Government Relations and Public Affairs

Space and Satellite

Unmanned Aircraft Systems

Transportation

Industries

TMT

Areas of focus

and commercial issues arising from Federal Communications Commission (FCC) rules, policy changes, and regulatory investigations.

Prior to joining our team, Trey served as Director of Government Affairs at Sprint. In this position, Trey acted as regulatory counsel in major rulemaking proceedings, mergers and acquisitions, and cases before the FCC, the National Telecommunications and Information Administration of the Department of Commerce, the Departments of Justice and Homeland Security, Congress, and federal courts.

At Sprint, Trey was recognized with the company's Leadership Excellence award, the highest level of corporate recognition for directors, vice presidents, and senior executives. Prior to working for Sprint, Trey held various policymaking positions at the FCC, including working on numerous satellite and international telecom matters in the International Bureau. He also served as Special Counsel in the Office of General Counsel, where he was responsible for providing policy and legal advice to the Office of Chairman on wireless issues. He previously worked at a nationally recognized communications law firm, where he focused on wireless, satellite, and broadcast issues.

Representative experience

Negotiated substantial communications transactions and secure regulatory approval from the FCC, DOJ and other regulatory agencies.

Represented potential bidders in all phases of FCC spectrum auction process from rulemaking to application to post-auction licensing.

Advanced competition and regulatory policy arguments before FCC, DOJ, and Capitol Hill for wireless and wireline telecommunications carriers.

Provided regulatory support to service providers seeking to help construct, operate, or maintain the

Broadband, Internet, and E-commerce

Networks and Platforms

Congressional Oversight and Investigations

Legislation

Strategic Counseling and Portfolio Development

M&A and Joint Ventures

Administrative Procedure Act

Rail

Automotive Regulatory

Spectrum

Education and admissions

Education

J.D., University of Virginia School of Law, 1996

B.A., University of Virginia, with high distinction, 1992

Memberships

FCBA

Bar admissions and qualifications

District of Columbia

Virginia

Accolades

FirstNet public safety broadband network.

Developed FCC rules and policies to allow over-the-top providers to secure access to programming fewer regulatory restrictions.

Assisted clients in understanding and preparing for the 600 MHz broadcast incentive auction and support appellate review of incentive auction process.

Secured regulatory approval for novel radio frequency operations domestically and internationally, including nanosatellites and experimental operations.

Negotiated cross-border agreements, including agreements to support novel wireless deployments that extend across national boundaries.

Supported numerous spectrum-auction applicants in all phases of the spectrum-acquisition process, including auction participation, mergers and acquisitions, and secondary-market transactions.

Provided policy counsel to over-the-top service providers and new entrants seeking to enhance competition in the market.

Developed competition policy arguments and supported large, complex acquisitions before the Federal Communications Commission, the Department of Justice, and Capitol Hill.

Successfully led a coalition of wireless carriers, trade associations, and public interest groups to improve competitive bidding rules for wireless broadband spectrum.

Represented companies and trade associations in the design and implementation of the first-ever incentive auction for broadband spectrum.

Advised global service providers and equipment manufacturers on the telecommunications requirements that apply across a wide range of jurisdictions.

"A great technical knowledge of the telecom industry."

Legal 500 USA 2014

"A key practitioner 'wireless carriers expert.'"

Legal 500 USA 2015

"'Strong advocate' Trey Hanbury, who 'responds quickly and thoughtfully,' is representing T-Mobile in the FCC's 600MHz incentive auction, successfully persuading the Commission to reserve low-frequency bands for smaller carriers."

Legal 500 US 2017

"[S]trategy and policy development in connection with FCC spectrum auctions."

Chambers 2015

Secured experimental licenses and authorizations for novel wireless communications service providers, including nanosatellite operators and terrestrial high-frequency service providers.

Supported a variety of public safety initiatives with the First Responder Network Authority and other public safety organizations.

Helped negotiate and implement cross-border interference arrangements with Canada and Mexico in the 220 MHz band.

Awards and rankings

- Telecom, Broadcast & Satellite (District of Columbia), *Chambers USA*, 2018-2019
- Telecom, Broadcast & Satellite (District of Columbia), Recognised Practitioner, *Chambers USA*, 2017
- Media, Technology, and Telecoms: Telecoms and Broadcast: Regulatory, *Legal 500 US*, 2013-2014, 2016-2017
- Media, Technology, and Telecoms: Telecoms and Broadcast: Transactional, *Legal 500 US*, 2014, 2016-2017
- Media, Technology, and Telecoms: Technology: Transactions, *Legal 500 US*, 2013

Latest thinking and events

- Hogan Lovells Publications
 - Global Media, Technology and Communications Quarterly - Autumn 2019
- Hogan Lovells Publications
 - Watch: AI, the Internet of Things, and the health care industry
- Hogan Lovells Publications
 - Watch: The U.S. Executive Order on Maintaining American Leadership in Artificial Intelligence
- Blog Post

- Internet of Things Webinar Series – Health Care and the Internet of Things: New Regulatory Developments
- Awards and Rankings
 - Hogan Lovells continues growth and recognition in 2019 Legal 500 U.S. rankings
- Analysis
 - Global Media, Technology and Communications Quarterly – Spring 2019